



Finance Committee Meeting 2022

May 13, 2022



Finance Committee Meeting

Friday, May 13, 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=cGVUcEJTTU53aGsyd0tJbDRlbnUttQT09>

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

1. If a member of the public wishes to comment on a particular agenda item, the public is strongly encouraged to submit their comments in writing via email to the Natividad Finance Committee at Natividadpubliccomments@natividad.com by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record.

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of April 8, 2022 Finance Committee Meeting. *Pages 7-13*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 14-45*

Scheduled Items/Discussion Items

3. Receive and Approve March 2022 Financial Report. *Pages 46-58*

Daniel Leon, CFO

Adjournment

NEXT FINANCE COMMITTEE MEETING FRIDAY, JUNE 10, 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, May 13, 2022
Consent Items

Attachment A

1. <i>Pages 14-15</i>	<ol style="list-style-type: none">a. Authorize the Chief Executive Officer for NMC or his designee to execute amendment No. 2 to the agreement with EBSCO Industries, Inc. (EBSCO) for online database and journal subscriptions, with no change to the term or scope of work and adding \$125,000 for a revised total agreement amount not to exceed \$573,153.b. Authorize the Chief Executive Officer for NMC or his designee to execute up to two (2) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$9,600) of the original cost of the agreement.
2. <i>Pages 16-17</i>	<ol style="list-style-type: none">a. Authorize participation by the County's owned and operated Natividad Medical Center ("Natividad") in the EMPOWER Best Practices Initiative, a hospital-based quality improvement initiative funded by the Centers for Disease Control and Prevention ("CDC"), Division of Nutrition, Physical Activity, and Obesity ("DNPAO"); andb. Authorize the Chief Executive Officer for Natividad to execute a Site Agreement with Abt Associates Inc. ("Abt"), the lead EMPOWER Best Practices Initiative contractor with CDC, for the provision of training and technical assistance to improve knowledge and skills of Natividad staff in evidence-based maternity practices supportive of optimal infant nutrition, with a focus on diverse, at-risk and underserved populations, with a term of date of execution by both parties to the earlier of (1) August 1, 2024; (2) the date prerequisite conditions have been satisfied; or (3) until date of termination by either party upon 30 days written notice; andc. Accept a stipend in the amount of \$2,000 from Abt to offset the actual costs associated with Natividad's participation in the EMPOWER Best Practices Initiative.
3. <i>Pages 18-19</i>	<ol style="list-style-type: none">a. Authorize the extension of the Chief Executive Officer of Natividad Medical Center (NMC) or his designee authority to execute agreements and/or contract amendments with government, commercial, and private payers of healthcare services, another five years through June 30, 2027, for the purpose of adding NMC as an in-network provider of healthcare services for both hospital/professional services and for establishing reimbursement methodologies used in healthcare payments, subject to County Counsel and Auditor-Controller approval.b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard risk provisions within the agreements/amendments.
4. <i>Pages 20-21</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15213) with The Greeley Company for Peer Review Assessment services, extending the agreement an additional three (3) year period (June 1, 2022 through May 31, 2025) for a revised full agreement term of January 1, 2020 through May 31, 2025, and adding \$400,000 for a revised total agreement amount not to exceed \$444,250.
5. <i>Pages 22-23</i>	Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) or his designee of amendment No. 7 to the agreement (A-12637) with Intelligent Medical Objects, Inc. for electronic mapping and standard nomenclature software licenses, support and maintenance

	services, extending the agreement an additional one (1) year period (retroactive to May 1, 2022 through April 30, 2023) for a revised agreement term of January 28, 2014 through April 30, 2023, and adding \$117,118 for a revised total agreement amount not to exceed \$644,475.
6. <i>Pages 24-26</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13598) with Pacific Health Alliance for project administration ("PA") services for the County of Monterey's Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional one (1) year period (January 1, 2023 through December 31, 2023) for a revised full agreement term of August 1, 2017 through December 31, 2023, and adding \$415,000 for a revised total agreement amount not to exceed \$1,865,000.
7. <i>Pages 27-28</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 1, 2018 to June 30, 2024 and adding \$200,000 for a revised not to exceed amount of \$600,000 in the aggregate; and b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to the 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.
8. <i>Pages 29-30</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement (A-14763) with Joel Weinstein MD to provide general surgery services at Natividad, 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, 2024, and adding \$500,000 for a revised not to exceed amount of \$1,300,000 in the aggregate; and b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.
9. <i>Pages 31-32</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional Services Agreement with Yu-Chuan Liu MD to provide cardiology services at Natividad, adding \$200,000 for a revised not to exceed amount of \$300,000, but with no change to the original agreement term of July 1, 2021 to June 30, 2023; and b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) 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.
10. <i>Pages 33-34</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 2 to the agreement with Pureserve Building Services, Inc. for professional cleaning services, extending the agreement an additional two (2) year period (May 1, 2022 through April 30, 2024) for a revised full agreement term of May 1, 2019 through April 30, 2024, and adding \$139,000 for a revised total agreement amount not to exceed \$333,116. 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%) (\$6,415) of the original cost of the agreement.
11. <i>Pages 35-36</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Landauer, Inc. for radiation dosimetry services at NMC for an amount not to exceed \$75,000 with an agreement term retroactive from July 1, 2021 through June 30, 2024. b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard

	indemnification, insurance, and limitations on liability provisions within the agreement.
12. <i>Pages 37-38</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with RJP & Associates, for consulting services in revenue cycle optimization, extending the term of the agreement for an additional two (2) year period (July 1, 2022 through June 30, 2024) for a revised full agreement term of July 1, 2020 through June 30, 2024, and adding \$250,000 for a revised total amount not to exceed \$530,000.
13. <i>Pages 39-41</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the Addendum with The Gordian Group to the Sourcewell Contract 050421 for administrative services of the Job Order Contracting (JOC) program, with no change to the agreement term of September 16, 2021 through June 7, 2025 and adding \$250,000 for a revised total spending limit not to exceed \$350,000. 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%) (\$100,000) of the original cost of the agreement.
14. <i>Pages 42-43</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for NMC or his designee to execute renewal & amendment No. 3 to the agreement (A-14305) with Stryker Sales Corporation dba Stryker Instruments for preventative maintenance on power tools and Neptune equipment, extending the agreement an additional one (1) year period (May 15, 2022 through May 14, 2023) for a revised full agreement term of May 1, 2018 through May 14, 2023, and adding \$60,000 for a revised total agreement amount not to exceed \$319,916.
15. <i>Pages 44-45</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13194) with SPOK, Inc. for paging services, 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 \$60,000 for a revised total agreement amount not to exceed \$423,000.



Finance Committee Meeting

Friday, April 8, 2022

8:30 AM

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

MINUTES

IMPORTANT NOTICE Regarding COVID 19

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

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

Not Present

None

Agenda Additions/Corrections

Noemi Ferguson

- *Remove/Pull under Consent Item 2, Attachment A, #4 The Society for Hospital Medicine.*

Public Comments (Limited 3 minutes per speaker)

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Approval of Minutes

1. Approve the Minutes of March 11, 2022 Finance Committee Meeting.

MOTION: *Motion to approve the minutes of March 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 20, except for item 4, 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 February 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

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Friday, April 8, 2022
Consent Items
MINUTES
Attachment A

1.	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.
2.	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.
3.	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.
4.	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.
5.	<p>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</p> <p>b. Authorize advertising the "Notice to Contractors" in a newspaper of general circulation.</p>
6.	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.
7.	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.

8.	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.
9.	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.
10.	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.
11.	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.
12.	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.
13.	<p>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.</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%) (\$10,000) of the original cost of the agreement.</p>
14.	<p>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</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</p>
15.	<p>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</p> <p>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.</p>
16.	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,

	<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>
17.	<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>
18.	<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>
19.	<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>
20.	<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>

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

EBSCO Industries, Inc. Amendment No. 2

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for NMC or his designee to execute amendment No. 2 to the agreement with EBSCO Industries, Inc. (EBSCO) for online database and journal subscriptions, with no change to the term or scope of work and adding \$125,000 for a revised total agreement amount not to exceed \$573,153.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to two (2) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$9,600) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for NMC or his designee to execute amendment No. 2 to the agreement with EBSCO Industries, Inc. (EBSCO) for online database and journal subscriptions, with no change to the term or scope of work and adding \$125,000 for a revised total agreement amount not to exceed \$573,153.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to two (2) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$9,600) of the original cost of the agreement.

SUMMARY/DISCUSSION:

EBSCO provides Natividad staff access to online medical database resources and published medical journals. These resources include the leading web-based clinical research tools utilized in hospital and clinic settings to obtain answers to clinical questions, including the latest evidence and clinical expertise to provide specific, practical recommendations for diagnosis and treatment at the point of care.

Approval of this recommended action will provide Natividad medical staff, residents, and nursing and ancillary hospital staff continued access to these valuable clinical resources along with our patient discharge instructions database incorporated in our electronic medical record system. Included in this Amendment is the functionality of EBSCO products, which will provide remote access to many of these resources. This enhancement will allow authorized users to access EBSCO resources from any internet-enable device including desktop computers, laptops, and mobile devices. In addition, providers can continue to accrue *AMA PRA Category 1*™ credits for every search they conduct the EBSCO databases and catalog tools; and Nursing, Dietitians, Social Workers, and Physical Therapists can earn continuing education units.

This work supports:

- Natividad Medical Center's The Joint Commission requirement to "provide access to knowledge-based information resources 24 hours a day, 7 days a week." *The Joint Commission Standards IM.03.01.01*
- Natividad Medical Center's The Joint Commission requirement to "provide patient education and training based on each patient's needs and abilities." *The Joint Commission Standards PC.02.03.01*

- Natividad's Family Medicine Residency Program's Accreditation Council for Graduate Medical Education (ACGME) requirement "Residents must have ready access to specialty-specific and other appropriate reference material in print or electronic format. This must include access to electronic medical literature databases with full text capabilities." *ACGME Common Program Requirements I.D.3.*
- Natividad Medical Center Level II Trauma Center's American College of Surgeon's requirement "must use clinical practice guidelines, protocols, and algorithms derived from evidence-based validated resources." *American College of Surgeons Criterion CD 16-4*

OTHER AGENCY INVOLVEMENT:

County Counsel reviewed and approved this amendment No. 2 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 2 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost for this amendment No. 2 is \$125,000 of which \$125,000 is included in the Fiscal Year 2021-22 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement facilitates access to critical point of care clinical diagnosis resources which aid in decision making, as well as medical journals needed by healthcare providers and residents to keep current on trends and changes in practice.

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

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

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

Attachments:

EBSCO Industries, Inc. Amendment No. 2
 EBSCO Industries, Inc. Amendment No. 1
 EBSCO Industries, Inc. Agreement

Attachments on file with the Clerk of the Board

..Title

- a. Authorize participation by the County's owned and operated Natividad Medical Center ("Natividad") in the EMPower Best Practices Initiative, a hospital-based quality improvement initiative funded by the Centers for Disease Control and Prevention ("CDC"), Division of Nutrition, Physical Activity, and Obesity ("DNPAO"); and
- b. Authorize the Chief Executive Officer for Natividad to execute a Site Agreement with Abt Associates Inc. ("Abt"), the lead EMPower Best Practices Initiative contractor with CDC, for the provision of training and technical assistance to improve knowledge and skills of Natividad staff in evidence-based maternity practices supportive of optimal infant nutrition, with a focus on diverse, at-risk and underserved populations, with a term of date of execution by both parties to the earlier of (1) August 1, 2024; (2) the date prerequisite conditions have been satisfied; or (3) until date of termination by either party upon 30 days written notice; and
- c. Accept a stipend in the amount of \$2,000 from Abt to offset the actual costs associated with Natividad's participation in the EMPower Best Practices Initiative.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize participation by the County's owned and operated Natividad Medical Center ("Natividad") in the EMPower Best Practices Initiative, a hospital-based quality improvement initiative funded by the Centers for Disease Control and Prevention ("CDC"), Division of Nutrition, Physical Activity, and Obesity ("DNPAO"); and
- b. Authorize the Chief Executive Officer for Natividad to execute a Site Agreement with Abt Associates Inc. ("Abt"), the lead EMPower Best Practices Initiative contractor with CDC, for the provision of training and technical assistance to improve knowledge and skills of Natividad staff in evidence-based maternity practices supportive of optimal infant nutrition, with a focus on diverse, at-risk and underserved populations, with a term of date of execution by both parties to the earlier of (1) August 1, 2024; (2) the date prerequisite conditions have been satisfied; or (3) until date of termination by either party upon 30 days written notice; and
- c. Accept a stipend in the amount of \$2,000 from Abt to offset the actual costs associated with Natividad's participation in the EMPower Best Practices Initiative.

SUMMARY/DISCUSSION:

EMPower Best Practices is a hospital-based quality improvement initiative funded by the Centers for Disease Control and Prevention's Division of Nutrition, Physical Activity, and Obesity (DNPAO). The EMPower Best Practices program provides training and technical assistance to improve knowledge and skills in evidence-based maternity practices supportive of optimal infant nutrition with a focus on diverse, at-risk and underserved populations.

The EMPower team is a partnership of three organizations: Abt Associates ("Abt"), Carolina Global Breastfeeding Institute ("CGBI"), and Population Health Improvement Partners ("Improvement Partners").

Abt is a mission-driven, global leader in research and program implementation in the fields of

health, social and environmental policy, and international development. Abt leads the EMPOWER initiatives by providing managerial oversight and technical support for the project.

CGBI is the first Public Breastfeeding Center of its kind. CGBI seeks to promote increased quality of care and create an optimal breastfeeding norm. CGBI staff members have experience providing technical assistance around the Ten Steps and serves as breastfeeding experts for the EMPOWER initiatives.

Improvement Partners helps health-focused organizations and coalitions build organizational and community capacity to improve and sustain population health. Improvement Partners staff are trained in various quality improvement (QI) methodologies and many also have extensive clinical and hospital experience. Improvement Partners serves as hospital QI experts for the EMPOWER initiatives.

Abt was awarded GSA Professional Services Schedule Order #75D30120F09645, effective September 30, 2020, by the United States Centers for Disease Control and Prevention (CDC), Division of Nutrition, Physical Activity and Obesity (DNPAO) (hereinafter referred to as "CDC") entitled *Breastfeeding- Hospital-based Quality Improvement Initiative to Improve Maternity Practices Supportive of Optimal Infant Nutrition*, the purpose of which is to help hospital staff safely and equitably implement evidence-based maternity care practices that are supportive of optimal infant nutrition.

The proposed Site Agreement between the County/Natividad and Abt outlines the conditions that must be met by Natividad in order to participate in the EMPOWER Best Practices program training and in order for County to be eligible for a stipend.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the agreement as to form. Auditor-Controller has reviewed and approved the agreement as to financial terms.

FINANCING:

There is no cost associated with this site agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Check the related Board of Supervisors Strategic Initiatives:

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

Prepared by: April Ritchie, Women and Children's Services Director

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

Attachments:

Abt Associates Site Agreement

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Authority to Sign Payer Agreements/Amendments Renewal Legistar Number: _____

..Title

- a. Authorize the extension of the Chief Executive Officer of Natividad Medical Center (NMC) or his designee authority to execute agreements and/or contract amendments with government, commercial, and private payers of healthcare services, another five years through June 30, 2027, for the purpose of adding NMC as an in-network provider of healthcare services for both hospital/professional services and for establishing reimbursement methodologies used in healthcare payments, subject to County Counsel and Auditor-Controller approval.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard risk provisions within the agreements/amendments.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the extension of the Chief Executive Officer of Natividad Medical Center (NMC) or his designee authority to execute agreements and/or contract amendments with government, commercial, and private payers of healthcare services, another five years through June 30, 2027, for the purpose of adding NMC as an in-network provider of healthcare services for both hospital/professional services and for establishing reimbursement methodologies used in healthcare payments, subject to County Counsel and Auditor-Controller approval.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard risk provisions within the agreements/amendments.

SUMMARY/DISCUSSION:

The Board of Supervisors previously approved an authorization request from NMC to execute payer agreements/amendments for commercial plans from December 2017 to June 30, 2022 (A-13832). The Board of Supervisors also previously approved an authorization request to execute agreements/amendments for government payers from February 2019 through June 30, 2024 (A-14239). This current authorization request will enable NMC to renew the commercial/private payer authorization, add government payers, and extend the authorization to June 30, 2027.

The County of Monterey, on behalf of Natividad Medical Center (NMC), has contracts with over 20 commercial/private payers such as Anthem Blue Cross, Blue Shield, Aetna, Cigna, and Kaiser. In addition, NMC has contracts with government payers, including Santa Clara County, Santa Cruz County and Central California Alliance for Health. Some of the payer agreements have been in place for over 20 years.

The purpose of a payer agreement is to allow NMC to be an in-network provider to provide inpatient and outpatient services to commercial/government/private members and/or enrollees. As laws, regulations, and employers change, insurance plans/government entities often must have agreements/amendments in place quickly. Having the network in place is important for employers and government entities before open enrollment periods.

Typical provisions of these payer agreements include provisions concerning authorizations, documentation, covered services, confidentiality, indemnity, termination, and rates. NMC will continue as currently to work with County Counsel and County-Auditor to receive approval prior to finalizing an agreement/amendment.

OTHER AGENCY INVOLVEMENT:

County Counsel and the County Auditor-Controller have reviewed this request. This request has also been reviewed and approved by NMC's Finance Committee and by the NMC Board of Trustees on May 13, 2022.

FINANCING:

There are no costs associated with these agreements.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This authority provides timely mutual beneficial terms and conditions related to the provision of health care services for patients in the community.

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

Prepared by: Nancy Majewski, Managed Care Operations Manager, 783-2385
Approved by: Dr. Charles R. Harris, Chief Executive Officer, 783-2504

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

The Greeley Company Amendment No. 2

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15213) with The Greeley Company for Peer Review Assessment services, extending the agreement an additional three (3) year period (June 1, 2022 through May 31, 2025) for a revised full agreement term of January 1, 2020 through May 31, 2025, and adding \$400,000 for a revised total agreement amount not to exceed \$444,250.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15213) with The Greeley Company for Peer Review Assessment services, extending the agreement an additional three (3) year period (June 1, 2022 through May 31, 2025) for a revised full agreement term of January 1, 2020 through May 31, 2025, and adding \$400,000 for a revised total agreement amount not to exceed \$444,250.

SUMMARY/DISCUSSION:

NMC has multiple medical specialties on its medical staff. The Joint Commission requires ongoing monitoring and evaluation of provider performance in order to ensure excellence in physician performance and the highest quality of patient care. It is necessary to obtain the services of an external independent review organization in order to gain objective specialty expertise for some of the smaller specialties and to avoid conflict of interest. The Greeley Company offers comprehensive ongoing external peer review services for continued improvement of patient care and risk reduction at NMC. Greeley also offers special focused evaluations through its panel of board certified physician specialists, not otherwise available to NMC.

NMC is seeking to extend the term of the existing agreement by three years. An additional scope of proctoring for the medical staff is being added. Proctoring is the informed direct observation and evaluation of the diagnostic and therapeutic or surgical skills of a practitioner to determine whether they are qualified to receive unrestricted privileges for specific procedures.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this amendment No.2 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 2 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost for this amendment No.2 is \$400,000 of which \$135,000 is included in the Fiscal Year 2021-2022 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

To improve health and quality of life through County supported policies, programs, and services. By providing objective peer review of the work of our physicians and other providers we increase the quality of care and adherence to best practices throughout the hospital.

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

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

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

Attachments:

The Greeley Company Amendment No. 2

The Greeley Company Renewal and Amendment No. 1

The Greeley Company Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Intelligent Medical Objects, Inc. Amendment No. 7

Legistar Number: A 21-352

..Title

Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) or his designee of amendment No. 7 to the agreement (A-12637) with Intelligent Medical Objects, Inc. for electronic mapping and standard nomenclature software licenses, support and maintenance services, extending the agreement an additional one (1) year period (retroactive to May 1, 2022 through April 30, 2023) for a revised agreement term of January 28, 2014 through April 30, 2023, and adding \$117,118 for a revised total agreement amount not to exceed \$644,475.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) or his designee of amendment No. 7 to the agreement (A-12637) with Intelligent Medical Objects, Inc. for electronic mapping and standard nomenclature software licenses, support and maintenance services, extending the agreement an additional one (1) year period (retroactive to May 1, 2022 through April 30, 2023) for a revised agreement term of January 28, 2014 through April 30, 2023, and adding \$117,118 for a revised total agreement amount not to exceed \$644,475.

SUMMARY/DISCUSSION:

Intelligent Medical Object's (IMO)'s Clinical Interface Terminology is a software suite of vocabulary products that provide electronic mapping and standard nomenclature to help NMC manage the complexities of searching and obtaining the myriad of codes from most code standards. Using standard nomenclature is necessary to effectively build reports and was implemented in 2014 to meet the requirements of Meaningful Use, as dictated by Centers of Medicare and Medicaid Services (CMS) and the Health Information and Technology for Economic Health (HITECH) Act. Using electronic mapping and standard nomenclature is also critical for revenue recoupment with the required implementation of International Statistical Classification of Diseases and Related Health Problems (ICD-10).

IMO provides mapping dictionaries that allow for user-friendly vocabularies that contain user-specific and familiar words and phrases, enabling clinicians and information management professionals to find and record the terms they need quickly and easily. IMO then crosslinks to required standardized vocabularies such as Systematized Nomenclature of Medicine (SNOMED) and ICD-9 and 10 codes that help to connect to the patient record, administrative information, academic references, and consumer information. IMO then allows for appropriate electronic mapping for decision support, billing, and information for providers and patients.

MEDITECH, NMC's Electronic Health Record, has collaborated with IMO to incorporate IMO's mapping software within Meditech. MEDITECH subsequently has required all Client/Server facilities, including NMC, to purchase IMO. MEDITECH is not accommodating other mapping and standard nomenclature vendors and IMO is the required vendor pursuant to MEDITECH's contracts and rules.

This request will add funds to the agreement to account for a contractually permitted cost increase. The agreement pricing is based on Natividad's Net Patient Revenue (NPR) which increased

substantially when Natividad became a trauma center. This amendment 7 was executed by the CEO for Natividad prior to requested Board approval to avoid a threatened loss of services due to expiration of agreement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this amendment No. 7 as to form and the Auditor-Controller reviewed and approved as to payment provisions. This request has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost of this request is \$117,118 which is included in the Fiscal Year 2021-22 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This software brings improved technological capabilities and functionality to Natividad, enhancing and strengthening its technological infrastructure which fosters a sound, secure, and sustainable technology infrastructure.

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

Prepared by: Raquel Mojica, IT Business Operations Manager, 783-2812
Approved by: Charles Harris, MD, Chief Executive Officer, 783-2785

Attachments:

Intelligent Medical Objects Inc Amendment 7
Intelligent Medical Objects Inc Amendment 6
Intelligent Medical Objects Inc Amendment 5
Intelligent Medical Objects Inc Amendment 4
Intelligent Medical Objects Inc Amendment 3
Intelligent Medical Objects Inc Amendment 2
Intelligent Medical Objects Inc Amendment 1
Intelligent Medical Objects Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Pacific Health Alliance Amendment No. 5

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13598) with Pacific Health Alliance for project administration ("PA") services for the County of Monterey's Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional one (1) year period (January 1, 2023 through December 31, 2023) for a revised full agreement term of August 1, 2017 through December 31, 2023, and adding \$415,000 for a revised total agreement amount not to exceed \$1,865,000.

..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. 5 to the agreement (A-13598) with Pacific Health Alliance for project administration ("PA") services for the County of Monterey's Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional one (1) year period (January 1, 2023 through December 31, 2023) for a revised full agreement term of August 1, 2017 through December 31, 2023, and adding \$415,000 for a revised total agreement amount not to exceed \$1,865,000.

SUMMARY/DISCUSSION:

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

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

In May 2017, the Board of Supervisors directed staff to proceed with implementation of an expanded Pilot Project allowing for the provision of primary and specialty care ambulatory services for fiscal year (FY) 2017-18 funded by the Natividad Enterprise Fund in the amount of \$2 million: \$1.8 million for patient care and \$200,000 for PA services. On June 27, 2017, the Board of Supervisors approved and authorized the current Agreement with Pacific Health Alliance (PHA) for the County of Monterey's Pilot Project for the Remaining Uninsured, effective July 1, 2017 through June 30, 2018 to assist with the project management and reporting.

The Pilot Project, named Esperanza Care, became effective October 1, 2017. The enrollment cap of 2,500 individuals was raised to 3,500 by the Board of Supervisors effective April 1, 2018. Amendment 1 continued the agreement through December 31, 2019. Effective July 1, 2019, the per member per month reimbursement rate increases by twenty-five cents (\$.25). In addition, amendment 2 extended the term to December 31, 2020, and added an additional \$400,000 to the PA Agreement for a total of \$900,000. Amendment 3 extended the term to December 31, 2021, and added an additional \$250,000 to the PA Agreement for a total of \$1,150,000. Amendment 4 extended the term to December 31, 2022 and added an additional \$300,000 to the PA Agreement for a total of \$1,450,000. Effective July 1, 2021 the Board of Supervisors raised the enrollment cap to 4,500 and increased the annual expenditure amount from \$2 million to \$2.5 million from the Natividad Enterprise Fund. This Amendment 5 extends the term to December 31, 2023 and adds an additional \$415,000 to the PA Agreement for a total of \$1,865,000.

Esperanza Care will roll over to FY 2022-23 with the same scope of services with an additional expenditure of \$2.5 million from the Natividad Enterprise Fund. Enrollees in Esperanza Care will be required to re-apply for the Esperanza Care at least annually.

Since the inception, Monterey County will have spent \$13.5 million (\$500,000 from the general fund and \$13 million from the Natividad Enterprise Fund) on Esperanza Care, by the end of FY 2022-23.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 5 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost for this amendment No. 5 is \$415,000 of which \$15,000 is included in the Fiscal Year 2021-22 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment provides for the smooth transition of the existing Pilot Project for the Remaining Uninsured for FY 2022-23. It offers equitable opportunities for health choices and healthcare which will improve the health and quality of life for Monterey County residents.

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

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

Attachments:
Pacific Health Alliance Amendment 5

Pacific Health Alliance Amendment 4
Pacific Health Alliance Amendment 3
Pacific Health Alliance Amendment 2
Pacific Health Alliance Amendment 1
Pacific Health Alliance Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cardiopulmonary Associates Medical Group Fourth Amendment

TITLE:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 1, 2018 to June 30, 2024 and adding \$200,000 for a revised not to exceed amount of \$600,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to the 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 Fourth Amendment to the Professional and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 1, 2018 to June 30, 2024 and adding \$200,000 for a revised not to exceed amount of \$600,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to the 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 an intensive care unit (ICU) for the care and treatment of hospitalized patients facing life-threatening illness or injury. In order to ensure 24 hour a day coverage of the ICU, it requires a team of critical care physicians, known as intensivists. CPA provides two board certified pulmonary medicine and critical care physicians to cover daily rounding in the ICU as needed to cover for employed physicians who are not available (e.g., vacation; illness; continuing medical education; etc.).

Natividad wishes to amend the agreement with CPA so that its providers can continue to provide the same services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$200,000. The total not to exceed amount of the Agreement is \$400,000 for the period July 1, 2018 to June 30, 2024 (72 months). \$100,000 is included in the Fiscal Year 2022/2023 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide NMC with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of life for patients and their families.

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

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

Approved by: Dr. Charles R. Harris, Chief Executive Officer, 783.2553

Attachments:

Fourth Amendment
Third Amendment
Second Amendment
First Amendment
Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORTS

Joel Weinstein MD First Amendment

TITLE:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement (A-14763) with Joel Weinstein MD to provide general surgery services at Natividad, 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, 2024, and adding \$500,000 for a revised not to exceed amount of \$1,300,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) 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 Professional and Call Coverage Services Agreement (A-14763) with Joel Weinstein MD to provide general surgery services at Natividad, 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, 2024, and adding \$500,000 for a revised not to exceed amount of \$1,300,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) 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 or outpatient clinic as well as hospitalized patients in need of medical care in the specialty of general surgery. Natividad would like to amend its agreement with Dr. Weinstein so that he can continue to provide the same outpatient clinic services and participate in the general surgery call panel to ensure sufficient coverage of the service twenty-four hours per day, seven days a week, including all holidays. 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 total cost for this amendment is \$500,000. The total not to exceed amount of this agreement is \$1,300,000 for the period July 1, 2020 to June 30, 2024 (48 months). \$400,000 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.

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

Yu-Chuan Liu M.D. First Amendment

TITLE:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional Services Agreement with Yu-Chuan Liu MD to provide cardiology services at Natividad, adding \$200,000 for a revised not to exceed amount of \$300,000, but with no change to the original agreement term of July 1, 2021 to June 30, 2023; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) 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 Professional Services Agreement with Yu-Chuan Liu MD to provide cardiology services at Natividad, adding \$200,000 for a revised not to exceed amount of \$300,000, but with no change to the original agreement term of July 1, 2021 to June 30, 2023; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) 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 a cardiology clinic that offers comprehensive cardiology services including electrophysiology (EP), which examines the heart's electrical system and is used to diagnose abnormal heartbeats or arrhythmia. Natividad has an agreement with Dr. Liu, a board certified cardiologist that specializes in EP cardiology, to provide outpatient clinic services, clinical interpretation services and EP procedures. Due to patient volumes in the clinic, Dr. Liu is providing more services than originally anticipated, therefore, Natividad would like to amend the agreement add funds so that Dr. Liu can continue to provide the same services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form and the 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:

The cost of this amendment is \$100,000. The total not to exceed amount of this agreement is \$200,000. \$100,000 is included in the Fiscal Year 2022/2023 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, Management Analyst, 783.2506

Approved by: Dr. Charles R. Harris, Chief Executive Officer, 783.2553

Attachments:

First Amendment
Agreement

Attachments on file at the Clerk of the Board

BOARD REPORT

PureServe Amendment 2

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 2 to the agreement with Pureserve Building Services, Inc. for professional cleaning services, extending the agreement an additional two (2) year period (May 1, 2022 through April 30, 2024) for a revised full agreement term of May 1, 2019 through April 30, 2024, and adding \$139,000 for a revised total agreement amount not to exceed \$333,116.

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%) (\$6,415) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 2 to the agreement with Pureserve Building Services, Inc. for professional cleaning services, extending the agreement an additional two (2) year period (May 1, 2022 through April 30, 2024) for a revised full agreement term of May 1, 2019 through April 30, 2024, and adding \$139,000 for a revised total agreement amount not to exceed \$333,116.

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%) (\$6,415) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Pureserve Building Services Inc. provides daily (Monday through Friday) janitorial/ cleaning services to Natividad's Medical Office Building (common areas including public waiting areas and suites 201 and 202) and offsite apartments. Their duties include the following:

- Cleaning floors (sweeping, vacuuming, mopping)
- Polishing water fountains and fixtures
- Emptying garbage
- Cleaning furniture in waiting areas
- Dusting
- Cleaning and sanitizing restrooms

In addition to providing cleaning services, Pureserve Building Services, Inc. also provides restroom supplies, such as, toilet paper, paper towels, seat covers, and hand soap.

Natividad has had an agreement with Pureserve Building Services, Inc. since May 2019.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal & amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal & amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost for this renewal & amendment No. 2 is \$139,000 of which \$69,500 has been 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 under this agreement for janitorial staffing, general cleaning, and sanitation of corridors enhance operations at the hospital, which ensures a sanitary environment and improves the patient experience.

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

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

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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Landauer, Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Landauer, Inc. for radiation dosimetry services at NMC for an amount not to exceed \$75,000 with an agreement term retroactive from July 1, 2021 through June 30, 2024.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Landauer, Inc. for radiation dosimetry services at NMC for an amount not to exceed \$75,000 with an agreement term retroactive from July 1, 2021 through June 30, 2024.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.

SUMMARY/DISCUSSION:

Landauer Inc. provides radiation dosimetry services to ensure accurate and reliable staff monitoring and precise dose measurements in any environment where there is potential exposure to ionizing radiation. Staff that could be exposed to ionizing radiation wear a radiation dosimeter badge that detects and measures radiation to that staff have been exposed. The badge will detect high energy beta, gamma or x-ray radiation. All Natividad staff with potential exposure to ionizing radiation are monitored by the dosimetry program under the hospital's Radiation Protection and Safety Program. The dosimetry badges are turned in quarterly to Landauer and are processed for analysis with reports accessible by Landauer's website. The hospital takes appropriate action when badges exceed acceptable limits.

The services that Landauer provides are required by Centers for Medicare and Medicaid Services (CMS), California Code of Regulations Title 17 and the Joint Commission. Natividad began working on this contract well in advance of the effective date. Landauer has experienced significant turnover with its representatives, which caused the delay. Fortunately, the vendor has continued to provide service since July 2021 in good faith while we completed the negotiation of the new agreement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost for this agreement is \$75,000 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 provided in this agreement are required in order to meet the regulatory requirements of CMS, California Title 17, and the Joint Commission.

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

Prepared by: Andrea Rosenberg, Assistant Administrator, 783-2562
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:
Landauer, Inc. Agreement

Attachments on file with the Clerk of the Board

BOARD REPORT MONTEREY COUNTY BOARD OF SUPERVISORS

RJP & Associates Amendment No. 1

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with RJP & Associates, for consulting services in revenue cycle optimization, extending the term of the agreement for an additional two (2) year period (July 1, 2022 through June 30, 2024) for a revised full agreement term of July 1, 2020 through June 30, 2024, and adding \$250,000 for a revised total amount not to exceed \$530,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with RJP & Associates, for consulting services in revenue cycle optimization, extending the term of the agreement for an additional two (2) year period (July 1, 2022 through June 30, 2024) for a revised full agreement term of July 1, 2020 through June 30, 2024, and adding \$250,000 for a revised total amount not to exceed \$530,000.

SUMMARY/DISCUSSION:

RJP & Associates consulting services has provided advice and support services in optimizing Natividad's revenues and reimbursement opportunities including those for Covid-19 services. In addition, RJP & Associates continues to provide assistance to support the hospital's plan in the development of a preparedness program in the event of future possible surges of the virus.

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 its Board of Trustees on May 13, 2022

FINANCING:

The cost for this amendment No. 1 is \$250,000 of which \$125,000 will be 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 is for executive level consulting services, the outcome of which will contribute to a more efficient use of resources within the organization.

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

Prepared by: Daniel Leon, Chief Finance Officer, 783-2551

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

Attachments:

RJP & Associates Amendment No. 1

RJP & Associates Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

The Gordian Group 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 Addendum with The Gordian Group to the Sourcewell Contract 050421 for administrative services of the Job Order Contracting (JOC) program, with no change to the agreement term of September 16, 2021 through June 7, 2025 and adding \$250,000 for a revised total spending limit not to exceed \$350,000.
- 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%) (\$100,000) 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. 1 to the Addendum with The Gordian Group to the Sourcewell Contract 050421 for administrative services of the Job Order Contracting (JOC) program, with no change to the agreement term of September 16, 2021 through June 7, 2025 and adding \$250,000 for a revised total spending limit not to exceed \$350,000.
- 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%) (\$100,000) of the original cost of the agreement.

SUMMARY/ DISCUSSION:

In April 9, 2013, the Board of Supervisors approved an agreement between the County of Monterey and The Gordian Group, Inc. to provide administrative services for the Job Order Contracting (JOC) System. Sourcewell (formerly the National Joint Powers Alliance, aka "NJPA") is a public agency operating under the enabling authority outlined in Minnesota Statute 123A.21, which allows participating nationwide government and education agencies ("Members") to reduce the cost of purchasing by leveraging their combined national purchasing power through cooperative efforts. On May 4, 2021, Sourcewell released RFP 050421 for Indefinite Quantity Construction Contracting Systems and Related Services and The Gordian Group (Gordian) responded and was awarded a service contract. Services offered and accepted within Gordian's proposal in response to the Sourcewell RFP include Job Order Contracting (JOC) administrative services.

The County of Monterey is a member of Sourcewell and per the terms of the RFP 050421 which allow all public agencies within the U.S. to procure off of the contract awarded from RFP 071415, NMC is procuring administrative services rendered for Job Order Contracting (JOC) projects from Gordian by piggybacking off the Sourcewell Contract agreement 050421-GCI Other Monterey County departments also currently utilize Gordian's services for JOC projects by piggybacking off the Sourcewell contract as well.

NMC is one of the implementers of the County's Job Order Contracting (JOC) program for the County. The County contracts with The Gordian Group, Inc. (Gordian) to provide the JOC system. The Gordian contract is procured through a cooperative award made by Sourcewell (formally

National Joint Powers Association). Natividad Medical Center is requesting to increase the Sourcewell Contract 050421 total spending limit in the amount of \$250,000 for a revised total spending limit not to exceed \$350,000 without needing to change the contract term.

To incorporate the County's standard risk provisions and other relevant terms and conditions into the service obligations, NMC and Gordian executed a new Sourcewell on September 16, 2021 through June 7, 2025 in the amount of \$100,000.

The JOC program currently provided to the County by The Gordian Group, Inc. is referred to as the JOC Complete Solution®, which includes assistance with developing each job order from identification to job order issuance.

In addition to job order development services, the County has identified the need for The Gordian Group, Inc. to provide the JOC Complete Solution Plus™ option, which includes construction management services to manage job orders from job order issuance to completion of the punch list to job order close-out, construction estimating services, and project budgeting and planning, on a project-by-project basis as requested by the County.

A five percent (5%) License Fee to utilize the JOC Program is payable to The Gordian Group, Inc. only 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. The Gordian Group, Inc. fees are contained in the overall eligible project budgets.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost for this amendment No. 1 is \$250,000 of which \$70,000 is included in the Fiscal Year 2022-23 Adopted/Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Construction projects help facilitate the overall patient experience, and improve physical hospital infrastructure.

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

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

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

Attachments:

Amendment No. 1 to Addendum with The Gordian Group

Addendum with The Gordian Group to the Sourcewell Contract 050421

Sourcewell Contract 050421 with Gordian Group

Sourcewell RFP #050421 for Construction Contracting System Services

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Stryker Sales Corporation dba Stryker Instruments Renewal & Amendment 3 Legistar Number:

..Title

a. Authorize the Chief Executive Officer for NMC or his designee to execute renewal & amendment No. 3 to the agreement (A-14305) with Stryker Sales Corporation dba Stryker Instruments for preventative maintenance on power tools and Neptune equipment, extending the agreement an additional one (1) year period (May 15, 2022 through May 14, 2023) for a revised full agreement term of May 1, 2018 through May 14, 2023, and adding \$60,000 for a revised total agreement amount not to exceed \$319,916.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Chief Executive Officer for NMC or his designee to execute renewal & amendment No. 3 to the agreement (A-14305) with Stryker Sales Corporation dba Stryker Instruments for preventative maintenance on power tools and Neptune equipment, extending the agreement an additional one (1) year period (May 15, 2022 through May 14, 2023) for a revised full agreement term of May 1, 2018 through May 14, 2023, and adding \$60,000 for a revised total agreement amount not to exceed \$319,916.

SUMMARY/DISCUSSION:

The agreement with Stryker is for preventative maintenance services for surgical tools and Neptune brand equipment at NMC. This amendment adds an additional maintenance and repair plan on endoscopy equipment. The routine maintenance plans for this type of highly technical equipment are beneficial to NMC because these types of services keep the tools and equipment in good working order and also ensure both compliance and safety. Additionally, these routine and preventative maintenance services help prevent expensive repairs later, particularly because there are many intricate components.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal & amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost for this renewal & amendment No. 3 is \$60,000 of which \$60,000 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:

Preventative maintenance on surgical tools and equipment is a required service at the hospital and ensures effective treatments are being rendered in the best possible manner.

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

Prepared by: Wally Sayles, Director for Surgical Services, 831-772-7771

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

Attachments:

Stryker Sales Corporation dba Stryker Instruments Renewal & Amendment 3

Stryker Sales Corporation dba Stryker Instruments Amendment 2

Stryker Sales Corporation dba Stryker Instruments Amendment 1

Stryker Sales Corporation dba Stryker Instruments Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

SPOK, Inc. Amendment No. 3

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13194) with SPOK, Inc. for paging services, 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 \$60,000 for a revised total agreement amount not to exceed \$423,000.

..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-13194) with SPOK, Inc. for paging services, 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 \$60,000 for a revised total agreement amount not to exceed \$423,000.

SUMMARY/DISCUSSION:

SPOK, Inc. has provided NMC hospital employees (including physicians and other patient care providers) internet capable pager services since July 2010. These services provide for constant twenty-four hours per day seven days a week (24/7) critical communication between the hospital and providers for patient care. Paging is considered the most reliable, survivable, and affordable way to communicate wirelessly. The paging service provides notification to physicians regarding patient's critical care needs, such as medication adjustment, condition change, discharge and transfers. The physicians' "on call" duties require them to be readily available within twenty minutes in order to meet patient care needs. The paging service also includes contacting patient care providers, such as laboratory, cardiopulmonary, and diagnostic imaging staff to immediately respond to patient care needs. Additionally, the paging service notifies hospital maintenance personnel who are "on call" after normal business hours in the event of an urgent/emergency situation.

SPOK, Inc. is a preferred vendor for these services because of their experience with other hospital and medical care providers. NMC utilizes this vendor because of their extensive geographic range of coverage throughout Monterey, Santa Cruz, Santa Clara, San Luis Obispo and San Benito counties. NMC has not been able to find another pager company that provides the same level of coverage within our geographical region.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 3 as to legal form, and the

Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 13, 2022.

FINANCING:

The cost for this amendment is \$60,000, all of which will be included in the Fiscal Year 2022-23 Recommended Budget for this agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Paging physicians and other staff at Natividad is an important method of communication regarding patient care as well as communication regarding urgent facility issues. Utilizing this form of communication keeps things running smoothly and efficiently at Natividad.

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

Prepared by: Tammie Ferguson, Supervising Communications Operator
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

- SPOK Inc. Amendment No. 3
- SPOK Inc. Amendment No. 2
- SPOK Inc. Renewal and Amendment No. 1
- SPOK Inc. Agreement for Paging Services

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

MARCH 31, 2022

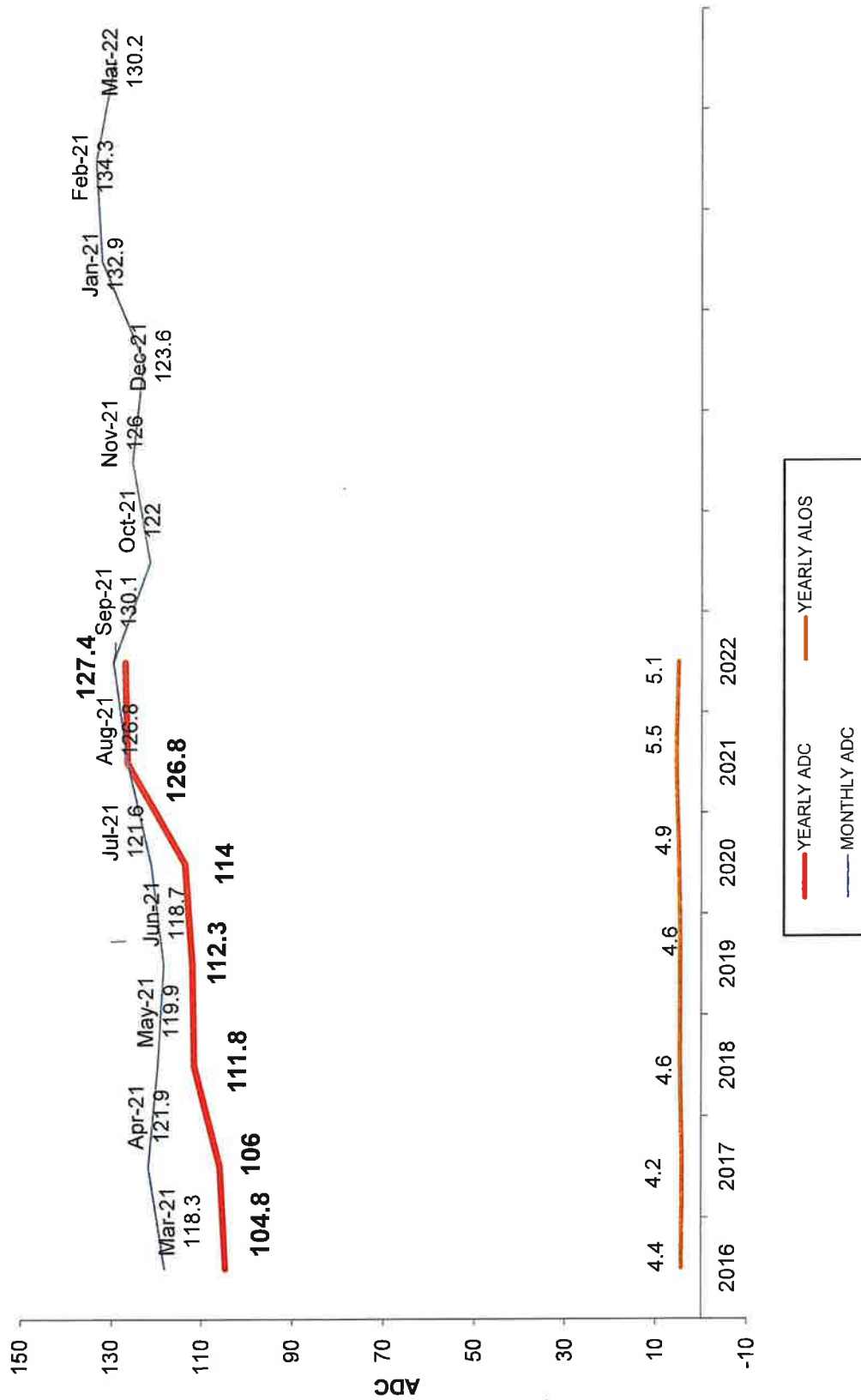
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FINANCIAL STATEMENTS

MARCH 31, 2022

I N D E X

<u>PAGE #</u>	<u>D E S C R I P T I O N</u>
1	TOTAL ADC TREND GRAPH - 2016-2022
2	STATISTICAL REPORT
4	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
5	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
6	BALANCE SHEET
7	SCHEDULE OF STATE / COUNTY RECEIVABLES
8	STATEMENT OF CASH FLOWS
9	RECONCILIATION OF GOVERNMENT FUNDING
10	CASH FLOW PERFORMANCE F/Y 21-22 ACTUAL TO BUDGET
11	CASH SCHEDULE FOR F/Y 21-22



NATIVIDAD STATISTICAL REPORT MARCH 31, 2022

Month-To-Date					Year-To-Date					
01-22	02-22	03-22	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/PT			
1	182	201	157	222	NICU	15	1,963	1,984	1,754	13.11%
	1,788	1,625	1,933	1,586	Med/Surg	57	14,019	15,593	16,801	-7.19%
3	449	399	328	200	ICU	10	1,769	2,837	3,021	-6.09%
4	72	52	57	63	Peds	12	557	630	251	151.00%
5	827	767	832	710	Acute Rehab	28	6,275	6,870	6,371	7.83%
6	328	283	321	281	OB/Gyn	27	2,484	2,902	2,614	11.02%
7	3,646	3,327	3,628	3,062	TOTAL ACUTE	149	27,067	30,816	30,812	0.01%
8	473	433	409	471	Psychiatric	19	4,164	4,097	4,528	-9.52%
9	4,119	3,760	4,037	3,533	TOTAL DAYS	168	31,231	34,913	35,340	-1.21%
10	339	273	399	286	Nursery	18	2,526	2,785	2,562	8.70%
AVERAGE DAILY CENSUS										
11	90.9	91.4	90.2	75.9	Acute	121	75.9	87.4	89.2	-2.02%
12	26.7	27.4	26.8	22.9	Acute Rehab	28	22.9	25.1	23.3	7.73%
13	15.3	15.5	13.2	15.2	Psychiatric	19	15.2	15.0	16.5	-9.09%
14	132.9	134.3	130.2	114.0	TOTAL	168	114.0	127.4	129.0	-1.24%
15	10.9	9.8	12.9	9.2	Nursery	18	9.2	10.2	9.4	8.51%
PERCENTAGE OF OCCUPANCY										
16	75.1%	75.5%	74.5%	62.7%	Acute		62.7%	72.2%	73.7%	-2.0%
17	95.4%	97.9%	95.7%	81.8%	Acute Rehab		81.8%	89.6%	97.1%	-7.7%
18	80.5%	81.6%	69.5%	80.0%	Psychiatric		80.0%	78.9%	86.8%	-9.1%
19	79.1%	79.9%	77.5%	67.9%	TOTAL		67.9%	75.8%	78.7%	-3.6%
20	60.6%	54.4%	71.7%	51.1%	Nursery		51.1%	56.7%	52.2%	8.5%
ADMISSIONS										
21	669	580	736	621	Acute		5,487	5,889	5,255	12.06%
22	55	55	65	56	Acute Rehab		495	490	484	1.24%
23	46	64	71	62	Psychiatric		548	442	454	-2.64%
24	770	699	872	739	TOTAL		6,530	6,821	6,193	10.14%
25	204	161	239	172	Nursery		1,519	1,676	1,564	7.16%
26	221	176	255	182	Deliveries		1,608	1,796	1,592	12.81%
DISCHARGES										
27	646	558	717	632	Acute		5,586	5,726	5,163	10.90%
28	51	55	67	62	Acute Rehab		548	498	483	3.11%
29	41	64	74	56	Psychiatric		495	449	453	-0.88%
30	738	677	858	750	TOTAL		6,629	6,673	6,099	9.41%
31	199	149	225	153	Nursery		1,355	1,558	1,432	8.80%
AVERAGE LENGTH OF STAY										
32	5.3	5.4	4.6	4.8	Acute(Hospital wide no babies)		4.8	5.1	5.7	-10.53%
33	15.0	13.9	12.8	12.7	Acute Rehab		12.7	14.0	13.2	6.06%
34	2.4	3.0	2.2	2.8	OB/Gyn		2.8	2.5	2.6	-3.85%
35	10.3	6.8	5.8	7.6	Psychiatric		7.6	9.3	10.0	-7.00%
36	1.7	1.7	1.7	1.7	Nursery		1.7	1.7	1.6	6.25%
OUTPATIENT VISITS										
37	4,499	3,636	4,372	4,599	Emergency Room		40,648	39,283	30,369	29.35%
38	593	516	632	577	ER Admits		5,099	5,047	4,662	8.26%
39	77.0%	73.8%	72.5%	78.1%	ER Admits as a % of Admissions		78.1%	74.0%	75.3%	-1.71%
40	5,232	5,794	6,920	6,193	Clinic Visits		54,738	53,254	47,306	12.57%
ANCILLARY PROCEDURES BILLED										
41	58,094	53,155	60,034	48,912	Lab Tests		432,319	492,540	472,932	4.15%
42	3,571	3,617	4,145	3,045	Radiology Procedures		26,912	33,438	28,463	17.48%
43	215	168	228	204	MRI Procedures		1,802	1,812	1,763	2.78%
44	123	109	113	150	Nuclear Med Procedures		1,326	1,019	675	50.96%
45	1,078	1,302	1,387	1,134	Ultrasound Procedures		10,024	11,401	9,900	15.16%
46	1,593	1,778	1,722	1,808	CT Scans		15,981	16,350	14,496	12.79%
47	242	312	412	346	Surgeries		3,114	3,178	3,006	5.72%
48	7.62	7.32	7.45	7.87	FTE'S PER AOB		7.87	7.59	8.17	-7.10%
49	1,367.0	1,359.5	1,359.1	1,293.9	TOTAL PAID FTE'S		1,293.9	1,358.8	1,408.8	-3.55%
50	5,560	5,202	5,657	5,095	ADJUSTED PATIENT DAYS		45,038	49,057	47,057	4.25%

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
REVENUE													
Patient Revenue:													
1 Inpatient	\$ 76,889,231	\$ 76,760,079	\$ 78,970,069	\$ 76,892,668	\$ 72,803,283	\$ 75,655,928	\$ 80,860,342	\$ 76,184,595	\$ 82,584,125	\$ -	\$ -	\$ -	\$ 687,400,289
2 Pro Fees	2,501,994	3,577,745	2,969,087	3,273,870	4,023,303	3,082,528	3,836,676	3,279,495	7,128,783	-	-	-	33,853,482
3 Outpatient	32,818,260	35,889,936	33,282,272	36,626,402	31,043,183	30,439,082	29,570,375	30,484,334	34,565,230	-	-	-	294,719,084
4 Total Patient Revenue	112,209,485	116,227,760	115,221,428	116,792,938	107,869,779	109,157,540	114,067,393	109,948,394	124,278,138	-	-	-	1,025,772,855
Deductions from revenue													
5 Contractual Deductions	81,587,680	85,314,572	84,910,889	87,630,866	82,220,937	83,183,303	88,482,095	85,888,511	94,269,493	-	-	-	773,278,326
6 Bad Debt	6,348,305	5,288,901	5,629,677	3,470,590	1,719,409	2,788,145	2,191,536	2,191,536	4,539,966	-	-	-	32,863,863
7 Unable to Pay	229,324	392,297	232,691	232,691	323,431	276,477	196,758	209,140	694,594	-	-	-	2,940,441
8 Total Contractual Discounts	88,165,289	90,995,770	90,773,257	91,334,147	84,263,777	86,228,925	89,585,087	88,069,287	99,504,053	-	-	-	809,102,630
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	24,774,085	-	-	-	216,670,225
10 As a percent of Gross Revenue	21.41%	21.71%	21.05%	21.80%	21.88%	21.01%	21.46%	19.88%	19.93%	0.00%	0.00%	0.00%	21.12%
Total Government Funding													
11	5,241,987	5,659,105	5,241,987	5,450,705	6,760,201	7,000,698	6,567,201	6,941,834	6,291,953	-	-	-	55,055,471
Other Operating Revenue:													
12 Rent Income	117,884	121,147	119,521	119,519	119,633	119,632	119,631	119,631	119,632	-	-	-	1,076,230
13 Interest Income	251,951	251,951	251,951	(149,922)	50,037	150,000	14,878	91,000	91,000	-	-	-	1,002,646
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	-	-	-	540,000
15 Other Income	284,618	312,602	321,605	432,232	431,515	466,969	416,144	455,649	377,571	-	-	-	3,508,905
16 Total Other Operating Revenue	724,453	745,700	733,077	461,829	661,185	796,601	610,453	726,280	648,203	-	-	-	6,127,781
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	31,714,241	-	-	-	277,853,477
EXPENSE													
18 Salaries, Wages & Benefits	16,165,713	16,887,897	16,631,730	16,973,444	16,221,003	16,665,020	17,212,339	16,050,570	17,323,378	-	-	-	150,131,094
19 Registry	963,851	595,103	1,270,743	985,970	1,597,614	1,108,107	1,168,394	1,598,294	2,008,604	-	-	-	11,287,860
20 Phys/Residents SWB & Contract Fees	4,176,569	4,655,658	3,665,230	3,785,166	3,923,523	4,209,652	4,729,151	4,174,562	4,553,153	-	-	-	37,893,664
21 Purchased Services	3,238,042	3,076,178	3,165,590	3,524,173	3,693,543	3,186,947	3,119,082	2,726,428	2,946,346	-	-	-	28,656,309
22 Supplies	2,876,091	3,060,028	2,871,177	2,893,042	2,950,631	2,976,712	3,002,216	2,632,679	2,925,678	-	-	-	26,188,256
23 Insurance	352,984	352,985	352,984	352,984	352,984	352,985	352,984	352,984	357,484	-	-	-	3,181,358
24 Utilities and Telephone	316,533	516,886	442,864	421,872	366,015	385,823	236,627	318,288	333,788	-	-	-	3,318,816
25 Interest Expense	68,997	68,997	68,996	53,820	53,821	53,821	53,821	53,821	53,821	-	-	-	529,915
26 Depreciation & Amortization	982,314	980,754	997,548	990,817	989,221	1,006,978	989,221	970,323	1,041,407	-	-	-	9,065,977
27 Other Operating Expense	431,788	437,157	542,867	580,164	685,597	539,723	516,789	486,408	513,381	-	-	-	4,743,874
28 TOTAL EXPENSE	29,582,982	30,641,843	30,009,749	30,573,452	30,833,952	30,445,768	31,478,000	29,374,357	32,059,040	-	-	-	274,998,943
29 NET INCOME(LOSS)	407,654	895,152	290,448	797,873	193,436	280,146	181,960	152,664	(344,799)	-	-	-	2,854,534
Normalization for Extraordinary Items													
30 Provider Relief Fund	-	-	-	-	(1,291,951)	(1,408,710)	(620,000)	(1,350,000)	(700,000)	-	-	-	(5,370,661)
31 American Rescue Plan (ARPA) Rural Fund	-	-	-	-	(226,263)	(226,263)	(226,263)	(226,263)	(226,263)	-	-	-	(1,131,315)
32 Families First C-19 Response	-	(317,118)	-	(208,718)	-	(123,738)	-	(123,384)	(123,147)	-	-	-	(896,105)
33 Total Extraordinary Items	-	(317,118)	-	(208,718)	(1,518,214)	(1,756,711)	(946,263)	(1,899,647)	(1,049,410)	-	-	-	(7,398,081)
34 NET INCOME BEFORE Extraordinary Items	\$ 407,654	\$ 578,034	\$ 290,448	\$ 589,155	\$ (1,324,778)	\$ (1,478,565)	\$ (864,303)	\$ (1,546,983)	\$ (1,394,209)	\$ -	\$ -	\$ -	\$ (4,543,547)
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
36 CHANGE IN NET ASSETS	\$ 407,654	\$ 895,152	\$ 290,448	\$ 797,873	\$ 193,436	\$ 280,146	\$ 181,960	\$ 152,664	\$ (344,799)	\$ -	\$ -	\$ -	\$ 2,854,534

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF MARCH 31, 2022

		CURRENT MONTH				YEAR -TO -DATE			
		Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR
		R E V E N U E							
		Patient Revenue:							
1	\$	82,584,125	\$ 71,371,577	\$ 11,212,548	15.7	\$ 697,400,289	\$ 630,832,675	\$ 66,567,614	10.6
2		7,128,783	2,131,400	4,997,383	234.5	33,653,482	18,838,789	14,814,693	78.6
3		34,565,230	32,494,963	2,070,267	6.4	294,719,084	287,213,521	7,505,563	2.6
4		124,278,138	105,997,940	18,280,198	17.2	1,025,772,855	936,884,985	88,887,870	9.5
5		94,269,493	79,917,776	(14,351,717)	(18.0)	773,278,326	706,370,020	(66,908,306)	(9.5)
6		4,539,966	3,328,874	(1,211,092)	(36.4)	32,883,863	29,422,951	(3,460,912)	(11.8)
7		694,594	491,984	(202,610)	(41.2)	2,940,441	4,348,502	1,408,061	32.4
8		99,504,053	83,738,634	(15,765,419)	(18.8)	809,102,630	740,141,473	(68,961,157)	(9.3)
9		24,774,085	22,259,306	2,514,779	11.3	216,670,225	196,743,512	19,926,713	10.1
10	19.93%		21.00%			21.12%	21.00%		22.00%
11		6,291,953	5,231,876	1,060,077	20.3	55,055,471	47,086,884	7,968,587	16.92
		Total Government Funding							
		Other Operating Revenue:							
12		119,632	117,833	1,799	1.5	1,076,230	1,060,497	15,733	1.5
13		91,000	251,951	(160,951)	(63.9)	1,002,646	2,267,559	(1,264,913)	(55.8)
14		60,000	60,000	-	-	540,000	540,000	0	-
15		377,571	346,001	31,570	9.1	3,508,905	3,114,009	394,896	12.7
16		648,203	775,785	(127,582)	(16.4)	6,127,781	6,982,065	(854,284)	(12.2)
17		31,714,241	28,266,967	3,447,274	12.2	277,853,477	250,812,461	27,041,016	10.8
		TOTAL REVENUE							
		EXPENSE							
18		17,323,378	16,332,026	(991,352)	(6.1)	150,131,085	145,158,223	(4,972,862)	(3.4)
19		2,008,604	143,755	(1,864,849)	(1,297.2)	11,297,690	1,270,609	(10,027,071)	(789.2)
20		4,553,153	3,475,992	(1,077,161)	(31.0)	37,883,673	31,008,466	(6,875,207)	(22.2)
21		2,948,346	3,111,445	163,099	5.2	28,658,309	27,643,479	(1,014,830)	(3.7)
22		2,925,678	2,245,777	(679,901)	(30.3)	26,188,256	19,849,747	(6,338,509)	(31.9)
23		357,484	365,010	7,526	2.1	3,181,358	3,285,090	103,732	3.2
24		333,788	293,803	(39,985)	(13.6)	3,318,816	2,596,837	(721,979)	(27.8)
25		53,821	58,719	4,898	8.3	529,915	519,003	(10,912)	(2.1)
26		1,041,407	1,031,222	(10,185)	(1.0)	9,065,977	9,114,666	48,689	0.5
27		513,381	524,163	10,782	2.1	4,743,874	4,632,907	(110,967)	(2.4)
28		32,059,040	27,581,912	(4,477,128)	(16.2)	274,998,943	245,079,027	(29,919,916)	(12.2)
29		(344,799)	685,055	(1,029,854)	(150.3)	2,854,534	5,733,434	(2,878,900)	(50.2)
		NET INCOME(LOSS)							
30									
31									
32									
33									
34	\$	(344,799)	\$ 685,055	\$ (1,029,854)	(150.3)	\$ 2,854,534	\$ 5,733,434	\$ (2,878,900)	(50.2) %
		CAPITAL CONTRIBUTIONS							
		County Contribution							
		CHANGE IN NET ASSETS							
34	\$	(344,799)	\$ 685,055	\$ (1,029,854)	(150.3)	\$ 2,854,534	\$ 5,733,434	\$ (2,878,900)	(50.2) %
		Prior Yr							
1	\$	82,584,125	\$ 71,371,577	\$ 11,212,548	15.7	\$ 697,400,289	\$ 630,832,675	\$ 66,567,614	10.6
2		7,128,783	2,131,400	4,997,383	234.5	33,653,482	18,838,789	14,814,693	78.6
3		34,565,230	32,494,963	2,070,267	6.4	294,719,084	287,213,521	7,505,563	2.6
4		124,278,138	105,997,940	18,280,198	17.2	1,025,772,855	936,884,985	88,887,870	9.5
5		94,269,493	79,917,776	(14,351,717)	(18.0)	773,278,326	706,370,020	(66,908,306)	(9.5)
6		4,539,966	3,328,874	(1,211,092)	(36.4)	32,883,863	29,422,951	(3,460,912)	(11.8)
7		694,594	491,984	(202,610)	(41.2)	2,940,441	4,348,502	1,408,061	32.4
8		99,504,053	83,738,634	(15,765,419)	(18.8)	809,102,630	740,141,473	(68,961,157)	(9.3)
9		24,774,085	22,259,306	2,514,779	11.3	216,670,225	196,743,512	19,926,713	10.1
10	19.93%		21.00%			21.12%	21.00%		22.00%
11		6,291,953	5,231,876	1,060,077	20.3	55,055,471	47,086,884	7,968,587	16.92
12		119,632	117,833	1,799	1.5	1,076,230	1,060,497	15,733	1.5
13		91,000	251,951	(160,951)	(63.9)	1,002,646	2,267,559	(1,264,913)	(55.8)
14		60,000	60,000	-	-	540,000	540,000	0	-
15		377,571	346,001	31,570	9.1	3,508,905	3,114,009	394,896	12.7
16		648,203	775,785	(127,582)	(16.4)	6,127,781	6,982,065	(854,284)	(12.2)
17		31,714,241	28,266,967	3,447,274	12.2	277,853,477	250,812,461	27,041,016	10.8
18		17,323,378	16,332,026	(991,352)	(6.1)	150,131,085	145,158,223	(4,972,862)	(3.4)
19		2,008,604	143,755	(1,864,849)	(1,297.2)	11,297,690	1,270,609	(10,027,071)	(789.2)
20		4,553,153	3,475,992	(1,077,161)	(31.0)	37,883,673	31,008,466	(6,875,207)	(22.2)
21		2,948,346	3,111,445	163,099	5.2	28,658,309	27,643,479	(1,014,830)	(3.7)
22		2,925,678	2,245,777	(679,901)	(30.3)	26,188,256	19,849,747	(6,338,509)	(31.9)
23		357,484	365,010	7,526	2.1	3,181,358	3,285,090	103,732	3.2
24		333,788	293,803	(39,985)	(13.6)	3,318,816	2,596,837	(721,979)	(27.8)
25		53,821	58,719	4,898	8.3	529,915	519,003	(10,912)	(2.1)
26		1,041,407	1,031,222	(10,185)	(1.0)	9,065,977	9,114,666	48,689	0.5
27		513,381	524,163	10,782	2.1	4,743,874	4,632,907	(110,967)	(2.4)
28		32,059,040	27,581,912	(4,477,128)	(16.2)	274,998,943	245,079,027	(29,919,916)	(12.2)
29		(344,799)	685,055	(1,029,854)	(150.3)	2,854,534	5,733,434	(2,878,900)	(50.2)
30									
31									
32									
33									
34	\$	(344,799)	\$ 685,055	\$ (1,029,854)	(150.3)	\$ 2,854,534	\$ 5,733,434	\$ (2,878,900)	(50.2) %

NATIVIDAD

CAPITAL CONTRIBUTIONS

**NATIVIDAD
BALANCE SHEET
AS OF MARCH 31, 2022**

		CURRENT MONTH			YEAR - TO - DATE		
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
							% CHG.
1	CURRENT ASSETS						
2	CASH	\$ 63,373,508	\$ 45,486,086	(17,887,422)	\$ 73,077,248	\$ 45,486,086	(27,591,162)
3	FUND AID	39,153,667	37,183,667	(1,970,000)	40,445,618	37,183,667	(3,261,951)
4	ACCOUNTS RECEIVABLE NET	55,916,839	55,015,313	(901,526)	49,357,316	55,015,313	5,657,997
5	STATE/COUNTY RECEIVABLES	34,251,713	49,235,396	14,983,683	25,562,837	49,235,396	23,672,559
6	INVENTORY	5,289,977	5,382,957	92,980	5,263,194	5,382,957	119,763
7	PREPAID EXPENSE	5,391,754	5,137,430	(254,324)	4,333,064	5,137,430	804,366
8	TOTAL CURRENT ASSETS	203,377,458	197,440,849	(5,936,609)	198,039,277	197,440,849	(598,428)
9	PROPERTY, PLANT & EQUIPMENT	346,375,184	346,436,082	60,898	338,128,113	346,436,082	8,307,969
10	LESS: ACCUMULATED DEPRECIATION	(217,269,845)	(218,313,532)	(1,043,687)	(209,247,777)	(218,313,532)	(9,065,755)
11	NET PROPERTY, PLANT & EQUIPMENT	129,105,339	128,122,550	(982,789)	128,880,336	128,122,550	(757,786)
12	OTHER ASSETS	211,657,771	210,545,409	(1,112,362)	212,311,088	210,545,409	(1,765,679)
13	TOTAL ASSETS	544,140,568	536,108,808	(8,031,760)	539,230,701	536,108,808	(3,121,893)
14	CURRENT LIABILITIES						
15	ACCRUED PAYROLL	23,893,200	18,273,970	(5,619,230)	21,217,426	18,273,970	(2,943,456)
16	ACCOUNTS PAYABLE	14,837,857	12,488,768	(2,349,089)	9,532,546	12,488,768	2,956,222
17	MCARE/MEDICAL LIABILITIES	85,530,049	85,530,049	-	90,244,323	85,530,049	(4,714,274)
18	CURRENT PORTION OF DEBT	3,817,583	3,817,583	-	3,642,205	3,817,583	175,378
19	OTHER ACCRUALS	14,974,227	15,310,401	336,174	12,449,764	15,310,401	2,860,637
20	TOTAL CURRENT LIABILITIES	143,052,916	135,420,771	(7,632,145)	137,086,264	135,420,771	(1,665,493)
21	LONG TERM LIABILITIES						
22	LT ACCRUED LIABILITIES	4,043,065	3,988,248	(54,817)	4,481,603	3,988,248	(493,355)
23	UN EARNED CONTRIBUTIONS	-	-	-	-	-	-
24	LONG TERM PORTION OF C.O.P's	21,613,806	21,613,806	-	25,431,389	21,613,806	(3,817,583)
25	TOTAL LONG TERM DEBT	25,656,871	25,602,054	(54,817)	29,912,992	25,602,054	(4,310,938)
26	FUND BALANCES						
27	ACCUMULATED FUND	372,231,445	372,231,446	1	372,231,445	372,231,446	1
28	CHANGE IN NET ASSETS	3,199,336	2,854,537	(344,799)	-	2,854,537	2,854,537
29	TOTAL FUND BALANCES	375,430,781	375,085,983	(344,798)	372,231,445	375,085,983	2,854,538
30	TOTAL LIAB. & FUND BALANCES	544,140,568	536,108,808	(8,031,760)	539,230,701	536,108,808	(3,121,893)
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**NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 03/31/22**

BALANCE SHEET

	<u>Req. Balance</u>	<u>Accruals</u>	<u>Recs 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	9,004,149		(9,540,331)		26,735,199	(36,312,435)	6,448,788
Hospital Fee	-	749,998					(1,353,493)	(603,495)
Rate Range IGT-CCAH-	(1,161,296)	7,290,000				5,217,406	(11,407,527)	(61,417)
MCMC EPP	8,384,962	10,500,003				8,750,451	(12,569,120)	15,066,296
MCMC QIP	-	15,738,750				8,753,180		24,491,930
SB1732	426,268	2,099,997					(2,644,672)	(118,407)
AB 915	-	2,754,000						2,754,000
Medical GME	-	-				937,600	(2,005,612)	(1,068,012)
CARES ACT Funding	180,591	-	3,348,026				(3,218,815)	309,802
A/R UCSF & Touro University	-	60,000					(38,600)	21,400
A/R Office Buildings	-	1,107,792					(976,434)	131,358
Medical HPE	-	225,000					(222,607)	2,393
Interest Accrued Positive Cash	-	1,974,706					(1,577,706)	397,000
Accrued Donations	1,100,478	540,000					(675,858)	964,620
A/R Jail-PG&E	-	896,682					(799,742)	96,940
Health Department	69,629	1,244,673					(912,101)	402,201
STATE RECEIVABLES	\$ 25,562,837	\$ 54,185,750	\$ 3,348,026	\$ (9,540,331)	\$ -	\$ 50,393,836	\$ (74,714,722)	\$ 49,235,396

P & L

	<u>YTD Mar-22</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 9,483,100
Rate Range IGT-CCAH-	7,290,000
Esperanza Care	(1,875,006)
Family First C-19 Response-FMAP Enhance-	896,105
CARES Act Funding	6,501,977
HPE	225,000
Hospital Fee	749,998
MCMC EPP	10,500,003
HD Residency Support	(375,003)
MCMC QIP	15,738,750
AB915	2,754,000
Medicare GME	1,066,551
SB 1732	2,099,997
GOVERNMENT FUNDING INCOME	\$ 55,055,472

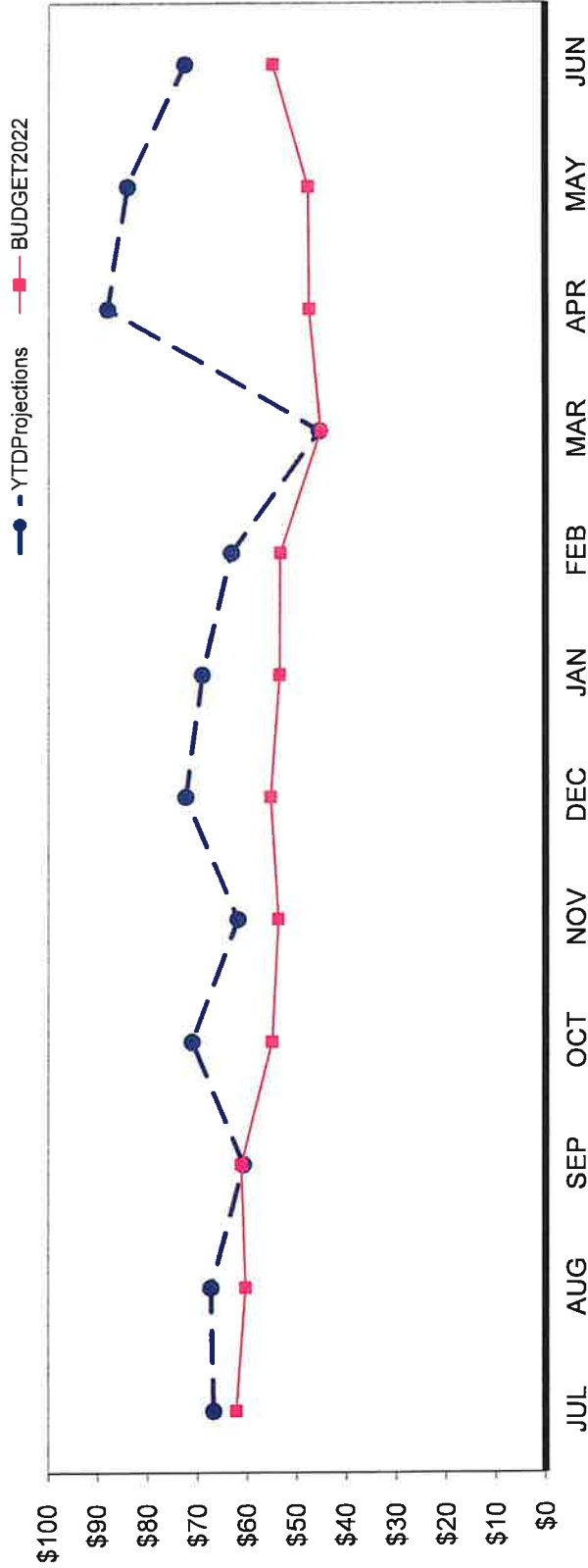
NATIVIDAD **STATEMENT OF CASH FLOWS** **AS OF MARCH 31, 2022**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 63,373,508	
2		
3	(344,798)	2,854,538
4	-	-
5	1,043,687	\$ 9,065,755
6	698,889	11,920,293
7		
8	901,526	(5,657,997)
9	1,970,000	3,261,951
10	(14,983,683)	(23,672,559)
11	161,344	(924,129)
12	(5,619,230)	(2,943,456)
13	(2,349,089)	2,956,222
14	-	(4,714,274)
15	-	175,378
16	336,174	2,860,637
17	(19,582,958)	(28,658,227)
18		
19	(60,898)	(8,307,969)
20	-	-
21	(60,898)	(8,307,969)
22		
23	(54,817)	(4,310,938)
24	1,112,362	1,765,679
25	-	-
26	1,057,545	(2,545,259)
27	(17,887,422)	(27,591,162)
28	\$ 45,486,086	\$ 45,486,086

NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2022

	<u>BDGT-22</u>	<u>ESTIMATE FY2022</u>	<u>Variance to Budget</u>
	\$	\$	\$
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	-	896,104	896,104
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	-
	<u>\$ 62,782,534</u>	<u>\$ 71,866,446</u>	<u>\$ 8,604,961</u>

Cash Flow Performance Fiscal Year 2022 (in Millions)



Months	JUL		AUG		SEP		OCT		NOV		DEC		JAN		FEB		MAR		APR		MAY		JUN	
	ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ESTIMATE		ESTIMATE		ESTIMATE	
YTD	68.8		67.4		60.8		71.3		62.0		72.6		69.2		63.4		45.5		88.2		84.2		72.8	
BDGT	62.1		60.3		61.2		54.9		53.7		55.3		53.5		53.4		45.2		47.5		47.8		54.9	
Variance	4.7		7.1		(0.4)		16.3		8.3		17.2		15.8		10.0		0.3		40.7		36.5		17.9	

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2022

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	TOTAL YTD
Beginning Balance	73,077,248	66,787,828	67,406,550	60,781,512	71,250,604	58,383,147	68,528,515	62,236,952	83,382,179	45,488,641	88,172,511	84,253,232	73,077,248
CASH RECEIPTS													
Private Services (incl. per fees and lab cop)	21,394,432	26,316,170	25,010,795	21,876,563	16,550,886	21,440,297	30,478,004	22,679,534	25,467,561	21,507,110	21,507,110	21,507,110	271,480,604
Transfer Fee	-	423,287	-	-	-	464,102	-	-	464,102	83,333	83,333	83,333	1,603,481
88.101 CASH	-	-	-	-	-	-	-	-	-	-	-	-	-
Stimulus - Family First Response COVID19-	317,118	308,717	3,102,566	3,102,566	3,102,566	1,552,448	11,407,527	123,384	123,384	333,333	333,333	333,333	11,407,527
SHORT DOYLE	777,746	777,746	291,080	291,080	291,080	291,080	435,340	284,888	709,235	333,333	333,333	333,333	5,408,879
HPE	106,767	106,767	8,674	8,674	14,209	381,188	-	4,716	185,222	25,000	25,000	25,000	287,607
Foundation Donations	7,473,339	268,721	1,952,000	6,551,115	380,273	-	-	9,824,130	3,544,227	-	-	-	614,320
Medical Waiver-PY11-12 DSH-CF-Final-	-	-	-	-	-	-	-	-	-	-	-	-	9,639,692
GPP	-	-	-	-	-	-	-	-	-	-	-	-	18,322,205
581732	-	-	-	-	-	-	-	-	-	-	-	-	1,513,261
HEALTH DEPARTMENT REIMB	-	-	-	-	-	-	-	-	-	-	-	-	2,005,611
MCAL GME	-	-	-	-	-	-	-	-	-	-	-	-	3,672,000
871915	-	-	-	-	-	-	-	-	-	-	-	-	28,733,653
871915-21 & ARPA Catch Up	6,551,115	290,885	-	-	331,418	571,728	-	571,728	-	141,667	141,667	141,667	28,733,653
GPP PY11-22	-	-	-	-	-	8,518,145	-	-	-	4,500,000	4,500,000	4,500,000	28,733,653
QIP	-	-	-	-	-	-	-	-	-	-	-	-	26,518,484
Phys SPA	1,447,757	151,603	119,500	119,500	89,124	69,265	418,561	1,402,110	1,402,110	117,833	117,833	117,833	4,688,818
Bent Income	-	-	-	-	-	-	-	-	-	-	-	-	27,015,510
EM5 Wadley Funds	-	-	-	-	-	-	-	-	-	-	-	-	1,305,535
Fund 404 Transfer	-	-	-	-	-	-	-	-	-	-	-	-	28,300,800
107 Sub-Fund Transfer In(Out)	-	-	-	-	-	-	-	-	-	-	-	-	1,500,000
Interest Income	-	-	-	-	-	-	-	-	-	-	-	-	1,302,048
Macdonald Revenue	138,201	488,095	250,072	353,940	555,120	455,028	408,863	478,624	428,702	287,000	14,894	14,894	3,692,001
Total Cash Receipts	28,531,475	37,912,332	23,057,969	43,753,194	31,593,002	33,781,243	45,884,878	34,832,247	33,105,678	33,626,760	34,246,371	34,731,100	471,850,210
CASH DISBURSEMENTS													
Purchased Services and Supplies	11,461,939	7,856,975	9,440,604	8,031,232	11,439,872	7,465,700	9,031,716	11,427,451	11,458,225	7,465,700	7,465,700	7,465,700	106,007,765
GPP Fund Rec'n FY19-20	883,083	-	-	-	-	-	-	-	-	-	-	-	883,083
HO Residency Support	288,721	-	-	-	-	-	-	-	-	-	-	-	288,721
SNAP 11-12 Fund Rec'n & SPA Rec'n	408,179	-	-	-	-	-	-	-	-	-	-	-	408,179
107 MEDICAL GME	-	-	-	-	-	-	-	-	-	-	-	-	378,008
GPP PY2021 & PY2022	-	-	-	-	-	-	-	-	-	-	-	-	18,359,914
GPP 107 Fund Rec'n FY Jul-Dec, 2020	-	-	-	-	-	-	-	-	-	-	-	-	3,753,745
107 QIP	-	-	-	-	-	-	-	-	-	-	-	-	8,753,180
107 EPP	-	-	-	-	-	-	-	-	-	-	-	-	6,750,451
Public Health Lab Testing 20-21	-	-	-	-	-	-	-	-	-	-	-	-	3,107,007
Building Lease / Rental Equipment	298,824	228,944	257,254	289,020	245,198	330,119	302,282	269,863	220,694	210,879	210,879	210,879	3,107,007
COP Principal & Interest Payments	-	-	-	-	-	-	-	-	-	-	-	-	4,987,881
Payroll and Benefits	16,175,478	23,958,426	16,676,714	16,646,434	16,447,024	18,003,287	17,025,474	17,138,214	24,488,300	16,425,435	16,425,435	16,425,435	215,035,684
Employee Core	-	-	-	-	-	-	-	-	-	-	-	-	1,288,204
Employee Core - Miscellaneous	-	-	-	-	-	-	-	-	-	-	-	-	1,138,885
CONCAC	5,075,369	-	-	-	-	-	-	-	-	-	-	-	5,075,369
FY21-22 84-MCU	-	-	-	-	-	-	-	-	-	-	-	-	242,442
Dona Processing	-	-	-	-	-	-	-	-	-	-	-	-	3,085,818
Person Fund Transfer to County	-	-	-	-	-	-	-	-	-	-	-	-	3,543,748
Medi-Cal Fund Settlement PY11-12	-	-	-	-	-	-	-	-	-	-	-	-	-
GPP Share Transfer to Clinica + BH PY4	-	-	-	-	-	-	-	-	-	-	-	-	-
86.15T FY19-20	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer Firm 451 to 404 & LGT Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditures	232,378	308,134	3,105,016	330,176	887,198	843,787	269,875	283,170	80,888	1,007,033	1,760,912	2,558,600	11,827,075
Total Cash Disbursements	35,820,797	37,283,608	29,683,018	33,284,103	34,451,359	25,644,515	43,177,842	42,500,020	50,869,218	50,922,910	38,193,605	50,145,172	472,118,594
Increase/(Decrease)	(6,489,322)	618,834	(6,625,047)	10,469,091	(12,857,457)	8,135,768	2,707,037	(5,874,772)	(17,893,538)	42,703,870	(3,947,284)	(11,414,072)	(288,093)
Ending Cash Fund 451	68,787,526	67,406,560	60,781,513	71,250,604	90,382,147	66,528,915	69,236,952	63,382,179	45,488,641	88,172,511	84,253,227	72,811,155	72,811,155
(*) Cash In Transit													
(*) Party Cash and CC	13,921	10,007	10,814	13,851	8,841	11,425	11,329	17,445	17,445	8,886	15,369	3,680	3,680
Ending Cash as per 6/L	68,001,847	67,416,567	60,792,427	71,264,455	61,387,119	72,558,819	69,248,377	63,372,508	45,488,085	88,182,207	84,240,586	72,814,835	72,814,835
Fund 404													
Beginning Balance	75,037,546	75,037,546	75,000,744	74,863,128	73,304,189	73,155,201	73,155,201	71,482,410	71,482,410	70,372,912	83,496,877	51,473,478	51,473,478
Transfer-In From Fund 451	-	-	-	-	-	-	-	-	-	-	-	-	(1,109,498)
Transfer-In From Fund 451	-	-	-	-	-	-	-	-	-	-	-	-	(6,876,235)
Ending Cash Fund 404	75,037,546	75,037,546	75,000,744	74,863,128	73,304,189	73,155,201	73,155,201	71,482,410	71,482,410	70,372,912	83,496,877	51,473,478	49,337,546
Ending Cash Fund 451 & 404	142,425,472	142,407,304	135,644,839	144,557,793	131,548,548	139,885,116	140,719,382	134,844,509	115,841,553	151,688,186	135,688,703	115,148,701	115,148,701