



Finance Committee Meeting 2022

June 10, 2022



Finance Committee Meeting

Friday, June 10, 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=cGVUcEJTTU53aGsyd0tJbDRibUttQT09>

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:
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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 May 13, 2022 Finance Committee Meeting. *Pages 9-14*

2. Approve the Minutes of May 13, 2022 Finance Committee SPECIAL Meeting. *Pages 15-17*

Consent Items

3. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 18-49*

Scheduled Items/Discussion Items

4. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Radiology Medical Group of Santa Cruz County, Inc. (RMG) to provide radiology services for the period August 16, 2022 to August 31, 2025 for an amount not to exceed \$15,505,645; and
 - b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$1,550,565) of the original contract amount.
Pages 50-51 (Jeanne-Ann Balza)
5. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute the Second
Authorize the Chief Executive Officer for Natividad or his designee to execute the Third
Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a full revised term of July 1, 2016 to June 30, 2024, and adding \$1,500,000 for a revised amount not to exceed \$6,000,000 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% (\$150,000) of the original contract amount and do not significantly change the scope of work.
Pages 52-53 (Jeanne-Ann Balza)
6. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Toyon Associates, Inc. for Rural Floor Budget Neutrality Appeals Services, Medicare/Medicaid Crossover Bad Debt Recovery Services, Medicare /Medi-Cal Appeals Services, OSHPD Report Preparation Services, Medical Eligible Day Services (POA/Historical), Medicare/Medi-Cal/Short Doyle Cost report Preparation Services, and associated Consulting services, for a total agreement amount not to exceed \$850,000, and an agreement term of July 1, 2022 through June 30, 2024. *Pages 54-55 (Daniel Leon)*
7. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Huffmaster Crisis Response, Inc. for nurse and allied professional staffing services in the event of an emergent staffing crisis at NMC, to add \$350,000 for a revised total agreement amount not to exceed \$901,988, until the conclusion of the staffing need.
Pages 56-57 (Janine Bouyea)

8. 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

9. Receive and Approve April 2022 Financial Report. *Pages 58-70*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING
NOTICE OF CANCELLATION OF REGULAR MEETING OF JULY 8, 2022 AT 8:30 A.M.
NOTE SPECIAL MEETING DATE OF FRIDAY, JULY 15, 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, June 10, 2022
Consent Items

Attachment A

<p>1. <i>Pages 18-19</i></p>	<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 Peninsula Histopathology Laboratory, Inc. for histopathology laboratory services at NMC for an amount not to exceed \$900,000 with a retroactive agreement term April 18, 2022 through April 17, 2025. 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%) (\$90,000) of the original cost of the agreement.
<p>2. <i>Pages 20-22</i></p>	<ul style="list-style-type: none"> a. Approve and accept the Natividad Medical Center Program Letter of Agreement (Outbound Residents) template to be used in partnering with U.S. health-care institutions, health-care organizations, community providers and professional schools ("Clinical Institutions") permitting Natividad Residency Program residents to participate in clinical rotations outside of Natividad Medical Center ("Natividad"); and b. Approve and accept the Natividad Medical Center Program Letter of Agreement (Inbound Residents) template to be used in partnering with hospitals or Teaching Health Centers sponsoring a medical residency program ("Sponsoring Institutions") permitting Sponsoring Institution residents to participate in clinical rotations at Natividad; and c. Approve and authorize updates to Natividad's inbound and outbound Program Letter of Agreement templates in accordance with local, state, and federal law, subject to review and approval of County Counsel and County Risk Manager; and d. Approve and authorize use of outbound Program Letter of Agreement template of Clinical Institutions where the terms are not significantly different from Natividad's outbound Program Letter of Agreement template, do not significantly change the level of risk or the scope of a party's obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager; and e. Approve and authorize use of inbound Program Letter of Agreement templates of Sponsoring Institutions where the terms are not significantly different from Natividad's inbound Program Letter of Agreement template, do not significantly change the level of risk or the scope of a party's obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager; and f. Approve and authorize execution by the Chief Executive Officer for Natividad or his designee of Natividad's inbound and outbound Program Letter of Agreement templates or substantively similar templates of Clinical Institutions and Sponsoring Institutions, subject to review and approval of County Counsel and County Risk Manager, for Fiscal Years 2022-2023 through Fiscal Year 2027-2028; and g. Approve and authorize execution by the Chief Executive Officer for Natividad or his designee of amendments to inbound and outbound Program Letters of Agreements of Natividad, Clinical Institutions, and Sponsoring Institutions, which do not significantly change the level of risk or the scope of a party's obligations or responsibilities, subject to review and approval of County Counsel and County Risk Manager, for Fiscal Years 2022-2023 through Fiscal Year 2027-2028.

3. <i>Pages 23-24</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14125) with Monarch Medical Technologies, LLC, for the provision of glucose management system enterprise software subscriptions, adding the Endotool subcutaneous (subq) insulin dosing recommendation software license and subscription, with no changes to the agreement term of October 1, 2018 through January 31, 2025, and adding \$182,783 for a revised total agreement amount not to exceed \$459,824.</p>
4. <i>Pages 25-26</i>	<ol style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13620) with The CBORD Group, Inc. for food and nutrition software and maintenance services, extending the agreement an additional one (1) year period (August 1, 2022 through July 31, 2023) for a revised full agreement term of July 11, 2017 through July 31, 2023, and adding \$18,318 for a revised total agreement amount not to exceed \$194,902. b. Authorize the Chief Executive Officer for NMC or his designee to execute one (1) future amendment to the agreement which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (\$10,977) of the original cost of the agreement.
5. <i>Pages 27-28</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13599) with Quest Diagnostics, Inc. for lab reference testing services, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of July 1, 2017 through June 30, 2023, and adding \$1,130,000 for a revised total agreement amount not to exceed \$5,260,000.</p>
6. <i>Pages 29-30</i>	<ol style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14571) with Press Ganey Associates, LLC., for the addition of its eSurvey product, with no change to the agreement term of January 1, 2020 through December 31, 2023, and no change to the total agreement amount. b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the Master Services Agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,479) of the original cost of the agreement.
7. <i>Pages 31-32</i>	<ol style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Third Amendment to the Professional Services Agreement (A-13218) with CEP America-California, d.b.a. Vituity to provide emergency medicine services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 2016 to June 30, 2024, adding \$3,725,000, for a revised amount not to exceed \$14,026,277 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% (\$301,266) of the original contract amount and do not significantly change the scope of work.
8. <i>Pages 33-34</i>	<ol style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPSH) to provide medical director services of the Child Advocacy Center (CAC), adding \$78,400 for a revised amount not to exceed \$426,880 in the aggregate, but with no change to the original agreement term September 1, 2021 through August 31, 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% (\$34,848) of the original contract amount and do not significantly change the scope of work.
9. <i>Pages 35-36</i>	<ol style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional Services Agreement with the Regents of the University of California, on behalf of the University of California San Francisco School of Medicine, Department of Medicine (UCSF) to provide family medicine services for the period July 1, 2022 to June 30, 2024 for an amount not to exceed \$540,000; and b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$54,000) of the original contract amount.

10. <i>Pages 37-38</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Vizient, Inc. for NMC's participation in the no cost group purchasing organization program, extending the term and additional three (3) year period (July 1, 2022 through June 30, 2025) for a revised full agreement term of July 1, 2019 through June 30, 2025.</p>
11. <i>Pages 39-40</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, extending the agreement an additional one (1) year period (May 30, 2022 through May 31, 2023) for a revised full agreement term of February 1, 2017 through May 31, 2023, and adding \$30,000 for a revised total agreement amount not to exceed \$180,000.</p>
12. <i>Pages 41-42</i>	<p>a. Approve and accept the Student Placement Agreement template to be used in partnering with universities and colleges for the placement of students within the Natividad Medical Center (NMC) to complete internship/externship assignments as part of their field education and service learning requirements for their respective field of study program; and</p> <p>b. Approve and authorize updates to the Student Placement Agreement template in accordance with local, state, and federal law, subject to review and approval of County Counsel; and</p> <p>c. Approve and authorize amendments to the text of the Student Placement Agreements that do not significantly change the level of risk or the scope of a party's obligations or responsibilities, subject to review and approval of County Counsel and County Risk Manager; and</p> <p>d. Approve and authorize use of student placement agreement templates from partnering universities and colleges where the terms are not significantly different from the Student Placement Agreement template, do not significantly change the level of risk or the scope of a party's obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager;</p> <p>e. Approve and authorize execution by the Chief Executive Officer for Natividad Medical Center (NMC) or his designee of the Student Placement Agreement template or substantively similar template of partnering universities and colleges for Fiscal Years 2021-2022 through Fiscal Year 2026-2027.</p>
13. <i>Pages 43-44</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15005) with Lincoln & Associates for leadership coaching for operational and support services and facilitation of training programs, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of January 1, 2019 through June 30, 2023, and adding \$20,000 for a revised total agreement amount not to exceed \$171,869.</p>
14. <i>Pages 45-46</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Equipment Addition Amendment to the agreement (A-14203) with Siemens Medical Solutions USA, Inc., for the provision of Siemens equipment and related extended warranties per Proposal 1-0730SY, adding an extended warranty for Sensis Vibe hemodynamic retroactive to February 12, 2022, extending the agreement an additional eight (8) month period (July 1, 2025 through February 11, 2026) for a revised full agreement term of December 11, 2018 through February 11, 2026, and adding \$37,160 for a revised total agreement amount not to exceed \$3,049,291.</p>
15. <i>Pages 47-49</i>	<p>a. Award Job Order Contracts (JOC) for use by Natividad Medical Center (NMC) with a term of one year from the date signed by NMC, with a minimum contract value of \$25,000 and maximum contract value of \$5,185,091, to the lowest responsive bidders as follows: NMC 2022-01; Ausonio Incorporated; and NMC 2022-02 Angeles Contractor, Inc.; and NMC 2022-03 Newton Construction and Management.</p> <p>b. Approve the Performance and Payment Bonds executed and provided by, Ausonio Incorporated; Angeles Contractor, Incorporated; and Newton Construction and Management in the amount of \$5,185,091 each;</p> <p>c. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contracts for use by Natividad Medical Center 2022-01 with Ausonio Incorporated., 2022-02 with Angeles Contractor, Incorporated, and 2022-03 with Newton Construction and</p>

	Management.
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Finance Committee Meeting

Friday, May 13, 2022

8:30 AM

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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 Saetta, Ari Entin

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

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

Not Present

None

• *None*

Public Comments (Limited 3 minutes per speaker)

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Approval of Minutes

1. Approve the Minutes of April 8, 2022 Finance Committee Meeting.

MOTION: *Motion to approve the minutes of April 8, 2022 Finance Committee Meeting moved by Libby Downey, seconded by Dr. Charles Harris and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:

Dr. Charles Harris: AYE

Dr. Chris Carpenter: ABSTAIN

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 15, 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. Receive and Approve March 2022 Financial Report.

Daniel Leon, CFO

MOTION: *Motion to accept the March 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 8:45am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Friday, May 13, 2022
Consent Items
MINUTES
Attachment A

1.	<p>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.</p> <p>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.</p>
2.	<p>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</p> <p>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</p> <p>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.</p>
3.	<p>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.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard risk provisions within the agreements/amendments.</p>
4.	<p>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.</p>
5.	<p>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.</p>

6.	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.	<p>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</p> <p>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.</p>
8.	<p>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</p> <p>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.</p>
9.	<p>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</p> <p>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.</p>
10.	<p>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.</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%) (\$6,415) of the original cost of the agreement.</p>
11.	<p>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.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.</p>
12.	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.	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

	<p>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.</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%) (\$100,000) of the original cost of the agreement.</p>
14.	<p>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.</p>
15.	<p>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.</p>



Finance Committee Special Meeting

Friday, May 13, 2022

8:25 AM

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

MINUTES

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=cGVUcEJTTU53aGsyd0tJbDRlYUttQT09>

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

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

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

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

Not Present

None

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.

Scheduled Items/Discussion Items

1. 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. Charles Harris, 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 8:30am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Peninsula Histopathology Laboratory, Inc.

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Peninsula Histopathology Laboratory, Inc. for histopathology laboratory services at NMC for an amount not to exceed \$900,000 with a retroactive agreement term April 18, 2022 through April 17, 2025.
- 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%) (\$90,000) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Peninsula Histopathology Laboratory, Inc. for histopathology laboratory services at NMC for an amount not to exceed \$900,000 with a retroactive agreement term April 18, 2022 through April 17, 2025.
- 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%) (\$90,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Peninsula Laboratory (PenLab) will provide tissue processing and staining services for Natividad Medical Center in order to meet histology processing needs. Natividad Pathology will provide fresh tissues fixed in formalin. The tissue block processing and slide preparation will be performed at PenLab's facility.

One H&E slide will be produced from each paraffin block received unless otherwise specified on the submitted order sheet. Additional H&E stained sections, special stained sections, or immunohistochemical stained sections from previously processed blocks may also be requested. The slides shall be returned with the next scheduled delivery. Samples are expected to be processed by PenLab with a 24 hour turn around time to Natividad pathologists for microscopic interpretation.

All per slide rates are inclusive of sales tax, and courier services provided by PenLab:

DESCRIPTION	UNIT PRICE in USD \$
H&E	9.50
Recuts/Levels	7.15
Special Stains (non-antigen-based)	25.50
Special Stains (antigen-based)	28.50
Immunohistochemical Stains	55.00
Unstained Slides	7.15
Cytology Specimens	31.50

By purchasing these services, Natividad saves by taking advantage of the aggregated volume of testing by PenLab and therefore lower cost per test. Natividad also benefits in mitigating recruitment of highly specialized, licensed histology employees, the purchase of highly technical equipment and reagents, and the associated costs in appropriate disposal thereafter.

Natividad requested a retroactive start date after a trial run with PenLabs. The result of the no-cost trial were satisfactory courier services, higher quality work, and a significant cost savings of 40% when compared to the current vendor (SVMH).

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this agreement as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The agreement was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

The cost for this agreement is \$900,000 of which \$65,000 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 laboratory support services provided by PenLab is part of the health and human services strategic initiative. The histology processing provided by Peninsula Laboratory provides the necessary support that Natividad would otherwise struggle to provide. Histology processing by PenLab allows Natividad to provide Anatomic Pathology service to patients.

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

Prepared by: Susan A. Weaver, PhD, CLS. Laboratory Manager. 831-772-7660
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:
Peninsula Histopathology Laboratory, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Program Letter of Agreement templates

Legistar Number: _____

..Title

- a. Approve and accept the Natividad Medical Center Program Letter of Agreement (Outbound Residents) template to be used in partnering with U.S. health-care institutions, health-care organizations, community providers and professional schools (“Clinical Institutions”) permitting Natividad Residency Program residents to participate in clinical rotations outside of Natividad Medical Center (“Natividad”); and
- b. Approve and accept the Natividad Medical Center Program Letter of Agreement (Inbound Residents) template to be used in partnering with hospitals or Teaching Health Centers sponsoring a medical residency program (“Sponsoring Institutions”) permitting Sponsoring Institution residents to participate in clinical rotations at Natividad; and
- c. Approve and authorize updates to Natividad’s inbound and outbound Program Letter of Agreement templates in accordance with local, state, and federal law, subject to review and approval of County Counsel and County Risk Manager; and
- d. Approve and authorize use of outbound Program Letter of Agreement template of Clinical Institutions where the terms are not significantly different from Natividad’s outbound Program Letter of Agreement template, do not significantly change the level of risk or the scope of a party’s obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager; and
- e. Approve and authorize use of inbound Program Letter of Agreement templates of Sponsoring Institutions where the terms are not significantly different from Natividad’s inbound Program Letter of Agreement template, do not significantly change the level of risk or the scope of a party’s obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager; and
- f. Approve and authorize execution by the Chief Executive Officer for Natividad or his designee of Natividad’s inbound and outbound Program Letter of Agreement templates or substantively similar templates of Clinical Institutions and Sponsoring Institutions, subject to review and approval of County Counsel and County Risk Manager, for Fiscal Years 2022-2023 through Fiscal Year 2027-2028; and
- g. Approve and authorize execution by the Chief Executive Officer for Natividad or his designee of amendments to inbound and outbound Program Letters of Agreements of Natividad, Clinical Institutions, and Sponsoring Institutions, which do not significantly change the level of risk or the scope of a party’s obligations or responsibilities, subject to review and approval of County Counsel and County Risk Manager, for Fiscal Years 2022-2023 through Fiscal Year 2027-2028.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Approve and accept the Natividad Medical Center Program Letter of Agreement (Outbound Residents) template to be used in partnering with U.S. health-care institutions, health-care organizations, community providers and professional schools (“Clinical Institutions”) permitting Natividad Residency Program residents to participate in clinical rotations outside of Natividad Medical Center (“Natividad”); and
- b. Approve and accept the Natividad Medical Center Program Letter of Agreement (Inbound Residents) template to be used in partnering with hospitals or Teaching Health Centers sponsoring a medical residency program (“Sponsoring Institutions”) permitting Sponsoring Institution residents to participate in clinical rotations at Natividad; and

- c. Approve and authorize updates to Natividad's inbound and outbound Program Letter of Agreement templates in accordance with local, state, and federal law, subject to review and approval of County Counsel and County Risk Manager; and
- d. Approve and authorize use of outbound Program Letter of Agreement template of Clinical Institutions where the terms are not significantly different from Natividad's outbound Program Letter of Agreement template, do not significantly change the level of risk or the scope of a party's obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager; and
- e. Approve and authorize use of inbound Program Letter of Agreement templates of Sponsoring Institutions where the terms are not significantly different from Natividad's inbound Program Letter of Agreement template, do not significantly change the level of risk or the scope of a party's obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager; and
- f. Approve and authorize execution by the Chief Executive Officer for Natividad or his designee of Natividad's inbound and outbound Program Letter of Agreement templates or substantively similar templates of Clinical Institutions and Sponsoring Institutions, subject to review and approval of County Counsel and County Risk Manager, for Fiscal Years 2022-2023 through Fiscal Year 2027-2028; and
- g. Approve and authorize execution by the Chief Executive Officer for Natividad or his designee of amendments to inbound and outbound Program Letters of Agreements of Natividad, Clinical Institutions, and Sponsoring Institutions, which do not significantly change the level of risk or the scope of a party's obligations or responsibilities, subject to review and approval of County Counsel and County Risk Manager, for Fiscal Years 2022-2023 through Fiscal Year 2027-2028.

SUMMARY/DISCUSSION:

Elective rotations allow Natividad Family Medicine Residents to access training opportunities that may not be available at Natividad. The Accreditation Council for Graduate Medical Education, or ACGME, the accrediting body for residency training programs, permits up to 5 months of elective rotations during family medicine residency, for trainees to pursue in depth study in specific areas of interest. Most of these take place at Natividad or other local clinical sites, and a minority of electives are at sites farther afield, such as rural clinics or specialty programs at other hospitals. Likewise, trainees from medical residencies sponsored by hospitals or Teaching Health Centers sometimes wish to rotate at Natividad for their electives, and this can be helpful for clinical coverage when, for example, a Natividad resident is on a leave of absence.

The ACGME requires an educational "Program Letter of Agreement" to be signed by the residency director and the site where a resident will do an elective rotation. It lays out the educational objectives and supervision for the resident during the elective. ACGME Program Letter of Agreement requirements are built into the template presented herein, along with mutual indemnification and insurance provisions to leverage the County's risk of liability. As the Natividad Residency Program manages about 30 Natividad resident electives per year (many local, some away), Board approval of the template will allow Natividad to enter into Program Letters of Agreement in timely response to the numerous requests it receives throughout the year from individual residents or medical schools seeking elective rotation opportunities,

OTHER AGENCY INVOLVEMENT:

County Counsel, County Risk Manager, and Auditor-Controller have reviewed and approved this Agreement as to legal form, risk, and fiscal provisions, respectively.

FINANCING:

There are no fiscal provisions included in this Agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The majority of the practicing family physicians in Monterey County are graduates of the Natividad Family Medicine Residency program. These agreements will enhance Natividad resident education by providing a broad range of elective rotation options, which is essential to successfully recruiting the best applicants to our residency. This will subsequently strengthen the pool of primary care physicians in the area, and thereby further enhancing healthcare for Monterey County residents.

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

Prepared by: Melissa Nothnagle, M.D., Program Director, Family Medicine Residency Program
783-2582

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

Attachments:

Inbound Program Letter of Agreement Template

Outbound Program Letter of Agreement Template

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Monarch Medical Technologies, LLC 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-14125) with Monarch Medical Technologies, LLC, for the provision of glucose management system enterprise software subscriptions, adding the Endotool subcutaneous (subq) insulin dosing recommendation software license and subscription, with no changes to the agreement term of October 1, 2018 through January 31, 2025, and adding \$182,783 for a revised total agreement amount not to exceed \$459,824.

..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-14125) with Monarch Medical Technologies, LLC, for the provision of glucose management system enterprise software subscriptions, adding the Endotool subcutaneous (subq) insulin dosing recommendation software license and subscription, with no changes to the agreement term of October 1, 2018 through January 31, 2025, and adding \$182,783 for a revised total agreement amount not to exceed \$459,824.

SUMMARY/DISCUSSION:

Endotool is a clinical decision support software that integrates with MEDITECH providing personalized recommendations for insulin therapy to better control the patient's glycemic rates in a more automated fashion. Our providers no longer choose from multiple order sets and instead use a Endotool management order. The nurse then follows the instructions from Endotool. The software is built using NMC's policies, procedures and protocols that define insulin management and glycemic control. Endotool has been proven to facilitate rapid glycemic control reducing hyper- and hypoglycemic events and improving patient outcomes and care.

NMC's current agreement with Monarch authorizes the use of the intravenous (IV) module that calculates insulin dosage for patients who are on an IV drip line. With this Amendment 2, NMC is adding the subcutaneous (SubQ) module that provides clinical decision support for any situation where subcutaneous insulin is administered.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

The cost for this amendment No. 2 is \$182,783 of which \$59,725 is included in the Fiscal Year 2021-22 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement facilitates the enhanced operational performance of Natividad Medical Center. This provides NMC with the additional support it needs to be able to provide reliable and quality patient care thus improving the health and quality of life for patients and their families.

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

Prepared by: Tim Fitzgerald, IT Project Manager, 783-2716

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

Attachments:

Monarch Medical Technologies LLC Amendment 2

Monarch Medical Technologies LLC Amendment 1

Monarch Medical Technologies LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

The CBORD Group Inc. Amendment No. 5

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13620) with The CBORD Group, Inc. for food and nutrition software and maintenance services, extending the agreement an additional one (1) year period (August 1, 2022 through July 31, 2023) for a revised full agreement term of July 11, 2017 through July 31, 2023, and adding \$18,318 for a revised total agreement amount not to exceed \$194,902.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute one (1) future amendment to the agreement which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (\$10,977) of the original cost of the agreement.

..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. 5 to the agreement (A-13620) with The CBORD Group, Inc. for food and nutrition software and maintenance services, extending the agreement an additional one (1) year period (August 1, 2022 through July 31, 2023) for a revised full agreement term of July 11, 2017 through July 31, 2023, and adding \$18,318 for a revised total agreement amount not to exceed \$194,902.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute one (1) future amendment to the agreement which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (\$10,977) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad Medical Center provides food and nutritional services to patients, visitors, and employees as part of its daily operations. CBORD's electronic system Foodservice Suite (FSS) improves service delivery efficiency, patient safety and meal satisfaction as well as assists with compliance with the Joint Commission (TJC) and the Centers for Medicare and Medicaid Services (CMS) food services standards.

The CBORD software provides automation to the process of patient meal service, reporting, and analysis. This includes interfacing with the Meditech system, improved diet order accuracy, production standards, and reduced waste. CBORD supports NMC's future goal of expanding meal services to the room service model where patients can order meals from their bedside.

NMC is requesting approval to amend the existing agreement to extend service and maintenance for an additional one-year period to allow for services to continue.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this amendment No. 5 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 5 was

reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

The cost for this amendment No. 5 is \$18,318 which is included in the Fiscal Year 2022-23 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a software system that improves food and nutrition services for NMC patients. This directly contributes to a more efficient and effective use of resources within NMC.

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

Prepared by: Raquel Mojica, IT Business Applications Manager, 831-783-2812

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

Attachments:

- The CBORD Group Inc. Amendment 5
- The CBORD Group Inc. Renewal and Amendment 4
- The CBORD Group Inc. Amendment 3
- The CBORD Group Inc. Amendment 2
- The CBORD Group Inc. Renewal and Amendment 1
- The CBORD Group Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Quest Diagnostics, Inc. Amendment No. 3

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13599) with Quest Diagnostics, Inc. for lab reference testing 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, 2017 through June 30, 2023, and adding \$1,130,000 for a revised total agreement amount not to exceed \$5,260,000.

..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-13599) with Quest Diagnostics, Inc. for lab reference testing 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, 2017 through June 30, 2023, and adding \$1,130,000 for a revised total agreement amount not to exceed \$5,260,000.

SUMMARY/DISCUSSION:

Quest Diagnostics is the leading provider of diagnostic testing in the nation, and serves approximately 140 million patients each year. Quest Diagnostics is NMC Laboratory's primary reference laboratory, although NMC uses Salinas Valley Memorial Hospital as a reference laboratory on occasion as well. Physicians at NMC and local clinics, which send laboratory work to NMC, may order highly specific types of tests, which the NMC Laboratory cannot perform on-site. As laboratory technology advances, more and more esoteric tests become available for Physicians and clinics to order; these esoteric tests are used for the diagnosis of disease or monitoring of disease processes and are critical for patient care. The NMC laboratory cannot justify bringing in instruments or additional staff for the low volume of every type individual test available. NMC's laboratory staff currently does monitor and shall continue to monitor test utilization to look for opportunities to in-source any test that has sufficient volume and methodology which could be incorporated into the Natividad Laboratory.

NMC's laboratory has an established software interface with Quest diagnostics, which allows results to be transferred securely and directly from the reference laboratory to the patient medical record at Natividad Medical Center. A Natividad clinical laboratory scientist verifies the validity of the results before they are finalized in the medical record. These services are very important for Natividad and its patients.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost for this amendment No. 2 is \$1,130,000 of which \$1,130,000 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:

Use of a Quest Diagnostics Reference Lab Services allows the clinicians of Natividad Hospital to order laboratory tests that are essential in effective diagnosis and monitoring of patient care. Laboratory tests are correlated with patient history and presentation to arrive at the most confident and data-driven decisions regarding care. In addition, Natividad laboratory makes use of the reference lab to confirm internal findings prior to issuing significant diagnosis to the patient, when reagents are unavailable, or lab instrumentation is in repair. The use of an immediate and reliable reference lab is vital part of the laboratory's plan to support the hospital.

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

Prepared by: Susan Weaver, Clinical Laboratory Manager, 831-772-7660

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

Attachments:

Quest Diagnostics, Inc. Amendment 3
Quest Diagnostics, Inc. Amendment 2
Quest Diagnostics, Inc. Amendment 1
Quest Diagnostics, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Press Ganey Associates, LLC. Amendment No. 4

Legistar Number:

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14571) with Press Ganey Associates, LLC., for the addition of its eSurvey product, with no change to the agreement term of January 1, 2020 through December 31, 2023, and no change to the total agreement amount.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the Master Services Agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,479) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14571) with Press Ganey Associates, LLC., for the addition of its eSurvey product, with no change to the agreement term of January 1, 2020 through December 31, 2023, and no change to the total agreement amount.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the Master Services Agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,479) of the original cost of the agreement.

SUMMARY/DISCUSSION:

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

- **Patient Experience / Satisfaction Survey:** This ongoing survey provides feedback with benchmarked information so leaders can better understand and prioritize opportunities to improve the delivery of patient-centered care which enhances NMC's HCAHPS scores and publicly reported data.
- **iRounding:** This tool allows leaders to interview patients while they are in the hospital to assess their level of satisfaction with caregiver communication, responsiveness, education, medications, discharge planning, cleanliness, and noise. This tool allows NMC to mitigate needs and concerns in a timely fashion. iRounding improves patient experience, customer loyalty, and HCAHPS scores.
- **Employee Engagement Survey:** This annual survey of employee experience allows leaders to identify and remedy barriers that prevent our workforce from being aligned with hospital goals. An engaged workforce positively impacts the safety, quality, and experience of care.

- **Culture of Safety Survey:** This survey measures factors that can lead to adverse events and patient harm in the hospital. NMC uses this survey to raise staff awareness about patient safety, provide an overview of the current patient safety culture, and allow trending of safety initiatives and interventions.
- **Resilience Survey:** This survey is utilized for physicians and staff to determine levels of stress and burnout that can affect not only the person but also the delivery of quality care.

This Amendment No. 4 adds Press Ganey's eSurvey product, which allows NMC to send text and email patient surveys. Currently NMC sends all patient surveys via mail. This new functionality will provide real-time feedback that enables NMC to deliver patient centered solutions in a more timely manner. This does not impact the overall term or cost of the agreement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

This is a no cost amendment.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Tim Fitzgerald, IT Project Manager, 783-2716
 Approved by: Charles Harris, MD, Chief Executive Officer, 783-2785

Attachments:

Press Ganey Amendment No. 4
 Press Ganey Amendment No. 3
 Press Ganey Amendment No. 2
 Press Ganey Amendment No. 1
 Press Ganey Master Services Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

CEP America-California d.b.a. Vituity Third Amendment

TITLE:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Third Amendment to the Professional Services Agreement (A-13218) with CEP America-California, d.b.a. Vituity to provide emergency medicine services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 2016 to June 30, 2024, adding \$3,725,000, for a revised amount not to exceed \$14,026,277 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% (\$301,266) 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 Third Amendment to the Professional Services Agreement (A-13218) with CEP America-California, d.b.a. Vituity to provide emergency medicine services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 2016 to June 30, 2024, adding \$3,725,000, for a revised amount not to exceed \$14,026,277 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% (\$301,266) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad must arrange for the professional consultation and treatment of those patients who present to the ED in need of medical care for general illnesses and disease to life-threatening conditions, 24 hours a day. Vituity (formerly known as California Emergency Physicians Medical Group) offers a team of providers including emergency medicine physicians, physician assistants and nurse practitioners to provide exclusive medical director and comprehensive provider services coverage in the ED.

Natividad would like to amend the Agreement so that Vituity can provide the same services critical to Natividad's operation 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 \$3,725,000. The total not to exceed amount for this Agreement is \$14,026,277 for the period July 1, 2016 to June 30, 2024 (96 months). \$1,862,500 is included in the Fiscal Year 2022/2023 Recommended Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Third Amendment
Second Amendment
First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Lucile Salter Packard Children's Hospital First Amendment

..Title

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide medical director services of the Child Advocacy Center (CAC), adding \$78,400 for a revised amount not to exceed \$426,880 in the aggregate, but with no change to the original agreement term September 1, 2021 through August 31, 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% (\$34,848) of the original contract amount and do not significantly change the scope of work.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide medical director services of the Child Advocacy Center (CAC), adding \$78,400 for a revised amount not to exceed \$426,880 in the aggregate, but with no change to the original agreement term September 1, 2021 through August 31, 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% (\$34,848) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

The County operates the Sally P. Archer Child Advocacy Center and Bates-Eldredge Child Sexual Abuse Clinic (CAC) located at Natividad in the Barnet J. Segal Outpatient Center where Physicians perform medical-legal examinations to evaluate cases of suspected or actual child abuse to provide documented evidence to assist in the prosecution of criminal cases. Natividad must arrange for a qualified medical director for general administration of the day-to-day operations, development of the services, review of policies and supervision of the ancillary services in the CAC.

Natividad would like to amend its agreement with LPCH for maternal fetal medicine services and add the medical director services. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost for this amendment is \$78,400. The total not to exceed amount of this agreement is \$426,880. \$213,440 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, 758-2506

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

Attachments:

First Amendment

Agreement

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UCSF HEAL Fellow Agreement

..Title

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional Services Agreement with the Regents of the University of California, on behalf of the University of California San Francisco School of Medicine, Department of Medicine (UCSF) to provide family medicine services for the period July 1, 2022 to June 30, 2024 for an amount not to exceed \$540,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$54,000) of the original contract amount.

..Report

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 the Regents of the University of California, on behalf of the University of California San Francisco School of Medicine, Department of Medicine (UCSF) to provide family medicine services for the period July 1, 2022 to June 30, 2024 for an amount not to exceed \$540,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$54,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad operates a Family Medicine Residency Program with a total of 30 residents that practice in multiple settings including the inpatient and outpatient. The Residency Program must arrange for patient care and supervision of its resident physicians by qualified family medicine physicians. In order to provide 24/7 care, it is necessary to maintain a core team of employed and independent contractor physicians to provide the services. Natividad wishes to enter into an agreement with UCSF to provide a full-time family medicine physician to provide these services. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Agreement is \$540,000 for the period July 1, 2022 to June 30, 2024 (48 months). \$270,000 is included the Fiscal Year 2022/2023 Recommended Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Vizient Inc. Amendment No. 1

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Vizient, Inc. for NMC's participation in the no cost group purchasing organization program, extending the term and additional three (3) year period (July 1, 2022 through June 30, 2025) for a revised full agreement term of July 1, 2019 through June 30, 2025.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Vizient, Inc. for NMC's participation in the no cost group purchasing organization program, extending the term and additional three (3) year period (July 1, 2022 through June 30, 2025) for a revised full agreement term of July 1, 2019 through June 30, 2025.

SUMMARY/DISCUSSION:

In 2019 the Monterey County Board of Supervisors approved and agreement to enable NMC to participate in the Vizient Group Purchasing Organization (GPO) program. The Vizient GPO is focused around the healthcare industry specifically. Vizient solicits for supplies and services and awards Supplier Contracts to selected bidders. GPOs such as Vizient offer volume discounts to hospitals and other healthcare facilities who become GPO participants by way of use of the awarded contracts.

Vizient also offers some services at no additional cost such as an evaluation of supply chain operations resulting in lower supply costs and maximum savings on medical supplies and services. Vizient also provides a report on supplier diversity data for those vendors that NMC utilizes through the GPO which NMC uses in its annual state reporting to OSHPD per Assembly Bill 962.

In addition to lower pricing for supplies from GPO, Vizient also provides Spend Analytics and Item Master Services. Spend Analytics consist of expenditures analysis, validation of savings and opportunities for further savings. Item Master Services validates product codes for appropriate billing and improve reimbursement.

There are no direct costs paid to Vizient from NMC for GPO services. Instead, the GPO retains an "Administrative Fee" from each supplier contract it establishes that healthcare organizations are able to utilize through the GPO. The GPO then pays Natividad a 30% "Shareback" of the Administrative Fees per the Agreement.

As a participant in the Vizient GPO there is a contractual purchase obligation. Going forward with this amendment, NMC's purchase obligations are as follows:

Fiscal Year 2022-23: \$23,843,000

Fiscal Year 2023-24: \$24,558,000

Fiscal Year 2024-25: \$25,295,000

Natividad is confident it is able to meet these obligations as in 2020 supply costs through the GPO totaled \$25,227,746, and in 2021 supply costs were at \$33,185,989.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

There is no cost for this agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Medical suppliers are essential for hospital operations, and utilizing a GPO helps reduce costs because of the volume discounts that are available.

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

Prepared by: Kristen Aldrich, Hospital Purchasing & Materials Director, 783-2627

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

Attachments:

Vizient Inc. Amendment 1

Vizient Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Nancy Lomeli dba Sal's Taxi Renewal & Amendment No. 3

Legistar Number:

..Title

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, extending the agreement an additional one (1) year period (May 30, 2022 through May 31, 2023) for a revised full agreement term of February 1, 2017 through May 31, 2023, and adding \$30,000 for a revised total agreement amount not to exceed \$180,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, extending the agreement an additional one (1) year period (May 30, 2022 through May 31, 2023) for a revised full agreement term of February 1, 2017 through May 31, 2023, and adding \$30,000 for a revised total agreement amount not to exceed \$180,000.

SUMMARY/DISCUSSION:

Natividad provides Complimentary Local Transportation through Sal's taxi, which aims to ease access to medical care, promote patient safety, and comply with SB1152 discharge of homeless patients. Sal's taxi also provides time sensitive transportation of laboratory specimen and/or materials from Natividad to other laboratories and vice versa.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal & amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

The cost for this renewal & amendment No. 3 is \$30,000 of which is included in the Fiscal Year 2022-23 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide ease of access to medical services in Monterey County.

☐ Economic Development
☐ Administration
☒ Health and Human Services

☐ Infrastructure
☐ Public Safety

Prepared by: Karen Friedrich, Administration, 783-2556

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

Attachments:

Sal's Taxi Renewal and Amendment No. 3

Sal's Taxi Amendment No. 2

Sal's Taxi Renewal and Amendment No. 1

Sal's Taxi Agreement for Services

Attachments on file with the Clerk of the Board

Student Placement Agreement template

Legistar Number: _____

..Title

- a. Approve and accept the Student Placement Agreement template to be used in partnering with universities and colleges for the placement of students within the Natividad Medical Center (NMC) to complete internship/externship assignments as part of their field education and service learning requirements for their respective field of study program; and
- b. Approve and authorize updates to the Student Placement Agreement template in accordance with local, state, and federal law, subject to review and approval of County Counsel; and
- c. Approve and authorize amendments to the text of the Student Placement Agreements that do not significantly change the level of risk or the scope of a party's obligations or responsibilities, subject to review and approval of County Counsel and County Risk Manager; and
- c. Approve and authorize use of student placement agreement templates from partnering universities and colleges where the terms are not significantly different from the Student Placement Agreement template, do not significantly change the level of risk or the scope of a party's obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager;
- d. Approve and authorize execution by the Chief Executive Officer for Natividad Medical Center (NMC) or his designee of the Student Placement Agreement template or substantively similar template of partnering universities and colleges for Fiscal Years 2021-2022 through Fiscal Year 2026-2027.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Approve and accept the Student Placement Agreement template to be used in partnering with universities and colleges for the placement of students within the Natividad Medical Center (NMC) to complete internship/externship assignments as part of their field education and service learning requirements for their respective field of study program; and
- b. Approve and authorize updates to the Student Placement Agreement template in accordance with local, state, and federal law, subject to review and approval of County Counsel; and
- c. Approve and authorize amendments to the text of the Student Placement Agreements that do not significantly change the level of risk or the scope of a party's obligations or responsibilities, subject to review and approval of County Counsel and County Risk Manager; and
- c. Approve and authorize use of student placement agreement templates from partnering universities and colleges where the terms are not significantly different from the Student Placement Agreement template, do not significantly change the level of risk or the scope of a party's obligations or responsibilities, and subject to review and approval of County Counsel and County Risk Manager;
- d. Approve and authorize execution by the Chief Executive Officer for Natividad Medical Center (NMC) or his designee of the Student Placement Agreement template or substantively similar template of partnering universities and colleges for Fiscal Years 2021-2022 through Fiscal Year 2026-2027.

SUMMARY/DISCUSSION:

Natividad Medical Center (hereinafter referred to as "NMC") requests the Board of Supervisors to accept and approve the Student Placement Agreement Template (hereinafter referred to as "Template") to be used for students enrolled at universities and/or colleges who require practical, clinical and non-clinical experience towards their school's field education and/or service learning

requirements. Natividad will provide “real world” experience for student interns and externs.

This Template provides for the NMC standards of policy, procedures and best practices for student application processing, placement, credentialing, compliance with confidentiality, health privacy laws, and insurance & indemnification requirements. By using a Monterey County Board of Supervisor approved Template for future participating universities and colleges, this will help streamline the administrative processing as well as reduce the timeline for the execution of future agreements.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel and Auditor-Controller have reviewed and approved this Agreement as to legal form and fiscal provisions, respectively. The Agreement has also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

There are no fiscal provisions included in this Agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This work supports the NMC Health and Human Services strategic initiative by supporting community partnerships and action to identify and solve health problems while assuring a competent public and personal health care workforce.

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

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

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

Attachments:

Student Placement Agreement Template

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Lincoln & Associates 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-15005) with Lincoln & Associates for leadership coaching for operational and support services and facilitation of training programs, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of January 1, 2019 through June 30, 2023, and adding \$20,000 for a revised total agreement amount not to exceed \$171,869.

..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-15005) with Lincoln & Associates for leadership coaching for operational and support services and facilitation of training programs, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of January 1, 2019 through June 30, 2023, and adding \$20,000 for a revised total agreement amount not to exceed \$171,869.

SUMMARY/DISCUSSION:

Natividad desires to amend its Lincoln and Associates agreement that provides leadership coaching and facilitation of training programs/ classes for managerial staff. The hospital has utilized Lincoln and Associates' coaching and training services since January 2019 and would like to continue this relationship. Natividad was initially introduced to Catherine Lincoln through Monterey County's Learning and Organizational Development Department (LOD). Her tactics and coaching strategies have proven to be helpful and successful in the various departments in which she has interacted.

During COVID the hospital has not offered leadership development training programs to leadership staff, but the hospital intends to start offering trainings in Fiscal Year 2023. The proposed amendment is through June 2023 and will allow for continued leadership coaching with existing "coachees" and additional leaders up to twelve total managers. It also allows for the onsite facilitation of four different management trainings.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

The cost for this amendment No. 2 is \$20,000 which is included in the Fiscal Year 2022-23 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for managerial level consulting services, which will contribute to better leadership within NMC. The services rendered in this agreement provide additional support it needs for hospital staff to provide reliable and quality patient care, which improves the health and quality of life for patients and their families.

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

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

Attachments:
Lincoln & Associates Amendment 2
Lincoln & Associates Amendment 1
Lincoln & Associates Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Siemens Medical Solutions USA, Inc. Amendment

Legistar Number: _____

..Title

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Equipment Addition Amendment to the agreement (A-14203) with Siemens Medical Solutions USA, Inc., for the provision of Siemens equipment and related extended warranties per Proposal 1-0730SY, adding an extended warranty for Sensis Vibe hemodynamic retroactive to February 12, 2022, extending the agreement an additional eight (8) month period (July 1, 2025 through February 11, 2026) for a revised full agreement term of December 11, 2018 through February 11, 2026, and adding \$37,160 for a revised total agreement amount not to exceed \$3,049,291.

..Report

RECOMMENDATION:

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Equipment Addition Amendment to the agreement (A-14203) with Siemens Medical Solutions USA, Inc., for the provision of Siemens equipment and related extended warranties per Proposal 1-0730SY, adding an extended warranty for Sensis Vibe hemodynamic retroactive to February 12, 2022, extending the agreement an additional eight (8) month period (July 1, 2025 through February 11, 2026) for a revised full agreement term of December 11, 2018 through February 11, 2026, and adding \$37,160 for a revised total agreement amount not to exceed \$3,049,291.

SUMMARY/DISCUSSION:

On December 18, 2018 the Monterey County Board of Supervisors approved Siemens quotations for installation services of new radiology equipment plus extended warranties for the ongoing maintenance and repair of that equipment.

At that time, the purchase included a Cardiology Hemodynamic system from Siemens called Siemens "Sensis". The installation proceeded as planned, however at some point Siemens product name was changed from Siemens Sensis to "Sensis Vibe". The entire time Natividad paid for and was to be able to receive service calls for the Sensis Vibe product without extra service costs, even though the parties' agreement did not refer to Sensis Vibe. When the product name was changed, Natividad received service call bills and charges. This amendment retroactively adds the extended warranty for Sensis Vibe product.

Maintenance and repair is a necessary component for the equipment used on patients at Natividad, and because this gold service maintenance contract is being processed as an amendment to the previously approved extended warranty service agreement, this amendment is being presented to the Board of Supervisors for approval.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

The cost for this amendment is \$37,160 of which \$9,290 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 request ensures the proper functioning of and maintenance on the previously purchased equipment to the new name of Sensis Vibe.

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

Prepared by: Mike Barber, Nursing Services Division Manager, Phone 783-7826
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

Siemens Medical Solutions USA, Inc. Equipment Addition Amendment to Proposal 1-0730SY
Siemens Medical Solutions USA, Inc. Extended Service Warranties Agreement Proposal 1-0730SY

Attachments on file with the Clerk of the Board

..Title

- a. Award Job Order Contracts (JOC) for use by Natividad Medical Center (NMC) with a term of one year from the date signed by NMC, with a minimum contract value of \$25,000 and maximum contract value of \$5,185,091, to the lowest responsive bidders as follows: NMC 2022-01; Ausonio Incorporated; and NMC 2022-02 Angeles Contractor, Inc.; and NMC 2022-03 Newton Construction and Management.
- b. Approve the Performance and Payment Bonds executed and provided by, Ausonio Incorporated; Angeles Contractor, Incorporated; and Newton Construction and Management in the amount of \$5,185,091 each;
- c. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contracts for use by Natividad Medical Center 2022-01 with Ausonio Incorporated., 2022-02 with Angeles Contractor, Incorporated, and 2022-03 with Newton Construction and Management.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Award Job Order Contracts (JOC) for use by Natividad Medical Center (NMC) with a term of one year from the date signed by NMC, with a minimum contract value of \$25,000 and maximum contract value of \$5,185,091, to the lowest responsive bidders as follows: NMC 2022-01; Ausonio Incorporated; and NMC 2022-02 Angeles Contractor, Inc.; and NMC 2022-03 Newton Construction and Management.
- b. Approve the Performance and Payment Bonds executed and provided by, Ausonio Incorporated; Angeles Contractor, Incorporated; and Newton Construction and Management in the amount of \$5,185,091 each;
- c. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contracts for use by Natividad Medical Center 2022-01 with Ausonio Incorporated., 2022-02 with Angeles Contractor, Incorporated, and 2022-03 with Newton Construction and Management.

SUMMARY/DISCUSSION:

Public Contract Code Section 20128.5 provides that counties may award annual contracts for repair, remodeling, or other repetitive work to be done according to unit prices. This is commonly referred to as Job Order Contracting (JOC) and is typically done by developing a construction task catalog that is then competitively bid. JOC is an indefinite quantity contract pursuant to which the Contractor will perform a variety of projects, consisting of specific construction tasks, providing an alternative procurement method for completing public works projects, which improves economy and efficiency in completing many public works projects, including urgent and time-sensitive projects. The price of an individual project will be determined by multiplying the preset unit prices and the appropriate quantities by the appropriate adjustment factor. The adjustment factor will vary depending upon the location of the work, and the time at which the work will be performed (normal working hours versus other than normal working hours).

On September 17, 2013, the Board adopted the Monterey County Job Order Contracting Policy Guidelines constituting the order of the Board approving Job Order Contracts pursuant to Public Contract Code Section 20128.5. On April 26, 2022 the Board of Supervisors approved the Monterey County Construction Task Catalog, Natividad Medical Center Project Manuals, and Monterey County Natividad Medical Center Technical Specifications for the Job Order Contract Projects, and authorized the advertising of the Notice to Contractors for their respective Bid Nos.: NMC 2022-01, 2022-02 and 2022-3.

The most current annual NMC JOC Projects were advertised, and bids were opened on June, 2, 2022. The lowest responsive and responsible bidder is determined by the award criteria figure. The lowest responsive bidders were Ausonio Incorporated, Angeles Contractor, Incorporated., and Newton Construction and Management.

Each Contractor has represented that its workforce consists of primarily Monterey Bay Area residents or has certified to make a good faith effort to employ Monterey Bay Area residents on each Job Order proposal in compliance with Section 5.08.120 of the Monterey County Code. Each contractor has an office located within Monterey County.

In conjunction with NMC staff, the Gordian Group serves as JOC program administrators under an amended GPO contract through Sourcewell as approved by the Board of Supervisors last on September 29, 2020.

For the Natividad Medical Center JOC projects, Natividad Medical Center recommends awarding contracts to three separate contractors to allow the Department the option to use the alternate contractor if the other contractor is deemed nonresponsive or has poor performance and to have work performed concurrently. Currently, Natividad Medical Center requests three JOC contract awards.

All three of these JOC contracts will be signed and therefore effective upon the first JOC project's initiation and from that point the three JOC contracts for 2022-23 shall be in effect for a one (1) year period from the date when NMC signs the three contracts. However, if during the one (1) year contract period payments by County to Contractor reach the maximum amount payable, all contracts shall terminate. The County will not issue any new Job Order Projects under these contracts after the one (1) year term expires and will likely issue a new JOC bid package for new contracts for 2023-2024. Any Job Order authorized prior to the expiration of these three contracts must be completed within the time specified in the individual project Job Order documents. In the event a scheduled completion for any Job Order extends beyond the term of the contract, the term of the associated contract shall continue in effect and be applicable for such Job Orders until that JOB order has been completed to the satisfaction of NMC.

Due to the potential project scopes and project range, contractors were each required to provide performance and payment bonds in the amount of \$5,185,091 to provide for JOC efficiency, maintaining control of contractor performance, as well as limiting potential risk to the County.

Any Job Order that exceeds \$1,000,000 will be brought to the Capital Improvement Committee (CIC) prior to issuance of a notice to proceed. Natividad Medical Center will provide JOC status reports to the CIC summarizing issued Job Orders, including scope, cost, schedule, and source of previously appropriated/expended funds. The JOC contracts will provide another mechanism to accomplish work that fits within the JOC guidelines. Projects that do not meet JOC criteria or are not a good fit for JOC will continue to be completed using other procurement processes, such as the typical design/bid/build process.

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.

FINANCING:

Job Order Contract expenditures will be within and not exceed the FY 2022-23 approved capital projects and operational budgets. The future fiscal year capital and operational budgets will be appropriately budgeted and approved by the Board of Supervisors prior to proceeding with expenditures. The Agreement is for three individual Job Order Contract for \$5,185,091 for a total maximum amount of \$15,555,273. A five percent (5%) License Fee to utilize the JOC program is payable to the Gordian Group only if and when a Job Order is issued to a JOC Contractor. Optionally, as needed, the County may utilize JOC Project Management services for an additional 5.95% fee. There is no impact to the general fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Brian Griffin, Project Manager, (831) 783-2605
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Radiology Medical Group of Santa Cruz County, Inc. Agreement

..Title

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Radiology Medical Group of Santa Cruz County, Inc. (RMG) to provide radiology services for the period August 16, 2022 to August 31, 2025 for an amount not to exceed \$15,505,645; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$1,550,565) of the original contract amount.

..Report

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 with Radiology Medical Group of Santa Cruz County, Inc. (RMG) to provide radiology services for the period August 16, 2022 to August 31, 2025 for an amount not to exceed \$15,505,645; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$1,550,565) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for the provision of radiology services for its patients including inpatient and outpatient diagnostic and women's imaging services and interventional radiology services required by the American College of Surgeons for Level II Trauma Centers. Natividad wishes to enter into an agreement Radiology Medical Group of Santa Cruz County, Inc. (RMG), for which board-certified radiologists provide exclusive radiology services at Natividad 24/7/365. RMG will also provide a radiology physician to serve as the medical director and provide general direction and oversight of the Radiology Department. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Agreement is \$15,505,645 for the period August 16, 2022 to August 31, 2025. \$5,305,645 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 is required for Level II trauma centers and provides Natividad with the additional support it needs in order to provide reliable and high-quality patient care which improves the health and quality of life for patients and their families.

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Central Coast Head & Neck Surgeons, Third Amendment

TITLE:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a full revised term of July 1, 2016 to June 30, 2024, and adding \$1,500,000 for a revised amount not to exceed \$6,000,000 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% (\$150,000) 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 Third Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a full revised term of July 1, 2016 to June 30, 2024, and adding \$1,500,000 for a revised amount not to exceed \$6,000,000 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% (\$150,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad must arrange for the provision of professional consultation and treatment and facial plastic, oral-maxillofacial, head and neck and dental surgery services of patients who present to the Emergency Department (ED) as required for a Level II Trauma Center. Central Coast Head and Neck Surgeons offers four board certified surgeons to provide 24 hours a day, 7 days a week otolaryngology, also known as ear, nose and throat (ENT), call coverage in the emergency department and audiology services to hospital inpatients and outpatients in the specialty clinic.

Natividad would like to amend its agreement with Central Coast Head & Neck Surgeons so that they can continue to provide the same services critical to Natividad's operation 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 Medical Center's Finance Committee and Board of Trustees.

FINANCING:

The cost of this amendment is \$1,500,000. The total not to exceed amount of this Agreement is \$6,000,000 for the period July 1, 2016 to June 30, 2024 (96 months). \$750,000 is included in the Fiscal Year 2022/2023 Recommended Budget and the remaining balance will be budgeted in

subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Third Amendment
Second Amendment
First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD REPORT

Toyon Associates Inc. Agreement

Legistar:

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Toyon Associates, Inc. for Rural Floor Budget Neutrality Appeals Services, Medicare/Medicaid Crossover Bad Debt Recovery Services, Medicare /Medi-Cal Appeals Services, OSHPD Report Preparation Services, Medical Eligible Day Services (POA/Historical), Medicare/Medi-Cal/Short Doyle Cost report Preparation Services, and associated Consulting services, for a total agreement amount not to exceed \$850,000, and an agreement term of July 1, 2022 through June 30, 2024.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Toyon Associates, Inc. for Rural Floor Budget Neutrality Appeals Services, Medicare/Medicaid Crossover Bad Debt Recovery Services, Medicare /Medi-Cal Appeals Services, OSHPD Report Preparation Services, Medical Eligible Day Services (POA/Historical), Medicare/Medi-Cal/Short Doyle Cost report Preparation Services, and associated Consulting services, for a total agreement amount not to exceed \$850,000, and an agreement term of July 1, 2022 through June 30, 2024.

SUMMARY/DISCUSSION:

Toyon Associates Inc. (Toyon) provides expert services in areas of reimbursement from state and federal government. Their consulting services includes preparation of state's Medi-Cal cost reports, federal Medicare cost report, special supplemental cost reports (P-14) to the state, state's Short Doyle cost reports and annual state's OSHPD reports. Toyon provides assistance in representing Natividad during scheduled audits and appeals for all state and federal cost and supplemental reports. Toyon provides strategic assistance on reimbursement issues related to Disproportionate Share, Realignment, Bad Debts, Medi-Cal Waiver funding and programs and other reimbursement related initiatives particular to safety net provider (public) hospitals. Toyon Associates Inc. also pursues reimbursable costs available on previously reported years which are available to Monterey County Health System. This is an ongoing process between provider (NMC), State and Federal Government.

This agreement replaces an older agreement with Toyon that went into effect in 2015 and which expired on June 30, 2022.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this agreement as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The agreement was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 10, 2022.

FINANCING:

The cost for this agreement is \$850,000, of which \$425,000 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:

This agreement is for specialized consulting services, the outcome of which will contribute to retaining or maximizing the financing of public health care services by Monterey County. The services rendered in this agreement provide NMC with the reimbursement expertise that allows for the improvement of financing options under State and Federal regulations, resulting in higher quality of patient care for the families in Monterey County.

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

Prepared by: Juan Polanco, Chief Hospital Accountant, 783-2372
Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:
Toyon Associates, Inc. Agreement

Attachments on file with the Clerk of the Board

BOARD REPORT

Amendment No. 2 to the Huffmaster Crisis Response, Inc. Agreement

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Huffmaster Crisis Response, Inc. for nurse and allied professional staffing services in the event of an emergent staffing crisis at NMC, to add \$350,000 for a revised total agreement amount not to exceed \$901,988, until the conclusion of the staffing need.

..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 with Huffmaster Crisis Response, Inc. for nurse and allied professional staffing services in the event of an emergent staffing crisis at NMC, to add \$350,000 for a revised total agreement amount not to exceed \$901,988, until the conclusion of the staffing need.

SUMMARY/DISCUSSION:

Huffmaster is a nationally-recognized healthcare staffing agency, providing emergency staffing and strike staffing solutions to healthcare clients, including hospitals. By providing clinical personnel during an emergent situation, hospitals can continue their vital operations during these situations.

Throughout the pandemic Natividad has experienced extreme census increases, resignations, increased unit sick-outs, difficulty with recruiting experienced specialty staff and a minimum of a two-week compliance requirement for traditional travel staff. All of this threatens Natividad's ability to meet its licensure requirements and nursing and allied professional to patient staff ratios in hospital units. When all regularly assigned staff participate in unit call-in's and fail to report to work, Natividad, committed to patient safety, is put into a position to cancel procedures and plan to divert emergency cases to other hospitals. Amending the existing agreement with Huffmaster to include emergent short-term staffing crisis situations will ensure that by the following day, Natividad is able to provide appropriate staffing levels of nurses and allied professionals to meet the healthcare needs of its patients.

Natividad had to amend the agreement once to increase funds and is now amending again to increase for more funds as needed.

OTHER AGENCY INVOLVEMENT:

The Office of the County Counsel approved the amendment No. 2 as to form. The Auditor-Controller approved the amendment No. 2 as to payment provisions. Due to the urgency of

getting this agreement in place, the agreement and amendments have not been reviewed and approved by Natividad's Finance Committee or Board of Trustees.

FINANCING:

The cost for this amendment no. 2 is \$350,000, all of which is included in the Fiscal Year 2021-2022 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement contribute to assisting NMC in the care and treatment of patients.

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

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

Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:

Amendment No. 2 to HuffMaster Agreement

Amendment No. 1 to HuffMaster Agreement

Agreement with HuffMaster Crisis Response, Inc.

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

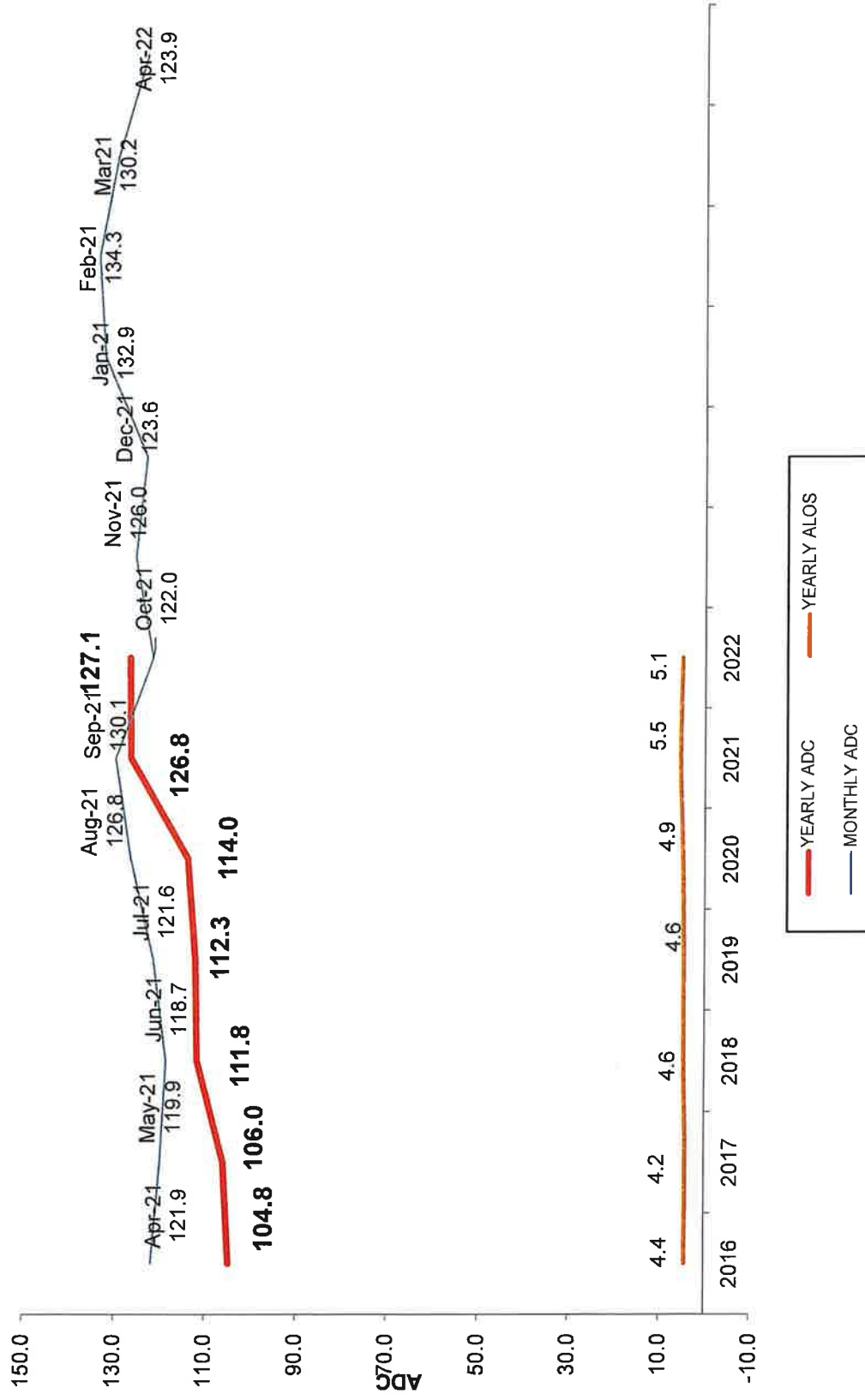
APRIL 30, 2022

FINANCIAL STATEMENTS

APRIL 30, 2022

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**NATIVIDAD
STATISTICAL REPORT
APRIL 30, 2022**

Month-To-Date					Year-To-Date					
02-22	03-22	04-22	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS	CY/PLY				
1	201	157	234	215	NICU	15	2,178	2,218	1,979	12.08%
	1,625	1,933	1,785	1,535	Med/Surg	57	15,554	17,378	18,430	-5.71%
3	399	328	233	194	ICU	10	1,963	3,070	3,226	-4.84%
4	52	57	57	61	Peds	12	618	687	295	132.88%
5	767	832	767	687	Acute Rehab	28	6,962	7,637	7,086	7.78%
6	283	321	335	272	OB/Gyn	27	2,756	3,237	2,939	10.14%
7	3,327	3,628	3,411	2,964	TOTAL ACUTE	149	30,031	34,227	33,955	0.80%
8	433	409	307	456	Psychiatric	19	4,620	4,404	5,043	-12.67%
9	3,760	4,037	3,718	3,420	TOTAL DAYS	168	34,651	38,631	38,998	-0.94%
10	273	399	336	276	Nursery	18	2,802	3,121	2,830	10.28%
AVERAGE DAILY CENSUS										
11	91.4	90.2	88.1	75.9	Acute	121	75.9	87.5	88.4	-1.02%
12	27.4	26.8	25.6	22.9	Acute Rehab	28	22.9	25.1	23.3	7.73%
13	15.5	13.2	10.2	15.2	Psychiatric	19	15.2	14.5	16.6	-12.65%
14	134.3	130.2	123.9	114.0	TOTAL	168	114.0	127.1	128.3	-0.94%
15	9.8	12.9	11.2	9.2	Nursery	18	9.2	10.3	9.3	10.75%
PERCENTAGE OF OCCUPANCY										
16	75.5%	74.5%	72.8%	62.7%	Acute		62.7%	72.3%	73.1%	-1.0%
17	97.9%	95.7%	91.4%	81.8%	Acute Rehab		81.8%	89.6%	97.1%	-7.7%
18	81.6%	69.5%	53.7%	80.0%	Psychiatric		80.0%	76.3%	87.4%	-12.7%
19	79.9%	77.5%	73.8%	67.9%	TOTAL		67.9%	75.7%	78.2%	-3.3%
20	54.4%	71.7%	62.2%	51.1%	Nursery		51.1%	57.2%	51.7%	10.8%
ADMISSIONS										
21	580	736	645	601	Acute		6,088	6,534	5,884	11.05%
22	55	65	57	54	Acute Rehab		549	547	537	1.86%
23	64	71	47	60	Psychiatric		608	489	496	-1.41%
24	699	872	749	715	TOTAL		7,245	7,570	6,917	9.44%
25	161	239	212	166	Nursery		1,685	1,888	1,740	8.51%
26	176	256	223	176	Deliveries		1,784	2,020	1,771	14.06%
DISCHARGES										
27	558	717	627	612	Acute		6,198	6,353	5,782	9.88%
28	55	67	57	60	Acute Rehab		608	555	535	3.74%
29	64	74	53	54	Psychiatric		549	502	495	1.41%
30	677	858	737	726	TOTAL		7,355	7,410	6,812	8.78%
31	149	225	203	149	Nursery		1,504	1,761	1,587	10.96%
AVERAGE LENGTH OF STAY										
32	5.4	4.6	5.0	4.8	Acute(Hospital wide no babies)		4.8	5.1	5.6	-8.93%
33	13.9	12.8	13.5	12.7	Acute Rehab		12.7	14.0	13.2	6.06%
34	3.0	2.2	2.6	2.8	OB/Gyn		2.8	2.6	2.6	0.00%
35	6.8	5.8	6.5	7.6	Psychiatric		7.6	9.0	10.2	-11.76%
36	1.7	1.7	1.6	1.7	Nursery		1.7	1.7	1.6	6.25%
OUTPATIENT VISITS										
37	3,635	4,375	4,301	4,450	Emergency Room		45,098	43,586	33,930	28.46%
38	516	632	551	558	ER Admits		5,657	5,598	5,210	7.45%
39	73.8%	72.5%	73.6%	78.0%	ER Admits as a % of Admissions		78.1%	73.9%	75.3%	-1.82%
40	5,785	6,920	5,893	5,993	Clinic Visits		60,731	59,138	53,136	11.30%
ANCILLARY PROCEDURES BILLED										
41	53,155	60,034	56,516	47,334	Lab Tests		479,653	549,056	523,934	4.79%
42	3,617	4,145	3,888	2,946	Radiology Procedures		29,858	37,326	31,664	17.88%
43	168	228	247	197	MRI Procedures		1,999	2,059	1,984	3.78%
44	109	113	96	145	Nuclear Med Procedures		1,471	1,115	735	51.70%
45	1,302	1,387	1,270	1,098	Ultrasound Procedures		11,122	12,671	11,113	14.02%
46	1,778	1,722	2,042	1,750	CT Scans		17,731	18,392	16,226	13.35%
47	312	412	343	346	Surgeries		3,460	3,521	3,361	4.76%
48	7.32	7.45	7.93	7.87	FTE'S PER AOB		7.87	7.63	8.20	-6.95%
49	1,359.5	1,359.1	1,361.4	1,293.9	TOTAL PAID FTE'S		1,293.9	1,359.0	1,412.2	-3.77%
50	5,202	5,657	5,152	4,932	ADJUSTED PATIENT DAYS		49,970	54,136	52,285	3.54%

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES 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	\$ 76,892,666	\$ 72,803,283	\$ 75,655,929	\$ 80,660,342	\$ 76,184,565	\$ 82,584,125	\$ 80,827,544	\$ -	\$ -	\$ 778,227,833
2 Pro Fees	2,501,994	3,377,745	2,969,087	3,273,870	4,023,303	3,062,529	3,836,676	3,279,495	7,128,783	2,920,017	-	-	36,573,499
3 Outpatient	32,818,260	35,889,936	33,282,272	36,626,402	31,043,193	30,438,082	29,570,375	30,448,334	34,565,230	32,303,008	-	-	327,022,082
4 Total Patient Revenue	112,209,485	116,227,760	115,221,428	116,792,938	107,866,779	109,157,540	114,067,393	108,948,394	124,278,138	116,050,569	-	-	1,141,823,424
Deductions from revenue													
5 Contractual Deductions	81,597,660	85,314,572	84,910,889	87,630,866	82,220,937	83,163,303	88,482,095	85,688,511	94,289,493	87,333,306	-	-	860,612,232
6 Bad Debt	6,348,305	5,288,901	5,629,677	3,470,590	1,719,409	2,789,145	905,234	2,191,636	4,539,966	2,252,774	-	-	35,136,637
7 Unable to Pay	239,324	392,297	375,729	232,691	323,431	276,477	166,758	209,140	694,594	330,042	-	-	3,270,463
8 Total Contractual Discounts	88,185,289	90,995,770	90,916,295	91,334,147	84,263,777	86,226,925	89,585,087	88,088,267	99,504,053	89,916,722	-	-	895,019,352
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	26,133,847	-	-	242,804,072
10 As a percent of Gross Revenue	21.41%	21.71%	21.09%	21.80%	21.88%	21.01%	21.46%	19.88%	19.93%	22.52%	0.00%	0.00%	21.26%
Total Government Funding	5,241,987	5,559,105	5,241,987	5,450,705	6,760,201	7,000,598	6,567,201	6,941,634	6,291,953	5,467,515	-	-	60,523,087
Other Operating Revenue:													
12 Rent Income	117,884	121,147	119,521	119,519	119,633	119,632	119,631	119,631	119,632	119,632	-	-	1,195,862
13 Interest Income	251,951	251,951	(149,922)	50,037	150,000	14,678	91,000	91,000	13,524	13,524	-	-	1,016,170
14 NMIF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	-	-	600,000
15 Other Income	294,618	312,502	321,605	432,232	431,515	468,989	416,144	455,648	377,571	536,387	-	-	4,045,282
16 Total Other Operating Revenue	724,453	745,700	753,077	461,829	661,185	766,601	610,453	726,260	648,203	729,543	-	-	6,857,324
TOTAL REVENUE	29,990,636	31,536,795	30,300,197	31,371,325	31,027,386	30,725,514	31,659,960	29,527,021	31,714,241	32,331,006	-	-	310,184,483
EXPENSE													
Salaries, Wages & Benefits													
18 Registry	16,165,713	16,887,897	16,631,730	16,973,444	16,221,003	16,665,020	17,212,339	16,050,570	17,323,378	17,199,147	-	-	167,330,241
19 Phys/Residents SWB & Contract Fees	963,851	595,103	1,270,743	986,970	1,597,614	1,108,107	1,168,394	1,598,284	2,008,604	1,857,064	-	-	13,154,744
20 Purchased Services	4,176,569	4,555,658	3,665,230	3,796,166	3,923,523	4,209,652	4,729,151	4,174,562	4,553,153	4,403,786	-	-	42,287,450
21 Supplies	2,876,091	3,076,178	3,165,590	3,524,173	2,890,543	3,166,947	3,119,062	2,726,428	2,946,346	2,965,688	-	-	31,623,997
22 Insurance	352,984	352,985	352,984	352,984	352,984	352,985	352,984	352,984	357,484	352,984	-	-	29,357,652
23 Utilities and Telephone	316,633	516,886	442,884	421,872	366,015	365,923	236,627	318,288	333,788	393,374	-	-	3,534,342
24 Interest Expense	68,997	68,997	68,996	53,820	53,821	53,821	53,821	53,821	53,821	53,821	-	-	583,735
25 Depreciation & Amortization	982,314	990,754	957,548	980,817	989,221	1,006,978	970,323	970,323	1,041,407	1,091,182	-	-	10,157,159
26 Other Operating Expense	431,788	437,157	542,667	580,164	685,597	539,723	516,789	486,408	513,381	532,231	-	-	5,276,105
27 TOTAL EXPENSE	29,582,982	30,841,643	30,009,749	30,573,452	30,833,952	30,445,768	31,478,000	29,374,357	32,059,040	32,018,672	-	-	307,017,615
NET INCOME(LOSS)	407,654	895,152	290,448	797,873	193,436	280,146	181,960	152,664	(344,799)	312,334	-	-	3,166,868
Normalization for Extraordinary Items													
30 Provider Relief Fund	-	-	-	-	(1,281,951)	(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)	(226,263)	-	-	(1,357,578)
32 Families First C-19 Response	(317,118)	(317,118)	(208,718)	(208,718)	-	(123,738)	-	(123,384)	(123,147)	-	-	-	(896,105)
33 Total Extraordinary Items	(317,118)	(317,118)	(208,718)	(208,718)	(1,508,214)	(1,758,711)	(846,263)	(1,699,647)	(1,049,410)	(226,263)	-	-	(7,624,344)
34 NET INCOME BEFORE Extraordinary Items	407,654	578,034	290,448	589,155	(1,324,778)	(1,478,565)	(664,303)	(1,546,983)	(1,394,209)	86,071	-	-	(4,457,476)
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)	312,334	-	-	3,166,868

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF APRIL 30, 2022

CURRENT MONTH					YEAR -TO -DATE					
	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR		Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Prior Yr
R E V E N U E										
Patient Revenue:										
1	\$	\$	\$	17.0		\$	\$	\$	11.2	\$
2	80,827,544	69,069,274	11,758,270	17.0		778,227,833	699,901,949	78,325,884	11.2	779,696,124
3	2,920,017	2,062,632	857,385	41.6		36,573,499	20,901,421	15,672,078	75.0	24,690,474
4	32,303,008	31,446,732	856,276	2.7		327,022,092	318,660,253	8,361,839	2.6	275,827,003
5	116,050,569	102,578,638	13,471,931	13.1		1,141,823,424	1,039,463,623	102,359,801	9.8	1,080,213,601
Deductions from Revenue										
6	87,333,906	77,339,783	(9,994,123)	(12.9)		860,612,232	783,709,803	(76,902,429)	(9.8)	811,827,555
7	2,252,774	3,221,491	968,717	30.1		35,136,637	32,644,442	(2,492,195)	(7.6)	28,744,423
8	330,042	476,113	146,071	30.7		3,270,483	4,824,615	1,554,132	32.2	2,243,863
9	89,916,722	81,037,387	(8,879,335)	(11.0)		899,019,352	821,178,860	(77,840,492)	(9.5)	842,815,841
10	26,133,847	21,541,251	4,592,596	21.3		242,804,072	218,284,763	24,519,309	11.2	237,397,760
11	22.52%	21.00%				21.26%	21.00%			21.98%
Total Government Funding										
12	5,467,616	5,231,876	235,740	4.5		60,523,087	52,318,760	8,204,327	15.88	61,989,013
Other Operating Revenue:										
13	119,632	117,833	1,799	1.5		1,195,862	1,178,330	17,532	1.5	1,210,209
14	13,524	251,951	(238,427)	(94.6)		1,016,170	2,519,510	(1,503,340)	(59.7)	2,323,770
15	60,000	60,000	-	-		600,000	600,000	0	-	599,673
16	536,387	346,001	190,386	55.0		4,045,292	3,460,010	585,282	16.9	4,492,348
17	729,543	775,785	(46,242)	(6.0)		6,857,324	7,757,850	(900,526)	(11.6)	8,626,000
TOTAL REVENUE										
18	32,331,006	27,548,912	4,782,094	17.4		310,184,483	278,361,373	31,823,110	11.4	308,012,773
EXPENSE										
Salaries, Wages & Benefits										
19	17,199,147	15,966,019	(1,233,128)	(7.7)		167,330,232	161,124,242	(6,205,990)	(3.9)	158,545,504
20	1,857,064	139,118	(1,717,946)	(1,234.9)		13,154,744	1,409,727	(11,745,017)	(833.1)	20,849,852
21	4,403,786	3,420,899	(982,887)	(28.7)		42,287,459	34,429,365	(7,858,094)	(22.8)	36,966,174
22	2,965,688	3,039,537	73,849	2.4		31,623,997	30,683,016	(940,981)	(3.1)	32,215,013
23	3,169,396	2,173,324	(996,072)	(45.8)		29,357,652	22,023,071	(7,334,581)	(33.3)	31,340,962
24	352,984	365,010	12,026	3.3		3,534,342	3,650,100	115,758	3.2	3,202,211
25	393,374	284,325	(109,049)	(38.4)		3,712,190	2,881,162	(831,028)	(28.8)	3,366,508
26	53,820	56,826	3,006	5.3		583,735	575,829	(7,906)	(1.4)	490,518
27	1,091,182	997,955	(93,227)	(9.3)		10,157,159	10,112,621	(44,538)	(0.4)	9,733,265
28	532,231	507,250	(24,981)	(4.9)		5,276,105	5,140,117	(135,988)	(2.6)	6,358,591
TOTAL EXPENSE										
29	32,018,672	26,950,263	(5,068,409)	(18.8)		307,017,615	272,029,250	(34,988,365)	(12.9)	303,068,598
NET INCOME(LOSS)										
30	312,334	598,649	(286,315)	(47.8)		3,166,868	6,332,123	(3,165,255)	(50.0)	4,944,175
CAPITAL CONTRIBUTIONS										
31	-	-	-	-		-	-	-	-	-
32	-	-	-	-		-	-	-	-	-
33	-	-	-	-		-	-	-	-	-
34	\$	\$	\$	(47.8)		\$	\$	\$	(50.0)	\$
County Contribution										
CHANGE IN NET ASSETS										
35	312,334	598,649	(286,315)	(47.8)		3,166,868	6,332,123	(3,165,255)	(50.0)	4,944,175

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF APRIL 30, 2022

CURRENT MONTH										YEAR-TO-DATE						
				Variance fav. (unfav)				Variance fav. (unfav)								
		Actual	Budget	\$ VAR.	% VAR			Actual	Budget	\$ VAR.	% VAR					
		5,152	5,096	56	1.1%			54,136	49,970	4,166	8.3%					
		REVENUE				ADJUSTED PATIENT DAYS										
Patient Revenue:																
1	\$	15,688	\$	13,554	\$	2,134	15.7 %	\$	14,376	\$	369	2.6%	\$	14,912		
2		567	405	162	40.0				676	418	257	61.5		472		
3		6,270	6,171	99	1.6				6,041	6,377	(336)	(5.3)		5,275		
4		22,525	20,130	2,395	11.9				21,092	20,802	290	1.4		20,660		
Deductions from revenue																
5		16,951	15,177	(1,774)	(11.7)				15,897	15,884	(214)	(1.4)		15,527		
6		437	632	195	30.8				649	653	4	0.6		550		
7		64	93	29	31.4				60	97	36	37.4		43		
8		17,452	15,902	(1,550)	(9.7)				16,607	16,433	(173)	(1.1)		16,120		
9		5,072	4,227	845	20.0				4,485	4,368	117	2.7		4,540		
10		22.52%	21.00%						21.26%	21.00%				21.98%		
11		1,061	1,027	35	3.4				1,118	1,047	71	6.8		1,186		
Total Government Funding																
Other Operating Revenue:																
12		23	23	0	0.4				22	24	(1)	(6.3)		23		
13		3	49	(47)	(94.7)				19	50	(32)	(62.8)		44		
14		12	12	(0)	(1.1)				11	12	(1)	(7.7)		11		
15		104	68	36	53.3				75	69	5	7.9		86		
16		142	152	(11)	(7.0)				127	155	(29)	(18.4)		165		
17		6,275	5,406	869	16.1				5,730	5,571	159	2.9		5,891		
TOTAL REVENUE																
EXPENSE																
18		3,338	3,133	(205)	(6.5)				3,091	3,224	133	4.1		3,032		
19		360	27	(333)	(1,220.3)				243	28	(215)	(761.3)		399		
20		855	671	(183)	(27.3)				781	689	(92)	(13.4)		707		
21		576	596	21	3.5				584	614	30	4.9		616		
22		615	426	(189)	(44.2)				542	441	(102)	(23.0)		599		
23		69	72	3	4.3				65	73	8	10.6		61		
24		76	56	(21)	(36.8)				69	58	(11)	(18.9)		64		
25		10	11	1	6.3				11	12	1	6.4		9		
26		212	196	(16)	(8.1)				188	202	15	7.3		186		
27		103	100	(4)	(3.8)				97	103	5	5.3		122		
28		6,215	5,289	(926)	(17.5)				5,671	5,444	(227)	(4.2)		5,796		
29		61	117	(57)	(48.4)				58	127	(68)	(53.8)		95		
30																
CAPITAL CONTRIBUTIONS																
31		-	-	-	-				-	-	-	-		-		
32		-	-	-	-				-	-	-	-		-		
33		-	-	-	-				-	-	-	-		-		
County Contribution																
34	\$	61	\$	117	\$	(57)	(48) %	\$	58	\$	127	\$	(68)	(53.8) %	\$	95
CHANGE IN NET ASSETS																

**NATIVIDAD
BALANCE SHEET
AS OF APRIL 30, 2022**

	CURRENT MONTH			YEAR - TO - DATE		
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
			% CHG.			% CHG.
1	\$ 43,516,086	\$ 122,792,322	182.2 %	\$ 73,077,248	\$ 122,092,322	67.1 %
2	39,153,667	36,483,667	-	40,445,618	37,183,667	-
3	55,015,313	56,309,970	2.4	49,357,316	56,309,970	14.1
4	49,235,396	11,869,430	(75.9)	25,562,837	11,869,430	(53.6)
5	5,382,957	5,136,104	(4.6)	5,263,194	5,136,104	(2.4)
6	5,137,430	4,828,716	(6.0)	4,333,064	4,828,716	11.4
7	197,440,849	237,420,209	20.2	198,039,277	237,420,209	19.9
8	346,436,082	347,258,402	0.2	338,128,113	347,258,402	2.7
9	(218,313,532)	(219,404,714)	(0.5)	(209,247,777)	(219,404,714)	(4.9)
10	128,122,550	127,853,688	(0.2)	128,880,336	127,853,688	(0.8)
11	210,545,409	210,364,862	(0.1)	212,311,088	210,364,862	(0.9)
12	\$ 536,108,808	\$ 575,638,759	7.4 %	\$ 539,230,701	\$ 575,638,759	6.8 %
CURRENT ASSETS						
CASH						
FUND AID						
ACCOUNTS RECEIVABLE NET						
STATE/COUNTY RECEIVABLES						
INVENTORY						
PREPAID EXPENSE						
TOTAL CURRENT ASSETS						
PROPERTY, PLANT & EQUIPMENT						
LESS: ACCUMULATED DEPRECIATION						
NET PROPERTY, PLANT & EQUIPMENT						
OTHER ASSETS						
TOTAL ASSETS						
CURRENT LIABILITIES						
ACCRUED PAYROLL						
ACCOUNTS PAYABLE						
MCARE/MEDICAL LIABILITIES						
CURRENT PORTION OF DEBT						
OTHER ACCRUALS						
TOTAL CURRENT LIABILITIES						
LONG TERM LIABILITIES						
LT ACCRUED LIABILITIES						
UN EARNED CONTRIBUTIONS						
LONG TERM PORTION OF C.O.P's						
TOTAL LONG TERM DEBT						
FUND BALANCES						
ACCUMULATED FUND						
CHANGE IN NET ASSETS						
TOTAL FUND BALANCES						
TOTAL LIAB. & FUND BALANCES						
13	18,273,970	19,629,628	7.4	21,217,426	19,629,628	(7.5)
14	12,489,768	28,775,574	130.4	9,532,546	28,775,574	201.9
15	85,530,049	107,839,662	26.1	90,244,323	107,839,662	19.5
16	3,817,583	3,817,583	-	3,642,205	3,817,583	4.8
17	15,310,401	14,630,759	(4.4)	12,449,764	14,630,759	17.5
18	135,420,771	174,693,206	29.0	137,066,264	174,693,206	27.4
19	3,988,248	3,933,431	(1.4)	4,481,603	3,933,431	(13.9)
20	-	-	-	-	-	-
21	21,613,806	21,613,806	-	25,431,389	21,613,806	(15.0)
22	25,602,054	25,547,237	(0.2)	29,912,992	25,547,237	(14.6)
23	372,231,446	372,231,445	(1)	372,231,445	372,231,445	-
24	2,854,537	3,166,871	(10.9)	-	3,166,871	100.0
25	375,085,983	375,398,316	0.1	372,231,445	375,398,316	0.9
26	\$ 536,108,808	\$ 575,638,759	7.4 %	\$ 539,230,701	\$ 575,638,759	6.8 %

**NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 04/30/22**

BALANCE SHEET

	<u>Req. Balance</u>	<u>Accruals</u>	<u>Rec'ds 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	10,004,610	21,433,465	(9,540,331)		27,095,074	(59,577,936)	5,977,088
Hospital Fee	-	833,331					(1,353,493)	(520,162)
Rate Range IGT-CCAH-	(1,161,296)	8,100,000	1,577,371			5,217,406	(12,984,898)	748,583
MCMC EPP	8,384,962	11,666,670				8,750,451	(27,015,510)	1,786,573
MCMC QIP	-	17,487,500				8,753,180	(26,518,484)	(277,804)
SB1732	426,268	2,333,330					(2,644,672)	114,926
AB 915	-	3,060,000						3,060,000
Medical GME	-	-				937,600	(1,758,554)	(820,954)
CARES ACT Funding	180,591	-	2,766,288				(3,218,815)	(271,936)
A/R UCSF & TOURO University	-	205,500					(38,600)	166,900
A/R Mee Memorial	-	33,413						33,413
A/R Office Buildings	-	1,227,424					(1,196,962)	30,462
Medical HPE	-	250,000					(222,607)	27,393
Interest Accrued Positive Cash	-	2,143,706					(1,974,706)	169,000
Accrued Donations	1,100,478	600,000					(702,085)	998,393
A/R Jail-PG&E	-	998,139					(903,771)	94,368
Health Department	69,629	1,395,660					(912,102)	553,187
STATE RECEIVABLES	\$ 25,562,837	\$ 60,339,283	\$ 25,777,124	\$ (9,540,331)	\$ -	\$ 50,753,711	\$ (141,023,195)	\$ 11,869,430

P & L

	<u>YTD Apr-22</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 10,483,561
Rate Range IGT-CCAH-	8,100,000
Esperanza Care	(2,083,340)
Family First C-19 Response-FMAP Enhance-	896,105
CARES Act Funding	6,728,239
HPE	250,000
Hospital Fee	833,331
MCMC EPP	11,666,670
HD Residency Support	(416,670)
MCMC QIP	17,487,500
AB915	3,060,000
Medicare GME	1,184,361
SB 1732	2,333,330
GOVERNMENT FUNDING INCOME	\$ 60,523,087

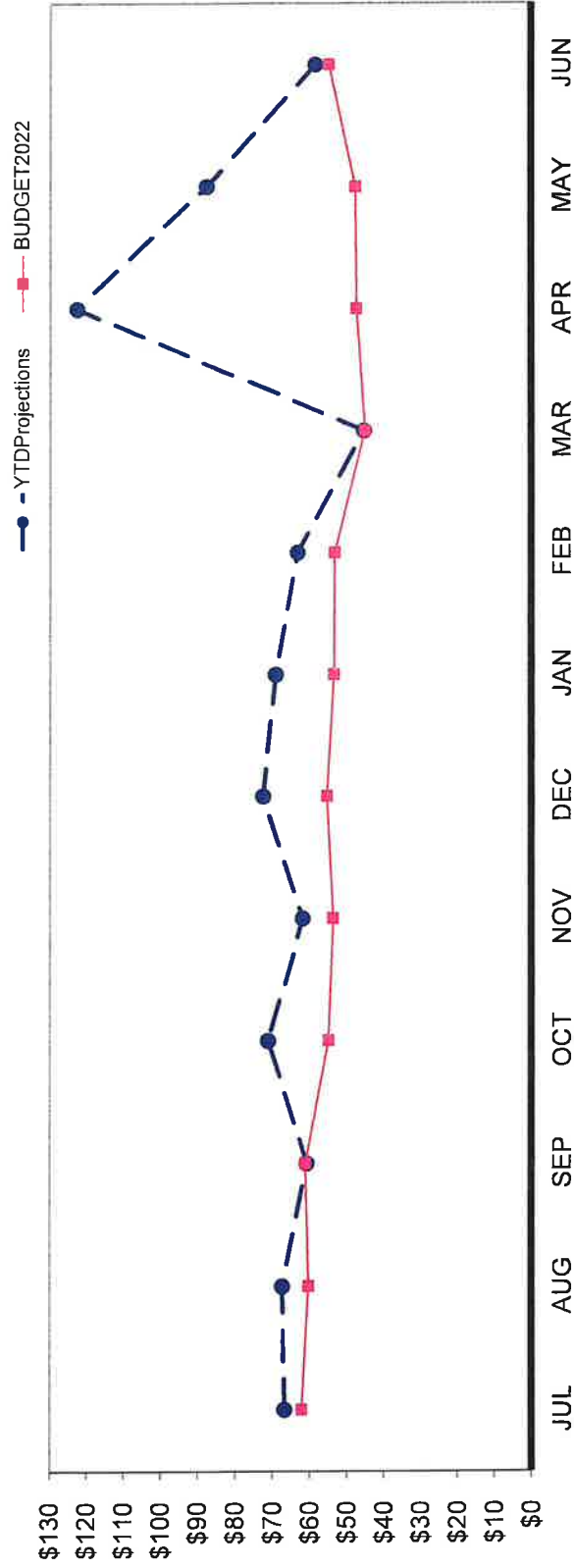
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF APRIL 30, 2022

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 45,486,086	\$ 73,077,248
2		
3	312,333	3,166,871
4	-	-
5	1,091,182	10,156,937
6	1,403,515	13,323,808
7		
8	(1,294,657)	(6,952,654)
9	37,365,966	3,961,951
10	555,567	13,693,407
11	1,355,658	(368,562)
12	16,286,806	(1,587,798)
13	23,009,613	19,243,028
14	-	17,595,339
15	(679,642)	175,378
16	76,599,311	2,180,995
17		47,941,084
18		
19	(822,320)	(9,130,289)
20	-	-
21	(822,320)	(9,130,289)
22		
23	(54,817)	(4,365,755)
24	180,547	1,946,226
25	-	-
26	125,730	(2,419,529)
27	77,306,236	49,715,074
28	\$ 122,792,322	\$ 122,792,322

**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)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
YTD	66.8	67.4	60.8	71.3	62.0	72.6	69.2	63.4	45.5	122.8	87.7	58.6	
BDGT	62.1	60.3	61.2	54.9	53.7	55.3	53.5	53.4	45.2	47.5	47.8	64.9	
Variance	4.7	7.1	(0.4)	16.3	8.3	17.2	15.8	10.0	0.3	75.3	39.9	3.7	

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2022

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	72,077,248	86,387,828	87,408,580	80,781,512	71,320,064	58,393,167	68,528,315	69,238,352	63,392,172	45,488,851	122,789,352	87,891,864	72,077,248
CASH RECEIPTS													
Permit Revenue (not for fees and lab cap)	21,394,602	26,361,170	20,810,755	21,676,893	16,920,686	21,440,297	30,478,054	22,679,314	25,467,561	24,205,118	21,507,110	21,507,110	274,178,832
Provider Fee	-	429,287	-	-	-	464,103	-	-	464,103	-	83,333	83,333	1,325,156
SS 101 GC&H	-	-	-	-	-	-	-	-	-	-	-	-	12,864,870
Stimulus - Family First Response COVID19-	-	-	-	-	-	-	-	-	-	-	-	-	5,408,870
SHORT DOYLE	317,116	777,748	777,748	208,717	3,102,056	1,532,448	11,407,527	123,384	121,147	1,377,371	333,333	333,333	4,424,133
HPE	106,767	-	-	-	291,853	115,840	-	-	708,225	427,601	25,000	25,000	272,607
Foundation Donations	-	-	-	-	-	391,186	-	4,426	195,332	26,227	-	-	640,547
Medical Worker FY11-12 DSH CPE - Fee-	7,473,339	288,721	8,574	2,213	14,289	391,186	-	2,056,892	9,628,130	-	-	-	9,628,892
PPP	1,992,000	-	-	6,552,115	-	-	-	-	2,544,727	-	-	-	19,332,305
SB1732	-	458,268	-	-	300,273	-	152,316	437,541	-	-	141,667	141,667	3,305,289
HEALTH DEPARTMENT REIMB	-	-	-	-	-	-	-	-	-	-	-	-	3,305,289
HEALTH DEPT	-	290,355	-	-	-	571,729	571,729	-	-	-	3,872,000	3,872,000	3,872,000
APP 20-21 & APPA Catch Up	6,551,115	-	-	-	-	6,518,145	-	-	-	-	-	-	13,069,260
APP 21-22	-	-	-	-	-	-	-	-	-	-	-	-	14,101,108
QIP	-	-	-	-	-	-	-	-	-	-	-	-	27,815,510
Phys SPA	-	-	-	-	-	-	-	-	-	-	-	-	4,668,618
Rent Income	151,853	119,230	119,230	119,092	89,174	89,285	210,759	169,878	22,525	220,529	117,833	1,608,231	14,000,000
Permit Accounts Settlement - Excess	-	-	-	-	-	-	-	-	-	-	-	-	29,300,000
Fund 404 Transfer	-	-	-	-	-	-	-	-	-	-	-	-	1,500,000
LOT Sub Fund Transfer In/(Out)	-	-	-	-	-	-	-	-	-	-	-	-	400,000
Interest Income	138,201	488,096	260,027	353,900	585,120	455,036	251,666	678,524	438,782	21,124	14,894	10,894	1,247,179
Interest Income	-	-	-	-	-	-	-	-	-	-	-	-	4,055,855
TOTAL CASH RECEIPTS	28,521,425	37,913,332	23,057,899	43,753,194	21,330,302	33,781,125	45,934,879	35,252,547	33,102,878	105,520,184	38,333,970	40,729,025	490,442,166
CASH DISBURSEMENTS													
Purchased Services and Supplies	11,441,939	7,956,925	9,400,604	8,031,232	11,439,872	7,465,700	9,931,716	11,437,451	11,495,225	8,975,581	7,445,700	7,445,700	107,117,648
PPP Fund Rec'n FY19-20	883,083	-	-	-	-	-	-	-	-	-	-	-	883,083
140 Readiness Support	288,721	-	-	-	-	-	288,721	-	-	-	-	-	288,721
SNAP 11-12 Final Rec'n & SPA Rec'n	406,110	-	-	-	-	-	284,715	-	-	-	-	-	978,889
LOT MEDICAL ONE	-	-	3,544,645	-	-	-	-	-	12,764,388	358,875	-	-	1,184,658
APP CY2021 & CY2022	-	-	-	-	-	-	4,945,259	-	-	-	-	-	18,688,888
APP 18-19 Final Rec'n FY Jul-Dec 2020	-	-	-	-	-	-	-	-	-	-	-	-	9,253,745
LOT QIP	-	120,158	-	-	-	-	-	-	-	-	-	-	8,750,100
LOT EPP	-	4,184,279	-	-	-	-	-	-	-	-	-	-	4,750,451
Public Health Lab Testing 20-21	-	-	-	-	-	-	-	-	-	-	-	-	675,807
Building Lease / Rental Equipment	298,824	228,944	291,254	246,020	330,189	302,782	267,663	220,694	244,170	210,859	210,859	210,859	3,142,818
CDP Principal & Interest Payments	-	-	-	-	-	-	4,387,281	-	-	-	-	-	4,387,281
Capital and Equipment	18,175,478	23,954,430	10,876,714	18,648,434	18,403,297	17,138,314	24,488,300	17,287,185	18,424,438	18,424,438	18,424,438	215,000,000	1,140,865,000
Capital and Equipment	-	-	-	-	-	-	42,332	-	-	-	-	-	42,332
SB1732 Reconciliation	-	-	-	-	-	-	405,513	-	-	-	-	-	1,702,155
CONCAP	5,075,300	-	-	-	-	-	405,513	-	-	-	-	-	1,138,886
FY21-22 MH MQU	-	212,650	-	-	-	-	-	-	-	-	-	-	5,075,300
Debt Processing	1,038,834	-	-	-	-	-	-	-	-	-	-	-	242,442
Person Fund Transfer to County	-	-	-	-	-	-	-	-	-	-	-	-	2,606,302
Med-Cat Fund Settlement FY11-12	-	-	-	-	-	-	-	-	-	-	-	-	3,524,746
BA 107 FY11-20	-	-	-	-	-	-	-	-	-	-	-	-	-
Watersville Contributions	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer From 451 to 404 & 107 Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenses Fund 404	232,376	308,134	3,105,016	3,301,126	881,185	683,787	355,823	293,170	46,588	177,681	1,000,000	55,803,000	65,000,000
Capital Expenditures	35,882,787	37,793,608	29,883,916	33,281,103	34,451,359	25,444,515	42,177,842	42,500,000	50,999,216	28,220,472	74,816,879	1,165,146	1,165,146
Total Cash Disbursements	68,389,220	618,634	6,025,047	10,489,081	12,857,457	8,136,766	2,707,037	(5,874,773)	(17,803,530)	77,249,712	(35,076,709)	(20,089,359)	(14,484,083)
Interest/(Dividend)	66,767,826	67,408,580	60,781,513	71,250,804	58,393,147	68,528,352	63,282,179	45,488,841	122,789,352	87,891,844	98,592,285	58,592,285	58,592,285
Ending Cash Fund 481	-	-	-	-	-	-	-	-	-	-	-	-	-
(-) Cash In Transit	-	-	-	-	-	-	-	-	-	-	-	-	-
(-) Petty Cash and CC	13,821	10,002	10,914	13,651	16,665	3,577,107	6,010,463	11,425	17,445	23,989	15,369	3,880	3,880
Ending Cash at per 6/1	66,801,647	67,418,587	60,792,427	71,264,455	61,897,119	72,558,519	68,248,377	63,273,508	45,468,986	122,792,322	87,707,015	58,595,985	58,595,985
Fund 404													
Beginning Balance	75,837,546	75,837,546	75,837,546	74,883,126	73,304,189	73,155,201	73,155,201	71,482,410	71,482,410	70,732,912	70,195,231	59,478,431	59,478,431
Transfer Out to Fund 451	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer Out Fund 404	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash Fund 404	75,837,546	75,837,546	75,837,546	74,883,126	73,304,189	73,155,201	73,155,201	71,482,410	71,482,410	70,195,231	70,195,231	59,478,431	59,478,431
Ending Cash at per 6/1	142,425,472	143,407,304	136,644,859	146,147,533	131,548,348	139,685,116	140,719,362	134,841,589	115,941,553	182,883,544	141,170,075	104,978,831	104,978,831