



**Finance Committee
SPECIAL Meeting
2022**

July 15, 2022



Finance Committee Special Meeting

Friday, July 15, 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: 958 0912 4614 when prompted. You will then enter the Password: 948383 when prompted.

Or, to attend the Finance Committee meeting by Zoom computer audio click the following link:

<https://natividad.zoom.us/j/95809124614?pwd=ZTFKcGRhRzFZNnRvNjN5SWlpdWx1dz09>

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

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of June 10, 2022 Finance Committee Meeting. *Pages 7-15*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 16-47*

Scheduled Items/Discussion Items

3. Receive and Approve May 2022 Financial Report. *Pages 48-60*

Daniel Leon, CFO

Adjournment

NEXT FINANCE COMMITTEE MEETING FRIDAY, AUGUST 12, 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 Special Meeting
Friday, July 15, 2022
Consent Items

Attachment A

1. <i>Pages 16-17</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a no cost agreement with AmerisourceBergen Drug Corporation for medication inventory tracking software services at NMC with an agreement term August 1, 2022 through July 31, 2025.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.</p>
2. <i>Pages 18-19</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with BetterUp, Inc. to purchase annual subscriptions for unlimited coaching sessions and full access to BetterUp Platform features at NMC for an amount not to exceed \$260,000 with an agreement term August 1, 2022 through July 31, 2023.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept all non-standard risk provisions within the agreement.</p> <p>c. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to sign the initial and any subsequent Order Forms where the Order Forms do not significantly change the scope of work.</p> <p>d. 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%) (\$26,000) of the original cost of the agreement.</p>
3. <i>Pages 20-21</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Certified Medical Testing for repair, maintenance and testing of piped medical gas and vacuum systems at NMC, to add an additional \$26,500 due to vendor rate increases and consistent use of services, for a revised total Agreement amount of \$223,015, with no changes to the agreement term July 1, 2020 through June 30, 2024.</p>
4. <i>Pages 22-23</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Order Form ORD-0753621 with HealthStream, Inc. subject to the terms and conditions of the HealthStream Master Services Agreement (A-14475), to cover overage fees for software licenses for NPR Instructor courses at a cost of \$12,886; and authorize an additional \$979 increase to the total Agreement amount to cover an invoice from a prior year, for a revised total Agreement amount not to exceed \$381,264, with no change to the Agreement term of July 1, 2019 through June 30, 2027.</p>
5. <i>Pages 24-25</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with NeoGenomics Laboratories, Inc. for patent specimen testing services, extending the agreement an additional two (2) year period (August 1, 2022 through July 31, 2024) for a revised full agreement term of August 1, 2017 through July 31, 2024, and adding \$60,000 for a revised total agreement amount not to exceed \$160,000.</p>

6. <i>Pages 26-27</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer (“CEO”) for NMC or his designee to execute renewal & amendment No. 9 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and renewal & amendment No. 10 to the agreements with Staff Care, Inc. (A-12897) and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A-12900) (“Locum Tenens Agencies”) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of August 1, 2015 through June 30, 2023 and to update payment rates with no change to the total aggregate liability for all agreements (\$10,500,000); b. Authorize the CEO for NMC or his designee to execute a further amendment to each of the agreements with the Locum Tenens Agencies to extend the term of each agreement to June 30, 2023, with necessary updates to payment rates, but with no change to the total aggregate liability for all agreements.
7. <i>Pages 28-29</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with the National Association of Children’s Hospitals and Related Institutions, Inc. for pediatric learning and development services at NMC for an amount not to exceed \$11,800 with an agreement term retroactive from July 1, 2022 through June 30, 2023. b. Approve the NMC Chief Executive Officer’s recommendation to accept non-standard limitations on liability and limitations on damages provisions within the agreement.
8. <i>Pages 30-31</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Renewal & Amendment 1 to the agreement (A-14350) with Everyone’s Harvest for the operation and management of the certified Farmers’ Market at NMC, extending the agreement an 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, and adding \$133,480 for a revised total agreement amount not to exceed \$263,560.
9. <i>Pages 32-34</i>	<p>Adopt Resolution to:</p> <ul style="list-style-type: none"> a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary ranges for the classifications of Surgical Technician, Obstetrical Technician, and Senior Obstetrical Technician, as indicated in the attached resolution; and b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.
10. <i>Pages 35-36</i>	<p>Adopt Resolution to:</p> <ul style="list-style-type: none"> a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 and Appendices A and B to create the classification of Trauma Program Director with the salary range as indicated in the attached resolution; b. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to approve reallocation/reclassification of a Nursing Services Unit Manager to a Trauma Program Director as indicated by position number in the attached resolution; c. Authorize the Auditor-Controller to incorporate the approved changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget; d. Direct the County Administrative Office to incorporate the approved position changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget; and e. Direct the Human Resources Department to implement the changes in the Advantage HRM System.
11. <i>Pages 37-38</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer (CEO) for Natividad or his designee to execute each of following Professional Services Agreements with Ian Atkinson MD, Inc.; Cy A. Cedar MD; Claire Hartung MD, Inc.; Adrian Jordan MD, and Natalie LaCorte MD, Inc. to provide hospitalist services each for the period August 26, 2022 to September 30, 2024, and each for an amount to exceed \$300,000; and

	<p>b. Authorize the CEO for Natividad or his designee to sign up to three (3) amendments to these agreements where the total amendments do not exceed 10% (\$30,000) of the original contract amount and do not significantly change the scope of work.</p>
<p>12. <i>Pages 39-41</i></p>	<p>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 adding \$322,700 for a revised total agreement amount not to exceed \$825,335.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the Master Services Agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,479) of the original cost of the agreement.</p>
<p>13. <i>Pages 42-43</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 with The Buzz PR, LLC for marketing and public relations services, with a \$100,000 increase for a revised total agreement amount not to exceed \$200,000 with no change to the Agreement term (November 1, 2020 through October 31, 2023) or the scope of work.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.</p>
<p>14. <i>Pages 44-45</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services extending the term by twelve months (August 1, 2022 to July 31, 2023) for a revised full agreement term of August 1, 2019 to July 31, 2023, and adding \$650,000 for a revised total not to exceed amount of \$2,600,000 in the aggregate; and</p> <p>b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.</p>
<p>15. <i>Pages 46-47</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by twelve months (August 1, 2022 to July 31, 2023) for a revised full agreement term of July 1, 2017 to July 31, 2023, and adding \$610,000 for a revised total not to exceed amount of \$3,710,000 in the aggregate; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount.</p>



Finance Committee Meeting Friday, June 10, 2022

8:30 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.

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- +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>

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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: Dr. Craig Walls, Nancy Buscher, Jeanne-Ann Balza, Stacy Saetta, Ari Entin, Cher Krause

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

***Marcia Atkinson
Dr. Marc Tunzi
Libby Downey
Dr. Charles Harris***

Not Present

None

Agenda Additions/Corrections

- *Correction on the Agenda only - Scheduled Item 5, Remove first line "Authorize the Interim Chief Executive Officer for Natividad of his designee to execute the Second." Typo on the Agenda only, as Board Report is correct.*

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.

MOTION: *Motion to approve the minutes of May 13, 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. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

2. Approve the Minutes of May 13, 2022 Finance Committee SPECIAL Meeting.

MOTION: *Motion to approve the minutes of May 13, 2022 Finance Committee SPECIAL 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. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Consent Items

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

MOTION: *Motion to approve Consent Item 3 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 15, 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. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

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.
(Jeanne-Ann Balza)

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

Roll call vote take pursuant to Government Code 54953:

Dr. Charles Harris: AYE

Dr. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

- 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.
(Jeanne-Ann Balza)

MOTION: *Motion to approve Scheduled, item number 5, for consideration by the NMC Board of Trustees, moved by Libby Downey, seconded by Dr. Charles Harris and approved by the following vote*

Roll call vote take pursuant to Government Code 54953:

Dr. Charles Harris: AYE

Dr. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

- 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. (Daniel Leon)

MOTION: *Motion to approve Scheduled, item number 6, for consideration by the NMC Board of Trustees, moved by Libby Downey, seconded by Dr. Charles Harris and approved by the following vote*

Roll call vote take pursuant to Government Code 54953:

Dr. Charles Harris: AYE

Dr. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

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.
(Janine Bouyea)

MOTION: Motion to approve Scheduled, item number 7, for consideration by the NMC Board of Trustees, moved by Libby Downey, seconded by Dr. Charles Harris and approved by the following vote

Roll call vote take pursuant to Government Code 54953:

Dr. Charles Harris: AYE

Dr. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

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

MOTION: Motion to accept and considering finding, pursuant to AB 361 moved by Dr. Marc Tunzi, seconded by Libby Downey, and approved by the following vote

Roll call vote taken pursuant to Government Code 54953:

Dr. Charles Harris: AYE

Dr. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

9. Receive and Approve April 2022 Financial Report.

Daniel Leon, CFO

MOTION: Motion to accept the April 2022 Financial Reports 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. Marc Tunzi: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Adjournment at 8:47am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



**Finance Committee Meeting
Friday, June 10, 2022
Consent Items**

Attachment A

1.	<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.
2.	<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.	<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.	<p>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.</p> <p>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.</p>
5.	<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.	<p>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.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the Master Services Agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,479) of the original cost of the agreement.</p>
7.	<p>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</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% (\$301,266) 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 First Amendment to the Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPPH) 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</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% (\$34,848) 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 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</p> <p>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.</p>

10.	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.
11.	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.
12.	<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.	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.
14.	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.
15.	<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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MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

AmerisourceBergen Data Services Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a no cost agreement with AmerisourceBergen Drug Corporation for medication inventory tracking software services at NMC with an agreement term August 1, 2022 through July 31, 2025.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

..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 a no cost agreement with AmerisourceBergen Drug Corporation for medication inventory tracking software services at NMC with an agreement term August 1, 2022 through July 31, 2025.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

The hospital's pharmacy inventory management system is capable of generating replenishment orders for medication. This agreement will allow the hospital's pharmacy inventory management software to interface with the hospital's medication wholesaler's ordering system. This system will allow for medication wholesaler replenishment orders to be sent directly from the pharmacy inventory management system. This will eliminate potential errors from hand entry of recommended order amounts. In addition the exact items sent and their quantities sent will be transmitted from the medication wholesaler to the pharmacy's inventory management system. This agreement allows even greater control of the pharmacy's medication inventory to increase the availability of medications when needed.

It is the policy of AmerisourceBergen to sign last.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 15, 2022.

FINANCING:

This is a no cost agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Data Services Agreement will enable more control over the hospital pharmacy's medication inventory and more accuracy in ordering. Better inventory and ordering processes increase availability of medications to patients.

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

Prepared by: Jason Warren, Director of Pharmacy, 772-7720
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:
AmerisourceBergen Pharmacy Data Services Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

BetterUp, Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with BetterUp, Inc. to purchase annual subscriptions for unlimited coaching sessions and full access to BetterUp Platform features at NMC for an amount not to exceed \$260,000 with an agreement term August 1, 2022 through July 31, 2023.
- b. Approve the NMC Chief Executive Officer's recommendation to accept all non-standard risk provisions within the agreement.
- c. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to sign the initial and any subsequent Order Forms where the Order Forms do not significantly change the scope of work.
- d. 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%) (\$26,000) 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 BetterUp, Inc. to purchase annual subscriptions for unlimited coaching sessions and full access to BetterUp Platform features at NMC for an amount not to exceed \$260,000 with an agreement term August 1, 2022 through July 31, 2023.
- b. Approve the NMC Chief Executive Officer's recommendation to accept all non-standard risk provisions within the agreement.
- c. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to sign the initial and any subsequent Order Forms where the Order Forms do not significantly change the scope of work.
- d. 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%) (\$26,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

In the pandemic era and as a result of Natividad's Employee Engagement survey results, it was determined that Natividad needed to offer our staff a more robust easily accessible form of support. BetterUp Coaching, assists in building a culture of mental fitness that will aid our staff in growing personally and professionally. The easy to use platform, helps to build a mentally fit mind in everyday lives, not just at the point of crisis.

While this platform serves all staff, it will also first enable managers as change agents of mental fitness so they are able to better support their teams. Thus, creating a ripple effect of mental fitness practice and uptake across the organization.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also

been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 15, 2022.

FINANCING:

The cost for this agreement is \$260,000 which is included in the Fiscal Year 2022-23 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The program reporting tools will strengthen Natividad's overall ability to identify trends and improve the mental well-being of our staff. Again, enabling Natividad to identify areas of weaknesses, which will lead to staff satisfaction and the retention professionals in the area, and thereby further enhancing healthcare opportunities for Monterey County residents.

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

Prepared by: Lawanda Janine Bouyea, Assistant Administrator, 783-2701
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:
BetterUp, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Certified Medical Testing Amendment No. 2

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Certified Medical Testing for repair, maintenance and testing of piped medical gas and vacuum systems at NMC, to add an additional \$26,500 due to vendor rate increases and consistent use of services, for a revised total Agreement amount of \$223,015, with no changes to the agreement term July 1, 2020 through June 30, 2024.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Certified Medical Testing for repair, maintenance and testing of piped medical gas and vacuum systems at NMC, to add an additional \$26,500 due to vendor rate increases and consistent use of services, for a revised total Agreement amount of \$223,015, with no changes to the agreement term July 1, 2020 through June 30, 2024.

SUMMARY/DISCUSSION:

Natividad Medical Center is required by the Centers for Medicare & Medicaid Services (CMS) and the National Fire Protection Association (NFPA) to routinely test the medical gas system and perform repairs to the system when needed. Test are required quarterly as well as semi-annually, and an entire system inspection is required annually. Additional requirements were dictated in 2012 by the NFPA 99 Healthcare Code that only certified individuals can do repairs on Medical Gas Systems and this vendor, Certified Medical Testing, has skilled employees who possess this certification. Natividad has no staff that are certified for such repairs.

This amendment includes a revised vendor rate sheet with no other changes to the scope of services.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 2 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 15, 2022.

FINANCING:

The cost for this agreement is \$26,500, of which \$13,000 is included in the Fiscal Year 2022-23 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Testing and maintenance ensures systems run and operate safely and as intended. This helps the hospital meet the service needs of patients.

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

Prepared by: Felipe Enriquez, Director of Engineering and Safety, 783-2614
Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:

Certified Medical Testing Amendment 2
Certified Medical Testing Amendment 1
Certified Medical Testing Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT
HEALTHSTREAM ORDER FORM ORD-0753621
A 22-390

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Order Form ORD-0753621 with HealthStream, Inc. subject to the terms and conditions of the HealthStream Master Services Agreement (A-14475), to cover overage fees for software licenses for NPR Instructor courses at a cost of \$12,886; and authorize an additional \$979 increase to the total Agreement amount to cover an invoice from a prior year, for a revised total Agreement amount not to exceed \$381,264, with no change to the Agreement term of July 1, 2019 through June 30, 2027.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Order Form ORD-0753621 with HealthStream, Inc. subject to the terms and conditions of the HealthStream Master Services Agreement (A-14475), to cover overage fees for software licenses for NPR Instructor courses at a cost of \$12,886; and authorize an additional \$979 increase to the total Agreement amount to cover an invoice from a prior year, for a revised total Agreement amount not to exceed \$381,264, with no change to the Agreement term of July 1, 2019 through June 30, 2027.

SUMMARY/DISCUSSION:

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

NRP, which stands for Neonatal Resuscitation Program, licensures were utilized in excess to what was estimated over the last three years by hospital staff to ensure that the skills needed to care for newborns were maintained from year to year. Due to the nature of the skills practiced in the NRP courses, HealthStream has made a commitment to all agencies to continue service and invoice for overages as needed, rather than withhold access to education that is critical within the healthcare field. Our community has directly benefited from the hospital staff's usage of licenses beyond those that were initially purchased. Therefore, Natividad is seeking approval to execute the Order Form for the additional licenses.

The additional request to increase the total agreement amount stems from the need to cover an invoice from a prior year which was not processed for payment in that year.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this request as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The request has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 15, 2022.

FINANCING:

The cost for this request is \$13,865, all of which is included in the Fiscal Year 2022-23 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Janine Bouyea, Hospital Assistant Administrator, 783-2701
Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:
HealthStream Order Form ORD-0753621
HealthStream Invoice
Healthstream Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

NeoGenomics Laboratories 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 with NeoGenomics Laboratories, Inc. for patent specimen testing services, extending the agreement an additional two (2) year period (August 1, 2022 through July 31, 2024) for a revised full agreement term of August 1, 2017 through July 31, 2024, and adding \$60,000 for a revised total agreement amount not to exceed \$160,000.

..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 with NeoGenomics Laboratories, Inc. for patent specimen testing services, extending the agreement an additional two (2) year period (August 1, 2022 through July 31, 2024) for a revised full agreement term of August 1, 2017 through July 31, 2024, and adding \$60,000 for a revised total agreement amount not to exceed \$160,000.

SUMMARY/DISCUSSION:

NeoGenomics Laboratories Inc. (NeoGenomics) provides a variety of specialized lab specimen testing for Natividad including but not limited to a wide range of oncology testing. Their testing platforms are varied and quite comprehensive. NeoGenomics has been in the industry providing specimen testing services for over a decade. Their Client Service Advocates answer questions regarding test information, specimen requirements, turnaround times, test add-on, and patient results. Client Services Advocates may also direct calls immediately to a technical or medical expert as necessary or requested. Natividad has been very satisfied with the level of service provided and is seeking to extend the term of the services agreement with NeoGenomics.

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 July 15, 2022.

FINANCING:

The cost for this amendment No. 3 is \$60,000 of which \$30,000 is included in the Fiscal Year 2022-23 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The specialized lab specimen testing services are part of patient care making these services an important part of the quality health care services provided to patients at Natividad.

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

Prepared by: Susan Weaver, Clinical Laboratory Manager, 772-7660
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

NeoGenomics Laboratories Inc Amendment 3
NeoGenomics Laboratories Inc Amendment 2
NeoGenomics Laboratories Inc Amendment 1
NeoGenomics Laboratories Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Renewal and Amendment No. 9 & 10 to Locum Tenens Referral Services per RFP 9600-61 Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer (“CEO”) for NMC or his designee to execute renewal & amendment No. 9 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and renewal & amendment No. 10 to the agreements with Staff Care, Inc. (A-12897) and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A-12900) (“Locum Tenens Agencies”) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of August 1, 2015 through June 30, 2023 and to update payment rates with no change to the total aggregate liability for all agreements (\$10,500,000);
- b. Authorize the CEO for NMC or his designee to execute a further amendment to each of the agreements with the Locum Tenens Agencies to extend the term of each agreement to June 30, 2023, with necessary updates to payment rates, but with no change to the total aggregate liability for all agreements.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer (“CEO”) for NMC or his designee to execute renewal & amendment No. 9 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and renewal & amendment No. 10 to the agreements with Staff Care, Inc. (A-12897) and Jackson & Coker Locum Tenens, LLC d.b.a. Jackson & Coker (A-12900) (“Locum Tenens Agencies”) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of August 1, 2015 through June 30, 2023 and to update payment rates with no change to the total aggregate liability for all agreements (\$10,500,000);
- b. Authorize the CEO for NMC or his designee to execute a further amendment to each of the agreements with the Locum Tenens Agencies to extend the term of each agreement to June 30, 2023, with necessary updates to payment rates, but with no change to the total aggregate liability for all agreements.

SUMMARY/DISCUSSION:

In April 2015, Natividad conducted a Request for Proposals (RFP) to provide referral of locum tenens physicians. Locum tenens are physicians who temporarily take the place of physicians during periods when physicians (employed or contracted) are not available (e.g., vacation; illness; continuing medical education; etc.) to provide health care services vital to Natividad’s continued operation.

In order to find highly qualified temporary physicians and other locum tenens, such as advanced practitioners, who match the position we are trying to cover and are available on sometimes very short notice, it is necessary to contract with multiple locum tenens agencies. This Agreement allows Natividad to continue utilizing the services needed to provide reliable and quality patient care without interruption.

Locum tenens physicians are treated as independent contractors under California law. Changes in California law have clarified, however, that advanced practitioner locum tenens staff are to be treated as employees, not independent contractors. This amendment adds provisions applicable to locum tenens staff who are now treated as employees under the law.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 9 and renewal and amendment No. 10 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 9 and renewal and amendment No. 10 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 15, 2022.

FINANCING:

There is no financial impact to the County's General Fund or Natividad's Adopted Budget FY22/23.

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, Hospital Director of Physicians, 783-2506
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

SUMO Medical Staffing Agreement through Renewal and Amendment No. 9
Staff Care, Inc. Agreement through Renewal and Amendment No. 10
Medical Doctor Associates, LLC Agreement through Renewal and Amendment No. 9
Jackson & Coker Agreement through Renewal and Amendment No. 10

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

National Association of Children's Hospitals and Related Institution, Inc. Master Participation Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with the National Association of Children's Hospitals and Related Institutions, Inc. for pediatric learning and development services at NMC for an amount not to exceed \$11,800 with an agreement term retroactive from July 1, 2022 through June 30, 2023.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard limitations on liability and limitations on damages provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with the National Association of Children's Hospitals and Related Institutions, Inc. for pediatric learning and development services at NMC for an amount not to exceed \$11,800 with an agreement term retroactive from July 1, 2022 through June 30, 2023.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard limitations on liability and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

Pediatric Learning Solutions provides online courseware targeted to the competencies and skills clinicians need to deliver safe and effective care to the pediatric patients. Staff in the NICU, Pediatrics and Emergency Department will use these interactive courses, which include patient scenarios and job aids to promote effective transition to practice. This education program releases your educators from researching and creating content, giving them time at the bedside with learners providing application of evidence-based principles.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 15, 2022.

FINANCING:

The cost for this agreement is \$11,800, which is included in the Fiscal Year 2022-23 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This education for Nurses will improve the health and quality of care given to the Pediatric patients at Natividad by ensuring that we are giving the best evidenced based care to every patient, therefore improving the health of all the pediatric patients in the community.

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

Prepared by: April Ritchie, Director of Women & Children's Services, 772-7577

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

Attachments:

National Association of Children's Hospitals and Related Institutions, Inc. Master Participation Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Everyone's Harvest Renewal & Amendment 1

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Renewal & Amendment 1 to the agreement (A-14350) with Everyone's Harvest for the operation and management of the certified Farmers' Market at NMC, extending the agreement an 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, and adding \$133,480 for a revised total agreement amount not to exceed \$263,560.

..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 1 to the agreement (A-14350) with Everyone's Harvest for the operation and management of the certified Farmers' Market at NMC, extending the agreement an 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, and adding \$133,480 for a revised total agreement amount not to exceed \$263,560.

SUMMARY/DISCUSSION:

In an ongoing commitment to promote healthy eating and wellness to our patients, employees, and community, NMC desires to partner with Everyone's Harvest, a local non-profit organization, to manage its certified weekly Farmers' Market on its campus. NMC believes that the market is in line with its mission and hospital's tagline of Inspiring Healthy Lives as the market exposes the medically underserved and poorer community to fresh, healthy options at an affordable price.

As NMC does not have experience running a certified Farmers' Market, it decided to partner with Everyone's Harvest, an experienced organization that currently operates the weekly Marina, Pacific Grove, Alisal, and SVMHS Farmers' Markets. NMC feels that Everyone's Harvest continues to be a good partner as they support local farmers, they offer and facilitate Electronic Benefit Transfer (EBT) to allow low income families the ability to purchase fresh produce and accept Woman, Infants, Children (WIC) vouchers for produce at the market.

This agreement is from July 1, 2022 through June 30, 2025 (72 Farmers' Markets over 85 weeks of service). The agreement includes the following: a Market Manager, Program Coordinator, and the Fresh Produce Prescription Program. In addition, the flat rate includes off-site services of the Executive Director and Office Manager.

Market Manager: This individual is responsible for all operational aspects of the market including recruitment of vendors at the market, set up and break down of the market, enforcing the regulatory governmental rules and regulations, managing the farmers' documents and paperwork, and collecting all necessary fees from the farmers.

Program Coordinator: This individual is responsible for marketing the Farmers' Market to the local community adjacent to the hospital and to the county employees in the different departments that share NMC's campus. This individual also coordinates the health and fitness events at the market

to include healthy cooking demonstrations. Additionally, this individual will coordinate the Fresh Produce Prescription.

Fresh Produce Prescription: This program is an innovative partnership between the Health Department clinics and the NMC's Farmers' Market. The program focuses on preventive health care to fight the rise of chronic diseases related to obesity. The doctors in the Health Department clinics will identify and select patients to enroll in the program. The doctors will prescribe fresh fruits and vegetables to overweight patients and direct them to the Natividad Farmers' Market where they can redeem a weekly voucher to spend at the market. This program has been tested in other communities and research has shown an increased consumption of fruits and vegetables as well as improved health status of the participants.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This renewal & amendment 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 15, 2022.

FINANCING:

The cost for this renewal & amendment 1 is \$133,480, of which \$44,493 shall 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:

The Farmers' Market at NMC promotes healthy eating and wellness to our patients, employees, and community. The Farmers' Market also exposes the medically underserved and underprivileged community to fresh, healthy options at an affordable price that is in line with NMC's mission and tagline of Inspiring Healthy Lives.

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

Prepared by: Hillary Fish, Director of Marketing and Community Relations, 783-2693
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

Everyone's Harvest Renewal & Amendment 1
Everyone's Harvest Agreement

Attachments on file with the Clerk of the Board

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary ranges for the classifications of Surgical Technician, Obstetrical Technician, and Senior Obstetrical Technician, as indicated in the attached resolution; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary ranges for the classifications of Surgical Technician, Obstetrical Technician, and Senior Obstetrical Technician, as indicated in the attached resolution; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

SUMMARY/DISCUSSION:

Natividad administration staff requested a compensation study upon approval of the updated Monterey County Compensation Philosophy in December 2021 to check for salary alignment with the newly identified hospital comparable agencies. The Natividad HR Department conducted wage studies with the updated comparable agencies and recommends that the salary ranges for the Surgical Technician, Obstetrical Technician, and Senior Obstetrical Technician classifications be increased as follows based on labor market findings:

Class Title	Current Salary Range (Monthly)	Proposed Salary Range (Monthly)
Surgical Technician	\$4,999-\$6,824	\$5,732-\$7,829
Obstetrical Technician	\$4,191-\$5,721	\$4,416-\$6,032
Senior Obstetrical Technician	\$4,819-\$6,579	\$5,079-\$6,936

The Surgical Technician classification is a single-level classification that assists surgeons and nurses through the performance of a variety of duties in the operating room that require specialized training and experience. Incumbents in this classification scrub in and actively assist surgeons and nurses with operation procedures.

The Obstetrical Technician classification series works under close supervision and assists surgeons and nurses in specialized patient care and treatment in the operating room and labor & delivery rooms. They also perform a variety of non-professional tasks in providing direct patient care to women and infants and clerical tasks. This series consists of two levels, journey and lead.

The wage study is now complete and confirmed the following:

- The classification of Surgical Technician is paid 14.73% below the survey mean
- The classification of Obstetrical Technician is paid 5.43% below the survey mean
- The classification of Senior Obstetrical Technician needs to be adjusted to maintain the existing spread of 15%

Surgical Technician (50U27)

	Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7
Hourly	\$33.072	\$34.890	\$36.809	\$38.834	\$40.969	\$43.018	\$45.169
BiWeekly	\$2,645.73	\$2,791.24	\$2,944.75	\$3,106.70	\$3,277.56	\$3,441.44	\$3,613.51
Monthly	\$5,732	\$6,048	\$6,380	\$6,731	\$7,101	\$7,456	\$7,829

Obstetrical Technician (50U23)

	Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7
Hourly	\$25.478	\$26.880	\$28.358	\$29.917	\$31.563	\$33.141	\$34.798
BiWeekly	\$2,038.26	\$2,150.36	\$2,268.63	\$2,393.39	\$2,525.02	\$2,651.27	\$2,783.84
Monthly	\$4,416	\$4,659	\$4,915	\$5,186	\$5,471	\$5,744	\$6,032

Senior Obstetrical Technician (50U26)

	Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7
Hourly	\$29.300	\$30.911	\$32.612	\$34.405	\$36.297	\$38.112	\$40.018
BiWeekly	\$2,344.01	\$2,472.92	\$2,608.92	\$2,752.40	\$2,903.78	\$3,048.97	\$3,201.42
Monthly	\$5,079	\$5,358	\$5,653	\$5,964	\$6,292	\$6,606	\$6,936

It is therefore recommended the Board of Supervisors approve the proposed action to adjust the salary ranges of the classifications of Surgical Technician, Obstetrical Technician and Senior Obstetrical Technician to ensure that qualified applicants are recruited and retained for these positions that are utilized within various departments of Natividad.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

There is a salary increase of approximately \$138,673 as a result of these actions for Natividad Medical Center (Unit 9600) FY 2022-23 Adopted Budget. This action does not impact the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

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

Attachments:
Resolution

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 and Appendices A and B to create the classification of Trauma Program Director with the salary range as indicated in the attached resolution;
- b. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to approve reallocation/reclassification of a Nursing Services Unit Manager to a Trauma Program Director as indicated by position number in the attached resolution;
- c. Authorize the Auditor-Controller to incorporate the approved changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget;
- d. Direct the County Administrative Office to incorporate the approved position changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget; and
- e. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 and Appendices A and B to create the classification of Trauma Program Director with the salary range as indicated in the attached resolution;
- b. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to approve reallocation/reclassification of a Nursing Services Unit Manager to a Trauma Program Director as indicated by position number in the attached resolution;
- c. Authorize the Auditor-Controller to incorporate the approved changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget;
- d. Direct the County Administrative Office to incorporate the approved position changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget; and
- e. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

SUMMARY/DISCUSSION:

A classification and compensation study was requested and approved on October 14, 2020 to properly classify and compensate the duties being performed by the incumbent since an official review has not been conducted since Natividad received the Level II Trauma Center designation. NMC and the Human Resources Department (HRD) agreed to review and/or revise the job classification to accurately reflect the scope and responsibilities of the position. Through the course of the classification study, it was determined that the Nursing Services Unit Manager classification was not an appropriate match for the duties and responsibilities being performed by the incumbent. The Nursing Services Unit Manager is distinguished as having responsibility for managing an assigned nursing unit at NMC and has overall accountability for supervision of staff, patient care and unit management 24 hours per day, seven days per week. The encumbered position does have responsibility for the administrative oversight of Nurse Practitioners that are assigned to trauma cases as well as professional support and clerical staff assigned to the Trauma service line. This position is also tasked with ongoing development and

oversight of quality assurance program standards and mandated injury prevention education outreach programs. Based on the specialized nature and programmatic requirements of this position, it is recommended that a Trauma Program Director classification be developed. In accordance with the Monterey County Compensation Philosophy, a salary survey was conducted and three comparable positions were not matched within the County's list of comparable agencies resulting in insufficient labor market data to formulate a market-based salary recommendation for the proposed classification of Trauma Program Director. Our recommendation is to set the salary of the newly proposed Trauma Program Director at 5% above that of the Nursing Services Unit Manager maximum step to maintain internal equity and to properly compensate for the differences in nature, scope and complexity that was documented in the course of this classification study.

For these reasons, it is recommended that your Board approve these actions.

OTHER AGENCY INVOLVEMENT:

The Human Resources Department is in the process of reviewing this class study and recommendation.

FINANCING:

This action results in no annualized increase to Natividad Medical Center's adopted budget (Appropriation Unit NMC001) FY 2022-23.

This action has no impact on the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The recommended actions address both the Board of Supervisors' Administration and Health & Human Services Strategic Initiatives and demonstrates NMC's commitment to meet the Board's strategic initiative of attracting, recruiting and retaining a diverse, talented work force that supports the mission of Monterey County.

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

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

Approved by:
Janine Bouyea, Hospital Assistant Administrator, (831) 783-2701
Dr. Charles R. Harris, Hospital Chief Executive Officer, (831) 783-2553

Attachment:
Attachment A
Resolution

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Hospitalist Agreement

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad or his designee to execute each of following Professional Services Agreements with Ian Atkinson MD, Inc.; Cy A. Cedar MD; Claire Hartung MD, Inc.; Adrian Jordan MD, and Natalie LaCorte MD, Inc. to provide hospitalist services each for the period August 26, 2022 to September 30, 2024, and each for an amount to exceed \$300,000; and
- b. Authorize the CEO for Natividad or his designee to sign up to three (3) amendments to these agreements where the total amendments do not exceed 10% (\$30,000) 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 (CEO) for Natividad or his designee to execute the Professional Services Agreements with Ian Atkinson MD, Inc. to provide hospitalist services for the period August 26, 2022 to September 30, 2024, for an amount to exceed \$300,000;
- b. Authorize the CEO for Natividad or his designee to execute the Professional Services Agreements with Cy A. Cedar MD to provide hospitalist services for the period August 26, 2022 to September 30, 2024, to provide hospitalist services for the period August 26, 2022 to September 30, 2024, for an amount to exceed \$300,000;
- c. Authorize the CEO for Natividad or his designee to execute the Professional Services Agreements with Claire Hartung MD, Inc. to provide hospitalist services for the period August 26, 2022 to September 30, 2024, for an amount to exceed \$300,000;
- d.; Authorize the CEO for Natividad or his designee to execute the Professional Services Agreements with Adrian Jordan MD, to provide hospitalist services for the period August 26, 2022 to September 30, 2024, for an amount to exceed \$300,000;
- e. Authorize the CEO for Natividad or his designee to execute the Professional Services Agreements with Natalie LaCorte MD, Inc. to provide hospitalist services for the period August 26, 2022 to September 30, 2024, for an amount to exceed \$300,000; and
- f. Authorize the CEO for Natividad or his designee to sign up to three (3) amendments to these agreements where the total amendments do not exceed 10% (\$30,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad operates medical surgical units and an acute rehabilitation unit that provide direct patient care to hospitalized patients 24 hours a day, 7 days a week. In order to ensure sufficient staffing of these critical units with at least four physicians during the day and one physician at night who are immediately available to provide patient care, it requires a team of internal medicine and family medicine physicians, known as hospitalists. Natividad seek approval of multiple agreements with multiple independent contractor hospitalist physicians to ensure sufficient coverage of this service

Natividad has obtained an independent opinion of fair market value supporting the payment terms.

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 maximum liability of these agreements in the aggregate is \$1,500,000. The actual cost is contingent upon each physician's level of service which fluctuates based on patient volumes and availability. \$750,000 is included in the Fiscal Year 2022/2023 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, 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

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 adding \$322,700 for a revised total agreement amount not to exceed \$825,335.

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 adding \$322,700 for a revised total agreement amount not to exceed \$825,335.

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 Amendment No. 4 also adds \$322,700 of funding to the agreement. Due to an error in the way the overall agreement amount was originally calculated, there are currently insufficient funds to cover the remaining year and a half of services.

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 July 15, 2022.

FINANCING:

The cost of this amendment No. 4 is \$322,700 of which \$211,183 is included in the Fiscal Year 2022-23 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

The Buzz PR, LLC Amendment No. 2

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 with The Buzz PR, LLC for marketing and public relations services, with a \$100,000 increase for a revised total agreement amount not to exceed \$200,000 with no change to the Agreement term (November 1, 2020 through October 31, 2023) or the scope of work.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 with The Buzz PR, LLC for marketing and public relations services, with a \$100,000 increase for a revised total agreement amount not to exceed \$200,000 with no change to the Agreement term (November 1, 2020 through October 31, 2023) or the scope of work.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

The Buzz PR, LLC is a full-service public relations, communications and event agency that is based in Salinas, California. Our lead account director has worked with Natividad marketing and human relations departments for more than a decade to provide public relations and a strong brand presence through social media, events, public relations support, copy writing relationship building, and crisis and reputation management. The Buzz PR, LLC helps the hospital deliver timely and relevant content across several channels to reach a wide audience. In addition to Natividad, The Buzz PR, LLC, provides services to several small and large businesses and organizations throughout Monterey County.

Marketing reports public relations and social media results regularly to the Natividad Board of Trustees.

Support services for communications and events are beneficial to Natividad to establish the hospital as an essential health care provider of choice in our community, and a leader for inspiring healthy lives. Messaging that supports the hospital's marketing, public relations and community relations efforts improves and increases awareness and perception for the Natividad brand across core audiences and Monterey County.

Natividad staff, their family and friends have a strong presence on our social media channels. These key influencers stay informed about Natividad, current events and offerings through the channels of their choice, including events, traditional media, such as newspapers, television and radio, and social media, including, Instagram, Facebook, Twitter, Instagram and YouTube.

Patients, often as members of the Monterey County community, can learn more about Natividad through stories generated through social media and traditional media channels as well as events. The support of The Buzz PR, LLC can generate new patients, diversify payer mix, improve brand preference and perception, facilitate community outreach, improve patient experience and support service lines.

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 July 15, 2022.

FINANCING:

The cost for this Amendment No. 2 is \$100,000 of which \$100,000 is included in the Fiscal Year 2022-23 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement help promote access and awareness to health services.

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

Prepared by: Hillary Fish, Director of Marketing & Community Relations, 783-2693
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

The Buzz PR, LLC Amendment 2
The Buzz PR, LLC Amendment 1
The Buzz PR, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Advanced Gastroenterology of Monterey County, 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 (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services extending the term by twelve months (August 1, 2022 to July 31, 2023) for a revised full agreement term of August 1, 2019 to July 31, 2023, and adding \$650,000 for a revised total not to exceed amount of \$2,600,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.

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 (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services extending the term by twelve months (August 1, 2022 to July 31, 2023) for a revised full agreement term of August 1, 2019 to July 31, 2023, and adding \$650,000 for a revised total not to exceed amount of \$2,600,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for care and treatment of hospitalized patients as well as patients who present to the emergency department and hospital clinics in need of medical care in the specialty of gastroenterology. Natividad has an agreement with Advanced Gastroenterology of Monterey County, for which Mumtaz Tabbaa M.D., a board certified gastroenterologist, provides gastroenterology call coverage in the emergency department, endoscopy procedures and outpatient services in the specialty clinic. Natividad wishes to amend the agreement so that Dr. Tabbaa can continue to provide the services without interruption.

Advanced Gastroenterology of Monterey County is paid a rate for services according to the terms of this agreement. Although the amount of services may increase or decrease due to patient volumes and the need for coverage, the rate of pay remains the same. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$650,000. The total cost of this Agreement is \$2,600,000 for the period August 1, 2019 to July 31, 2023 (48 months). \$650,000 is included in the Fiscal Year 2022/2023 adopted budget, the remaining balance will be budgeted in the subsequent fiscal year. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506
Approved by: Charles R. Harris, Interim 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

Mohamed Kerala Serio, M.D. Fifth Amendment

TITLE:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by twelve months (August 1, 2022 to July 31, 2023) for a revised full agreement term of July 1, 2017 to July 31, 2023, and adding \$610,000 for a revised total not to exceed amount of \$3,710,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by twelve months (August 1, 2022 to July 31, 2023) for a revised full agreement term of July 1, 2017 to July 31, 2023, and adding \$610,000 for a revised total not to exceed amount of \$3,710,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of hospitalized patients and patients who present to the emergency department and outpatient clinic in need of medical care in the specialty of cardiology. Natividad has an agreement with Dr. Serio to provide cardiology call coverage in the emergency department, inpatient consults, daily (Monday through Friday) cardiology services in the outpatient clinic and clinical interpretation services to its cardiology patients. Natividad wishes to amend the current agreement with Dr. Serio so that he can continue to provide the services without interruption.

Dr. Serio is paid a rate for services according to the terms of this agreement. Although the amount of services may increase or decrease due to patient volumes and the need for coverage, the rate of pay remains the same. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$610,000. The total cost for this Agreement is \$3,710,000 (for the period July 1, 2017 to July 31, 2023 (73 months). \$610,000 is included in the Fiscal Year

2022/2023 Adopted Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

Attachments:

- Fifth Amendment
- Fourth Amendment
- Third Amendment
- Second Amendment
- First Amendment
- Agreement

Attachments on file at the Clerk of the Board

FINANCIAL STATEMENTS

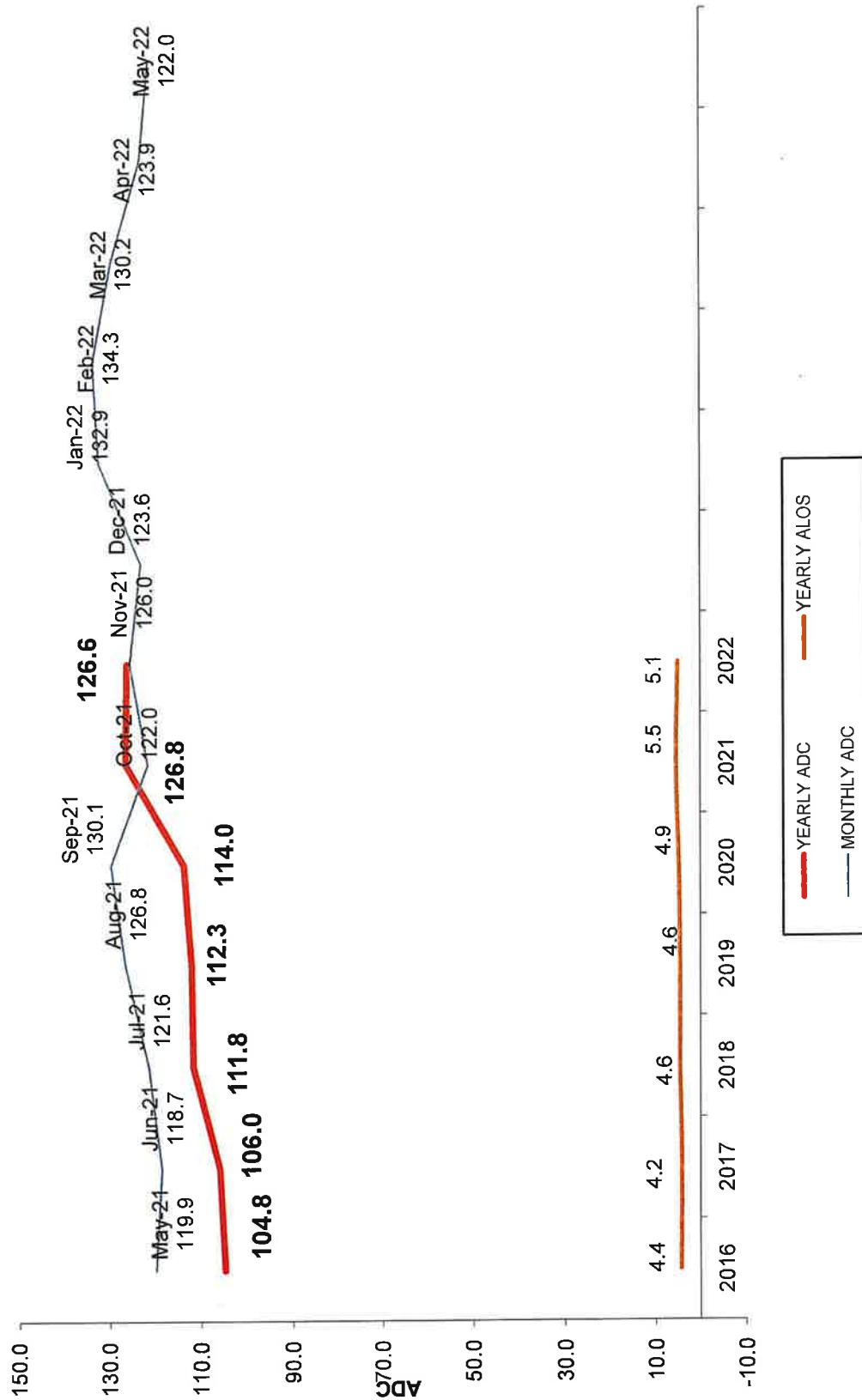
MAY 31, 2022

FINANCIAL STATEMENTS

MAY 31, 2022

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**NATIVIDAD
STATISTICAL REPORT
MAY 31, 2022**

Month-To-Date					Year-To-Date					
03-22	04-22	05-22	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PLY					
1	157	234	253	222	NICU	15	2,400	2,471	2,125	16.28%
	1,925	1,785	1,755	1,586	Med/Surg	57	17,140	19,125	20,197	-5.31%
3	328	233	196	200	ICU	10	2,163	3,266	3,401	-3.97%
4	57	57	63	63	Peds	12	681	750	352	113.07%
5	832	767	819	710	Acute Rehab	28	7,672	8,456	7,819	8.15%
6	321	335	378	281	OB/Gyn	27	3,037	3,615	3,230	11.92%
7	3,620	3,411	3,464	3,062	TOTAL ACUTE	149	33,093	37,683	37,124	1.51%
8	409	307	318	471	Psychiatric	19	5,091	4,722	5,591	-15.54%
9	4,029	3,718	3,782	3,533	TOTAL DAYS	168	38,184	42,405	42,715	-0.73%
10	399	336	333	286	Nursery	18	3,088	3,454	3,143	9.90%
AVERAGE DAILY CENSUS										
11	89.9	88.1	85.3	75.9	Acute	121	75.9	87.2	87.5	-0.34%
12	26.8	25.6	26.4	22.9	Acute Rehab	28	22.9	25.2	23.3	8.15%
13	13.2	10.2	10.3	15.2	Psychiatric	19	15.2	14.1	16.7	-15.57%
14	130.0	123.9	122.0	114.0	TOTAL	168	114.0	126.6	127.5	-0.71%
15	12.9	11.2	10.7	9.2	Nursery	18	9.2	10.3	9.4	9.57%
PERCENTAGE OF OCCUPANCY										
16	74.3%	72.8%	70.5%	62.7%	Acute		62.7%	72.1%	72.3%	-0.3%
17	95.7%	91.4%	94.3%	81.8%	Acute Rehab		81.8%	90.0%	97.1%	-7.3%
18	69.5%	53.7%	54.2%	80.0%	Psychiatric		80.0%	74.2%	87.9%	-15.6%
19	77.4%	73.8%	72.6%	67.9%	TOTAL		67.9%	75.4%	77.7%	-3.1%
20	71.7%	62.2%	59.4%	51.1%	Nursery		51.1%	57.2%	52.2%	9.6%
ADMISSIONS										
21	734	644	660	621	Acute		6,709	7,175	6,552	9.51%
22	65	57	58	56	Acute Rehab		605	608	590	3.05%
23	71	47	59	62	Psychiatric		670	552	552	0.00%
24	870	748	777	739	TOTAL		7,984	8,335	7,694	8.33%
25	239	212	205	172	Nursery		1,857	2,093	1,924	8.78%
26	256	223	221	182	Deliveries		1,966	2,241	1,957	14.51%
DISCHARGES										
27	717	624	648	632	Acute		6,830	6,972	6,428	8.46%
28	67	57	56	62	Acute Rehab		670	615	589	4.41%
29	74	53	52	56	Psychiatric		605	554	549	0.91%
30	858	734	756	750	TOTAL		8,105	8,141	7,566	7.60%
31	225	203	188	153	Nursery		1,657	1,949	1,760	10.74%
AVERAGE LENGTH OF STAY										
32	4.6	5.0	4.9	4.8	Acute(Hospital wide no babies)		4.8	5.1	5.6	-8.93%
33	12.8	13.5	14.1	12.7	Acute Rehab		12.7	13.9	13.3	4.51%
34	2.2	2.6	2.6	2.8	OB/Gyn		2.8	2.6	2.6	0.00%
35	5.8	6.5	5.4	7.6	Psychiatric		7.6	8.6	10.1	-14.85%
36	1.7	1.6	1.6	1.7	Nursery		1.7	1.7	1.6	6.25%
OUTPATIENT VISITS										
37	4,375	4,301	4,723	4,599	Emergency Room		49,697	48,309	37,935	27.35%
38	632	551	579	577	ER Admits		6,234	6,177	5,777	6.92%
39	72.6%	73.7%	74.5%	78.1%	ER Admits as a % of Admissions		78.1%	74.1%	75.1%	-1.30%
40	6,920	5,893	6,058	6,193	Clinic Visits		66,924	65,196	58,601	11.25%
ANCILLARY PROCEDURES BILLED										
41	60,034	56,516	55,560	48,912	Lab Tests		528,565	604,616	573,756	5.38%
42	4,145	3,888	4,025	3,045	Radiology Procedures		32,903	41,351	34,787	18.87%
43	228	247	225	204	MRI Procedures		2,203	2,284	2,217	3.02%
44	113	96	90	150	Nuclear Med Procedures		1,621	1,205	819	47.13%
45	1,387	1,270	1,281	1,134	Ultrasound Procedures		12,256	13,952	12,328	13.17%
46	1,722	2,042	2,083	1,808	CT Scans		19,539	20,475	18,017	13.64%
47	412	343	393	346	Surgeries		3,806	3,914	3,741	4.62%
48	7.46	7.90	7.70	7.87	FTE'S PER AOB		7.87	7.64	8.22	-7.06%
49	1,359.1	1,361.4	1,337.0	1,293.9	TOTAL PAID FTE'S		1,293.9	1,356.9	1,412.4	-3.93%
50	5,657	5,152	5,381	5,095	ADJUSTED PATIENT DAYS		55,065	59,509	57,514	3.47%

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	\$ 76,780,079	\$ 76,970,069	\$ 76,892,666	\$ 72,803,283	\$ 75,655,929	\$ 80,660,342	\$ 76,184,565	\$ 82,584,125	\$ 80,827,544	\$ 78,798,534	\$ -	\$ 857,026,357
2 Pro Fees	2,501,994	3,577,745	2,969,087	3,273,870	4,023,303	3,082,529	3,836,676	3,279,495	7,128,783	2,920,017	4,673,279	-	41,246,778
3 Outpatient	32,818,260	35,889,936	33,282,272	36,626,402	31,043,193	30,438,082	29,570,375	30,484,334	34,565,230	32,303,008	35,293,763	-	382,315,855
4 Total Patient Revenue	112,209,485	116,227,760	113,221,428	116,792,938	107,869,779	109,157,540	114,067,393	109,948,394	124,276,138	116,050,569	118,765,576	-	1,260,589,000
Deductions from revenue													
5 Contractual Deductions	81,597,860	85,314,572	84,910,889	87,630,866	82,220,937	83,163,303	88,482,095	85,688,511	94,269,493	87,333,906	75,919,556	-	936,531,788
6 Bad Debt	6,348,305	5,288,901	5,629,677	3,470,590	1,719,409	2,785,145	905,234	2,191,636	4,539,966	2,252,774	3,093,760	-	38,230,397
7 Unable to Pay	239,324	392,287	375,729	232,691	323,431	276,477	196,758	209,140	694,594	330,042	212,562	-	3,493,075
8 Total Contractual Discounts	88,185,289	90,995,770	90,916,295	91,334,147	84,263,777	86,228,925	89,585,087	88,089,287	99,504,053	89,916,722	79,225,908	-	978,245,260
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	39,539,668	-	282,343,740
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%	33.29%	0.00%	22.40%
Total Government Funding													
11 Other Operating Revenue:	5,241,987	5,559,105	5,241,987	5,450,705	6,780,201	7,000,698	6,597,201	6,941,634	6,291,953	5,467,616	5,686,842	-	66,209,929
12 Rent Income	117,884	121,147	119,521	119,519	119,633	119,632	119,631	119,632	119,632	119,632	119,633	-	1,315,495
13 Interest Income	251,951	251,951	251,951	(149,922)	50,037	150,000	14,678	91,000	91,000	13,524	81,000	-	1,097,170
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	-	660,000
15 Other Income	294,618	312,802	432,232	432,232	431,515	468,989	416,144	455,648	377,571	536,387	417,918	-	4,463,210
16 Total Other Operating Revenue	724,453	745,702	753,077	461,829	661,185	796,601	610,453	726,280	648,203	729,543	678,551	-	7,533,875
17 TOTAL REVENUE	29,980,636	31,536,795	30,300,197	31,371,325	31,027,368	30,725,914	31,659,960	29,527,021	31,714,241	32,331,006	45,905,061	-	356,089,544
EXPENSE													
18 Salaries, Wages & Benefits	16,165,713	16,887,897	16,631,730	16,973,444	16,221,003	16,665,020	17,212,339	16,050,570	17,323,378	17,199,147	16,292,676	-	183,622,917
19 Registry	983,851	595,103	1,270,743	986,970	1,597,614	1,108,107	1,168,394	1,598,294	2,008,604	1,857,064	1,577,100	-	14,731,844
20 Phys/Residents SWB & Contract Fees	4,178,569	4,655,658	3,665,230	3,796,166	3,923,523	4,209,652	4,729,151	4,174,582	4,553,153	4,403,766	4,380,657	-	46,668,107
21 Purchased Services	3,238,042	3,076,178	3,165,590	3,524,173	3,693,543	3,166,947	3,119,062	2,726,426	2,948,346	2,965,668	3,189,644	-	34,823,841
22 Supplies	2,876,061	3,060,028	2,871,177	2,865,042	2,950,631	2,978,712	3,002,218	2,632,679	2,925,678	3,169,396	3,433,763	-	32,791,415
23 Insurance	352,984	352,985	352,984	352,984	352,984	352,985	352,984	352,984	357,464	352,984	352,984	-	3,887,326
24 Utilities and Telephone	316,633	516,886	442,864	421,872	366,015	365,823	236,627	316,266	333,788	393,374	361,673	-	4,073,863
25 Interest Expense	68,997	68,997	68,996	68,996	53,821	53,821	53,821	53,821	53,821	53,821	53,821	-	637,556
26 Depreciation & Amortization	992,314	990,754	997,548	990,817	989,221	1,006,978	1,086,615	970,323	1,041,407	1,091,192	1,045,097	-	11,202,256
27 Other Operating Expense	431,788	437,157	542,867	580,164	539,723	516,789	516,789	496,408	513,381	532,231	556,417	-	5,832,522
28 TOTAL EXPENSE	29,582,982	30,641,643	30,009,749	30,573,452	30,833,952	30,445,768	31,478,000	29,374,357	32,059,040	32,018,672	31,253,832	-	338,271,447
29 NET INCOME(LOSS)	407,654	895,152	290,448	797,873	193,436	280,146	181,960	152,664	(344,799)	312,334	14,651,229	-	17,818,097
Normalization for Extraordinary Items													
30 Kaiser Settlement	-	-	-	-	(1,281,951)	(1,408,710)	(620,000)	(1,350,000)	(700,000)	-	(14,000,000)	-	(14,000,000)
31 Provider Relief Fund	-	-	-	-	(226,263)	(226,263)	(226,263)	(226,263)	(226,263)	(226,263)	(226,263)	-	(5,370,651)
32 American Rescue Plan (ARPA) Rural Fund	-	-	-	-	(208,718)	(208,718)	(208,718)	(208,718)	(208,718)	(208,718)	(208,718)	-	(5,983,841)
33 Families First C-19 Response	-	(317,116)	-	-	(208,718)	(208,718)	(208,718)	(208,718)	(208,718)	(208,718)	(208,718)	-	(1,115,330)
34 Total Extraordinary Items	-	(317,116)	-	(208,718)	(1,518,214)	(1,758,711)	(846,263)	(1,699,947)	(1,049,410)	(226,263)	(14,445,488)	-	(22,069,632)
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	205,741	-	(4,251,735)
35 CAPITAL CONTRIBUTIONS	-	-	-	-	-	-	-	-	-	-	-	-	-
36 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
37 CHANGE IN NET ASSETS	407,654	895,152	290,448	797,873	193,436	280,146	181,960	152,664	(344,799)	312,334	14,651,229	-	17,818,097

**NATIVIDAD
S AND EXPENSES
AS OF MAY 31,**

County Contribution

NATIVIDAD

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

	CURRENT MONTH				YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 122,792,322	\$ 128,030,242	\$ 5,237,920	4.3 %	\$ 73,077,248	\$ 127,330,242	\$ 54,252,994	74.2 %
2	36,483,667	36,483,667	-	-	40,445,618	37,183,667	(3,261,951)	-
3	56,309,970	63,060,550	6,750,580	12.0	49,357,316	63,060,550	13,703,234	27.8
4	11,869,430	18,703,967	6,834,537	57.6	25,562,837	18,703,967	(6,858,870)	(26.8)
5	5,136,104	5,191,574	55,470	1.1	5,263,194	5,191,574	(71,620)	(1.4)
6	4,828,716	4,679,722	(148,994)	(3.1)	4,333,064	4,679,722	346,658	8.0
7	237,420,209	256,149,722	18,729,513	7.9	198,039,277	256,149,722	58,110,445	29.3
8	347,258,402	348,548,962	1,290,560	0.4	338,128,113	348,548,962	10,420,849	3.1
9	(219,404,714)	(220,442,911)	(1,038,197)	(0.5)	(209,247,777)	(220,442,911)	(11,195,134)	(5.4)
10	127,853,688	128,106,051	252,363	0.2	128,880,336	128,106,051	(774,285)	(0.6)
11	210,364,862	209,883,038	(481,824)	(0.2)	212,311,088	209,883,038	(2,428,050)	(1.1)
12	\$ 575,638,759	\$ 594,138,811	\$ 18,500,052	3.2 %	\$ 539,230,701	\$ 594,138,811	\$ 54,908,110	10.2 %
13	19,629,628	20,596,063	966,435	4.9	21,217,426	20,596,063	(621,363)	(2.9)
14	28,775,574	22,368,411	(6,407,163)	(22.3)	9,532,546	22,368,411	12,835,865	134.7
15	107,839,662	116,219,735	8,380,073	7.8	90,244,323	116,219,735	25,975,412	28.8
16	3,817,583	3,817,583	-	-	3,642,205	3,817,583	175,378	4.8
17	14,630,759	15,595,055	964,296	6.6	12,449,764	15,595,055	3,145,291	25.3
18	174,693,206	178,596,847	3,903,641	2.2	137,086,264	178,596,847	41,510,583	30.3
19	3,933,431	3,878,613	(54,818)	(1.4)	4,481,603	3,878,613	(602,990)	(15.5)
20	-	-	-	-	-	-	-	-
21	21,613,806	21,613,806	-	-	25,431,389	21,613,806	(3,817,583)	(15.0)
22	25,547,237	25,492,419	(54,818)	(0.2)	29,912,992	25,492,419	(4,420,573)	(14.8)
23	372,231,445	372,231,445	-	-	372,231,445	372,231,445	-	-
24	3,166,871	17,818,100	14,651,229	(462.6)	-	17,818,100	17,818,100	100.0
25	375,398,316	390,049,545	14,651,229	3.9	372,231,445	390,049,545	17,818,100	4.8
26	\$ 575,638,759	\$ 594,138,811	\$ 18,500,052	3.2 %	\$ 539,230,701	\$ 594,138,811	\$ 54,908,110	10.2 %
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								

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 05/31/22

BALANCE SHEET

	<u>Req. Balance</u>	<u>Accruals</u>	<u>Reclas and Adj</u>	<u>Prior Years Final Rec'n</u>	<u>GPP PRIME/CARES</u>	<u>IGT</u>	<u>Payments</u>	<u>Ending Balance</u>
Medi-Cal Waiver (DSH +SNCF)	\$ 16,562,205	11,005,071	30,579,755	(18,874,485)		27,095,074	(59,577,936)	6,789,685
Hospital Fee	-	916,663					(1,353,493)	(436,830)
Rate Range IGT-CCAH-	(1,161,296)	8,910,000	1,577,371			5,217,406	(12,984,898)	1,558,583
MCMC EPP	8,384,962	12,833,337				8,750,451	(27,015,510)	2,953,240
MCMC QIP	-	19,236,250				8,753,180	(26,518,484)	1,470,946
SB1732	426,268	2,566,663		339,031			(2,644,672)	687,290
AB 915	-	3,366,000						3,366,000
Medical GME	-	-				937,600	(1,758,554)	(820,954)
CARES ACT Funding	180,591	-	2,992,551				(3,218,816)	(45,673)
A/R UCSF & Touro University	-	92,200					(38,600)	53,600
A/R Mee Memorial	-	326,042					(33,413)	292,629
A/R Office Buildings	-	1,347,056					(1,286,247)	60,809
Medical HPE	-	275,000					(305,589)	(30,589)
Interest Accrued Positive Cash	-	2,224,706					(1,974,706)	250,000
Accrued Donations	1,100,478	660,000					(718,157)	1,042,321
A/R Jail-PG&E	-	1,127,226					(1,003,999)	123,227
Health Department	69,629	1,537,235					(1,217,180)	389,684
A/R Watsonville	-	1,000,000						1,000,000
STATE RECEIVABLES	\$ 25,562,837	\$ 67,423,449	\$ 35,149,677	\$ (18,535,454)	\$ -	\$ 50,753,711	\$ (141,650,254)	\$ 18,703,967

P & L

	<u>YTD May-22</u>
Medi-Cal DSH /SNCF/PHYS SPA	\$ 11,484,022
Rate Range IGT-CCAH-	8,910,000
Esperanza Care	(2,291,674)
Family First C-19 Response-FMAP Enhance-	1,115,331
CARES Act Funding	6,954,502
HPE	275,000
Hospital Fee	916,663
MCMC EPP	12,833,337
HD Residency Support	(458,337)
MCMC QIP	19,236,250
AB915	3,366,000
Medicare GME	1,302,172
SB 1732	2,566,663
GOVERNMENT FUNDING INCOME	\$ 66,209,929

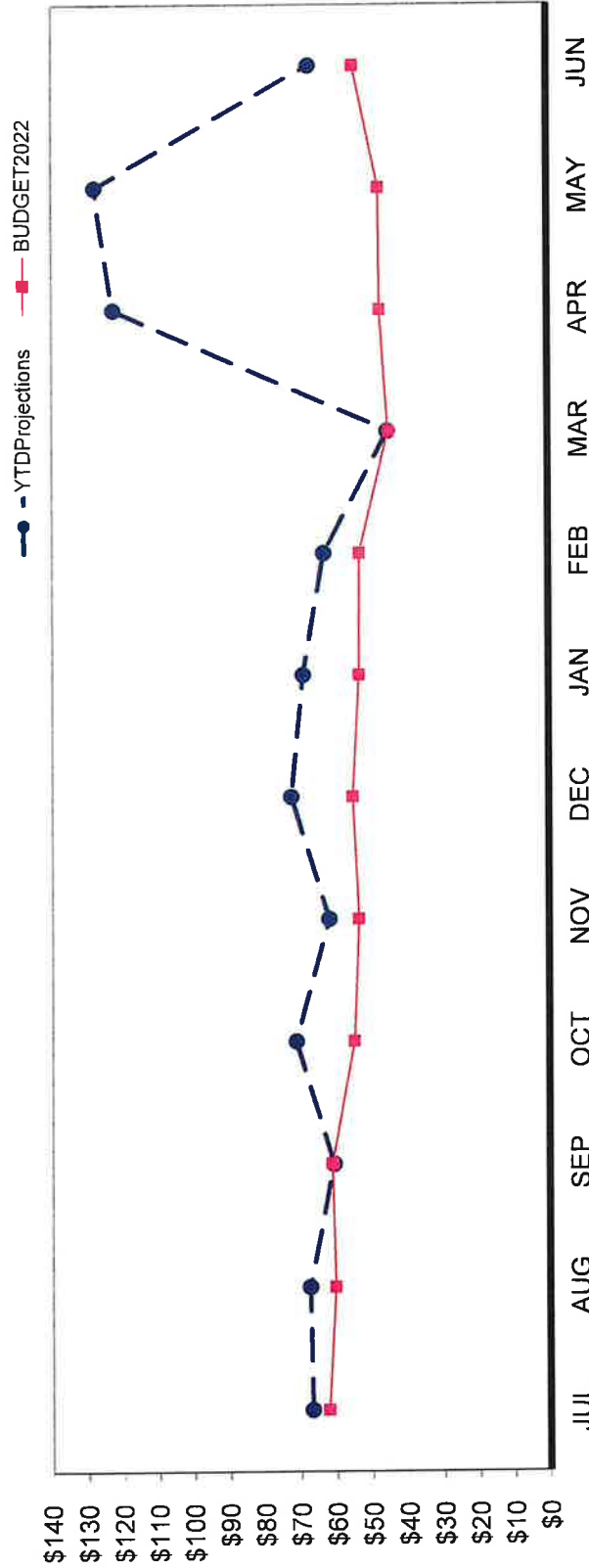
**NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF MAY 31, 2022**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 122,792,322	\$ 73,077,248
2		
3	14,651,229	17,818,100
4	-	-
5	1,038,197	11,195,134
6	15,689,426	29,013,234
7		
8	(6,750,580)	(13,703,234)
9	(6,834,537)	3,961,951
10	93,524	6,858,870
11	966,435	(275,038)
12	(6,407,163)	(621,363)
13	8,380,073	12,835,865
14	-	25,975,412
15	964,296	175,378
16	(9,587,952)	3,145,291
17		38,353,132
18		
19	(1,290,560)	(10,420,849)
20	-	-
21	(1,290,560)	(10,420,849)
22		
23	(54,818)	(4,420,573)
24	481,824	2,428,050
25	-	-
26	427,006	(1,992,523)
27	5,237,920	54,952,994
28	\$ 128,030,242	\$ 128,030,242

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	-	1,115,329	1,115,329
PRF & ARPA Stimulus	-	7,180,765	7,180,765
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>\$ 72,785,671</u>	<u>\$ 9,524,186</u>

Cash Flow Performance Fiscal Year 2022 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	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	59.2	63.4	45.5	122.8	128.0	67.3
BDGT	62.1	60.3	61.2	54.9	53.7	55.3	53.5	53.4	45.2	47.5	47.8	54.9
Variance	4.7	7.1	(0.4)	16.3	8.3	17.2	15.8	10.0	0.3	75.3	80.2	12.4

**NATIVIDAD
CASH FORECAST
FISCAL YEAR 2022**

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