



Finance Committee Meeting 2022

August 12, 2022



Finance Committee Meeting

Friday, August 12, 2022

8:30 AM

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

AGENDA

IMPORTANT NOTICE Regarding COVID 19

In accordance with the State of Emergency proclaimed by Governor Newsom on March 4, 2020, Executive Order N-29-20 issued by Governor Newsom on March 17, 2020 and the Recommendation Regarding Social Distancing Including Remote Meetings of Legislative Bodies, issued by the Monterey County Health Officer on September 22, 2021, Natividad Medical Center ("Natividad") Finance Committee meetings will be held entirely by Zoom. There will be no physical location for these meetings. Committee Members shall participate in the meeting by Zoom.

To participate in this Natividad Finance Committee meeting, the public are invited to observe and address the Committee via Zoom.

The meeting will be conducted via teleconference using the Microsoft Zoom program. This gives the public two options. The public may attend the meeting by phone. Or, the public may attend and observe the Zoom meeting via computer audio.

To participate by phone call use any of these numbers below:

- +1 971 247 1195 US (Portland)
- +1 253 215 8782 US (Tacoma)
- +1 346 248 7799 US (Houston)
- +1 602 753 0140 US (Phoenix)
- +1 720 928 9299 US (Denver)

Enter the Meeting ID number: 961 7495 4866 when prompted. You will then enter the Password: 590310 when prompted.

Or, to attend the Finance Committee meeting by Zoom computer audio click the following link:
<https://natividad.zoom.us/j/96174954866?pwd=cGVUcEJTTU53aGsyd0tJbDRlYUttQT09>

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

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of July 15, 2022 Finance Committee Special Meeting and July 15, 2022 Finance Committee Special Meeting for AB361. *Pages 7-16*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 17-49*

Scheduled Items/Discussion Items

3. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey County Courier Inc dba Sunrise Express to provide delivery services of various medical items between healthcare facilities for an amount not to exceed \$200,000 with an agreement term August 1, 2022 through July 31, 2027.
 - b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.
 - c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance provision within the agreement. *Pages 50-51 (Kristen Aldrich)*
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 First Amendment to the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, extending the term by twelve months (January 1, 2023 to December 31, 2023) for a revised full agreement term of January 1, 2021 to December 31, 2023 and adding \$7,800,000 for a revised not to exceed amount of \$19,800,000 in the aggregate; and
 - b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not exceed 10% (\$1,200,000) of the original contract amount and do not significantly change the scope of work. *Pages 52-53 (Jeanne-Ann Balza)*
5. 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
6. Receive and Approve June 2022 Financial Report. *Pages 54-66* **Daniel Leon, CFO**

Adjournment

**NEXT FINANCE COMMITTEE MEETING
FRIDAY, SEPTEMBER 9, 2022 AT 8:30 A.M.**

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

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



Finance Committee Meeting
Friday, August 12, 2022
Consent Items

Attachment A

1. <i>Pages 17-18</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 Meltwater News US Inc. for news and social media monitoring and media relations platform services at NMC for an amount not to exceed \$8,317 with an agreement term September 1, 2022 through August 31, 2023.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.
2. <i>Pages 19-20</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15773) with Kirby Bates Associates for interim leadership services, extending the agreement an additional one (1) year period (January 1, 2023 through December 31, 2023) for a revised full agreement term of January 1, 2022 through December 31, 2023, and adding \$1,000,000 for a revised total agreement amount not to exceed \$1,300,000.
3. <i>Pages 21-22</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 Experian Health, Inc. for Meditrack Enterprise for access to Medicare DDE Screens services at NMC for an amount not to exceed \$450,000 with an agreement term retroactive to July 1, 2021 through June 30, 2024.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%) (\$45,000) of the original cost of the agreement.
4. <i>Pages 23-24</i>	<ul style="list-style-type: none">a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Allen Radner MD to provide infectious disease physician services, extending the term by twenty-four months (September 1, 2022 to August 31, 2024) for a revised full agreement term of September 1, 2021 to August 31, 2024 and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; andb. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount.
5. <i>Pages 25-26</i>	<ul style="list-style-type: none">a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Second Amendment to the Physician Services Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide retinopathy of prematurity (ROP) screenings services, extending the term by twenty-four months (September 1, 2022 to August 31, 2024) for a revised full agreement term of September 1, 2018 to August 31, 2024 and adding \$90,000 for a revised not to exceed amount of \$270,000 in the aggregate; andb. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3)

	future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$9,000) of the original contract amount.
6. <i>Pages 27-28</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, with no change to the agreement term of July 1, 2018 through December 31, 2023, and adding \$500,000 for a revised total agreement amount not to exceed \$1,725,000.
7. <i>Pages 29-30</i>	Adopt Resolution to: a. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to add one (1.0) FTE allocation of Health Education Assistant as indicated in Attachment A; b. Authorize and direct the Auditor-Controller and the County Administrative Office to incorporate the approved position changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget; and c. Direct the Human Resources Department to implement the changes in the Advantage HRM System.
8. <i>Pages 31-32</i>	a. Authorize the Chief Executive Officer (CEO) for Natividad or his designee to execute each of following Professional Services Agreements with Nathaniel Uchtmann, M.D. to provide pediatric and adult hospitalist physician services, extending the term by twelve months (July 1, 2023 to June 30, 2024) for a revised full agreement term of July 1, 2019 to June 30, 2024, and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; 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% (\$10,000) of the original contract amount and do not significantly change the scope of work.
9. <i>Pages 33-34</i>	a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Francis M. Wright Jr. M.D. to provide obstetrics and gynecology physician services, extending the term by twelve months (July 1, 2023 to June 30, 2024) for a revised full agreement term of July 1, 2021 to June 30, 2024 and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; and b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount.
10. <i>Pages 35-36</i>	Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) a Memorandum of Understanding (MOU) with Salinas Union High School District for the provision by NMC personnel of on-site sports physicals for student athletes of the school district, for no exchange of money, and with an agreement term August 4, 2022 through June 1, 2023.
11. <i>Pages 37-38</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 4 to the agreement (A-13703) with Kit Check, Inc. for pharmacy scanning equipment and web-based software services, extending the agreement an additional three (3) year period (August 15, 2022 through August 14, 2025) for a revised full agreement term of August 15, 2014 through August 14, 2025, and adding \$150,000 for a revised total agreement amount not to exceed \$476,000.
12. <i>Pages 39-41</i>	a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 and Appendices A and B to create the classifications of Cardiac Sonographer and Cardiac Sonographer-Per Diem with the salary ranges as indicated in the attached Resolution; b. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to approve reallocation as

	<p>indicated by position numbers in the attached Resolution;</p> <ul style="list-style-type: none"> 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 new classifications and 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.
13. <i>Pages 42-43</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14289) with Abbott Rapid Diagnostics Informatics, Inc. for software modules related to laboratory testing, extending the agreement term through April 24, 2024 (May 14, 2022 through April 24, 2024) for a revised full agreement term of May 15, 2016 through April 24, 2024, and adding \$35,514 for a revised total agreement amount not to exceed \$300,216.</p>
14. <i>Pages 44-45</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-12966) with Salinas Valley Memorial Healthcare Systems (SVMHS) for laboratory testing services, extending the agreement for an additional four (4) year period (retroactively from November 1, 2021), for a revised full agreement term of July 1, 2015 through October 31, 2025, and adding \$782,000 for a revised total agreement amount not to exceed \$1,899,000.</p>
15. <i>Pages 46-47</i>	<ul style="list-style-type: none"> a. Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) a short-term rental agreement with Brainlab, Inc. for a software-based guided neurosurgery system, for a total amount not to exceed \$200,000. b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.
16. <i>Pages 48-49</i>	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional Services Agreement with Cy A. Cedar MD to provide hospitalist physician services, adding \$650,000 for a revised not to exceed amount of \$750,000 in the aggregate, but with no change to the original agreement term of July 14, 2022 to September 30, 2024; 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% (\$10,000) of the original contract amount.



**Finance Committee Special Meeting
Friday, July 15, 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.

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.

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

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 Consent Item 2, Attachment A, Item 2 – Under title section a. correction on the amount it should reflect “\$312,000” not \$216,000 and title section b. correction on 10% amount should be (\$31,200) not (\$26,000).*
- *Correction on Consent Item 2, Attachment A, Item 5 – Under title misspelled the word “patient” it should read “... NeoGenomics Laboratories, Inc. for patient...” not patent.*
- *Correction on Consent Item 2, Attachment A, Item 11 – Under title section a. missing the word “not” should read “...not to exceed \$300,000...”*

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.

MOTION: *Motion to approve the minutes of June 10, 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

Consent Items

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

MOTION: *Motion to approve Consent Item 2 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 15, moved by Libby Downey, seconded by Dr. 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

3. Receive and Approve May 2022 Financial Report.

Daniel Leon, CFO

MOTION: *Motion to accept the April 2022 Financial Reports moved by Dr. Charles Harris, 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

Adjournment at 8:50am

Recorded by Noemi Ferguson

Marcia Atkinson, Chair



Finance Committee Special Meeting
Friday, July 15, 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 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.
2.	<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 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 \$312,000 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) (\$31,200) of the original cost of the agreement.
3.	<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.	<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.	<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 patient 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.	<p>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);</p> <p>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.</p>
7.	<p>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.</p> <p>b. Approve the NMC Chief Executive Officer’s recommendation to accept non-standard limitations on liability and limitations on damages provisions within the agreement.</p>
8.	<p>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.</p>
9.	<p>Adopt Resolution to:</p> <p>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</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</p>
10.	<p>Adopt Resolution to:</p> <p>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;</p> <p>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;</p> <p>c. Authorize the Auditor-Controller to incorporate the approved changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget;</p> <p>d. Direct the County Administrative Office to incorporate the approved position changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget; and</p> <p>e. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</p>
11.	<p>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 not to exceed \$300,000; and</p>

	<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>
12.	<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>
13.	<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>
14.	<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>
15.	<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 Special Meeting Friday, July 15, 2022

8:25 AM

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

MINUTES

IMPORTANT NOTICE Regarding COVID 19

In accordance with the State of Emergency proclaimed by Governor Newsom on March 4, 2020, Executive Order N-29-20 issued by Governor Newsom on March 17, 2020 and the Recommendation Regarding Social Distancing Including Remote Meetings of Legislative Bodies, issued by the Monterey County Health Officer on September 22, 2021, Natividad Medical Center ("Natividad") Finance Committee meetings will be held entirely by Zoom. There will be no physical location for these meetings. Committee Members shall participate in the meeting by Zoom.

To participate in this Natividad Finance Committee meeting, the public are invited to observe and address the Committee via Zoom.

The meeting will be conducted via teleconference using the Microsoft Zoom program. This gives the public two options. The public may attend the meeting by phone. Or, the public may attend and observe the Zoom meeting via computer audio.

To participate by phone call use any of these numbers below:

- +1 971 247 1195 US (Portland)
- +1 253 215 8782 US (Tacoma)
- +1 346 248 7799 US (Houston)
- +1 602 753 0140 US (Phoenix)
- +1 720 928 9299 US (Denver)

Enter the Meeting ID number: 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.

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

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

Not Present

None

Public Comments (Limited 3 minutes per speaker)

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

Scheduled Items/Discussion Items

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

MOTION: Motion to accept and considering finding, pursuant to AB 361 moved by Libby Downey, seconded by Dr. Marc Tunzi, 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 8:30am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Meltwater News US Inc.

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Meltwater News US Inc. for news and social media monitoring and media relations platform services at NMC for an amount not to exceed \$8,317 with an agreement term September 1, 2022 through August 31, 2023.
- 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 an agreement with Meltwater News US Inc. for news and social media monitoring and media relations platform services at NMC for an amount not to exceed \$8,317 with an agreement term September 1, 2022 through August 31, 2023.
- 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:

Meltwater Services provides news and social media monitoring services in real time. These services will provide Natividad with the ability to monitor the hospital's brand across news, broadcast local, and social media, including Twitter, Facebook, Instagram and others. Analysis includes potential reach, sentiment score, share of voice, advertising value equivalency, top languages, RSS feed, content streams, media exposure, world heat map, trending themes, top publishers and top locations widgets. The service also provides alerts, emails and access to the Meltwater app. In addition, Meltwater Services includes a media relations platform that gives Natividad direct access to media contacts across the United States and ability to email media outreach (pitches, press releases and media advisories) and track open rates.

Meltwater Services expands upon and improves the existing tracking and outreach abilities. It gives Natividad the ability to directly contact media across multiple markets and monitor social media. Currently, Natividad's media monitoring is limited to traditional news outlets only. Natividad marketing reports this information regularly to its Board of Trustees.

In addition to being beneficial for internal reporting purposes, direct access to monitoring and media services makes Natividad's marketing nimbler and better equipped to react in real time to trending media.

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 August 12, 2022.

FINANCING:

The cost for this agreement is \$8,317 which is included in the Fiscal Year 2022-23 Adopted Budget.

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, 783-2553

Attachments:
Meltwater News US Inc. General Terms and Conditions

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Kirby Bates Associates Amendment No. 2

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15773) with Kirby Bates Associates for interim leadership services, extending the agreement an additional one (1) year period (January 1, 2023 through December 31, 2023) for a revised full agreement term of January 1, 2022 through December 31, 2023, and adding \$1,000,000 for a revised total agreement amount not to exceed \$1,300,000.

..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. 2 to the agreement (A-15773) with Kirby Bates Associates for interim leadership services, extending the agreement an additional one (1) year period (January 1, 2023 through December 31, 2023) for a revised full agreement term of January 1, 2022 through December 31, 2023, and adding \$1,000,000 for a revised total agreement amount not to exceed \$1,300,000.

SUMMARY/DISCUSSION:

Hospital & Clinic Management is the continuous process of abiding by legal, ethical, and professional standards applicable to a healthcare organization. Effective hospital & clinic management requires the development of processes, policies, and procedures to define appropriate conduct, educate staff, and monitor adherence to these guidelines. Management encompasses many areas, including patient care, reimbursement, billing, managed care, OSHA, and HIPAA privacy and security.

NMC is requesting that the board allow the scope of the agreement to be modified to allow an individual assigned to Natividad to stay beyond the 720-hour limit in the existing scope to allow continuity of clinical management oversight for the Specialty and Prunedale clinics. The modification will ensure that we are meeting applicable state and PERS regulations.

NMC wishes to amend this agreement to extend the term for an additional one (1) year and add \$1,300,000 as this firm is being retained to provide interim management services currently for four areas until Natividad can identify and hire regular staff.

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 August 12, 2022.

FINANCING:

The cost for this amendment No. 2 is \$1,300,000 of which \$650,000 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:

This action ensures Natividad's compliance with all applicable state and federal laws requiring clinic/RN leadership and that these essential services will remain available to patients and the community.

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

Prepared by: Janine Bouyea, Assistant Administrator, 783-2701
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

Kirby Bates Associates Amendment 2
Kirby Bates Associates Amendment 1
Kirby Bates Associates Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Experian Health, Inc Agreement

Legistar Number: _____

..Title

a.. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Experian Health, Inc. for Meditrack Enterprise for access to Medicare DDE Screens services at NMC for an amount not to exceed \$450,000 with an agreement term retroactive to July 1, 2021 through June 30, 2024.

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%) (\$45,000) 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 Experian Health, Inc. for Meditrack Enterprise for access to Medicare DDE Screens services at NMC for an amount not to exceed \$450,000 with an agreement term retroactive to July 1, 2021 through June 30, 2024.

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%) (\$45,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Experian health provides NMC with web based licensed software which is used to submit claims to insurance companies and identify self-pay patients who might have qualified for Medi-Cal reimbursement to the hospital. As part of the billing process, NMC must submit claims within a certain number of days after the patient services have been rendered. This system provides a daily crosscheck of patients to the Medi-Cal system as well as other various insurances. This system with its platform upgrade also provides electronic remittance advices from the insurances, direct access to Medicare claims for checking status of claims, and claim acceptance files from insurances.

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 August 12, 2022.

FINANCING:

The cost for this agreement is \$450,000 of which \$150,000 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:

Improve health and quality of life through County supported policies, programs and services, promoting access to equitable opportunities for health choices and health environments in collaboration with communities.

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

Prepared by: Tracy Short, Director Patient Financial Services, 783-2347

Approved by: Charles R. Harris, Chief Executive Officer, 783-2875

Attachments:

Experian Health, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Allen Radner MD First Amendment

..Title

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Allen Radner MD to provide infectious disease physician services, extending the term by twenty-four months (September 1, 2022 to August 31, 2024) for a revised full agreement term of September 1, 2021 to August 31, 2024 and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Allen Radner MD to provide infectious disease physician services, extending the term by twenty-four months (September 1, 2022 to August 31, 2024) for a revised full agreement term of September 1, 2021 to August 31, 2024 and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of patients who present to the emergency department and patients who are admitted to the hospital in need of medical care in the specialty of infectious diseases. Natividad has an agreement Allen Radner MD to provide 24/7 emergency department call coverage, inpatient consultations as well as outpatient services to NIDO clinic patients and oversight to the infection control department practices and policies. Natividad wishes to amend the current agreement with Dr. Radner to extend the term an additional twenty-four (24) months so that he can continue to provide these critical services without interruption.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$200,000. The total cost of this Agreement is \$300,000 for the period September 1, 2021 to August 31, 2024. \$100,000 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

Attachments:
First Amendment
Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Lucile Salter Packard Children's Hospital Second Amendment

..Title

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Second Amendment to the Physician Services Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide retinopathy of prematurity (ROP) screenings services, extending the term by twenty-four months (September 1, 2022 to August 31, 2024) for a revised full agreement term of September 1, 2018 to August 31, 2024 and adding \$90,000 for a revised not to exceed amount of \$270,000 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% (\$9,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Second Amendment to the Physician Services Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide retinopathy of prematurity (ROP) screenings services, extending the term by twenty-four months (September 1, 2022 to August 31, 2024) for a revised full agreement term of September 1, 2018 to August 31, 2024 and adding \$90,000 for a revised not to exceed amount of \$270,000 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% (\$9,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad operates a Level III Neonatal Intensive Care Unit (NICU) that provides stabilization of the initially ill newborn and intermediate intensive care as well as continuing care for growing newborns. Retinopathy of prematurity (ROP) is a potentially blinding disease caused by abnormal development of retinal blood vessels in premature infants.

Natividad has an agreement with LPCH to provide specialized physicians for the initial evaluation of high risk premature infants in the NICU in accordance with the American Academy of Ophthalmology. Natividad wishes to amend the agreement to extend the term so that LPCH can continue to provide this critical service for its patients.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$90,000. The total cost of this Agreement is \$270,000 for the period September 1, 2018 to August 31, 2024. \$45,000 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

Attachments:
Second Amendment
First Amendment
Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Spin Recruitment Inc. Amendment No. 4

Legistar Number:

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, with no change to the agreement term of July 1, 2018 through December 31, 2023, and adding \$500,000 for a revised total agreement amount not to exceed \$1,725,000.

..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. 4 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, with no change to the agreement term of July 1, 2018 through December 31, 2023, and adding \$500,000 for a revised total agreement amount not to exceed \$1,725,000.

SUMMARY/DISCUSSION:

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

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 12, 2022.

FINANCING:

The cost for this amendment No. 4 is \$500,000 of which \$500,000 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 provide the additional support NMC needs to fill hard to fill healthcare positions in order to continue providing reliable and quality patient care to NMC patients.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 783-2701
Approved by: Charles R. Harris, M.D., Chief Executive Officer, 783-2553

Attachments:

Spin Recruitment Inc. Amendment No. 4
Spin Recruitment Inc. Amendment No. 3
Spin Recruitment Inc. Amendment No. 2
Spin Recruitment Inc. Amendment No. 1
Spin Recruitment Inc. Agreement

Attachments on file with the Clerk of the Board

..Title

Adopt Resolution to:

- a. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to add one (1.0) FTE allocation of Health Education Assistant as indicated in Attachment A;
- b. Authorize and direct the Auditor-Controller and the County Administrative Office to incorporate the approved position changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget; and
- c. 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 Natividad (Unit 9600) FY 2022-23 Adopted Budget to add one (1.0) FTE allocation of Health Education Assistant as indicated in Attachment A;
- b. Authorize and direct the Auditor-Controller and the County Administrative Office to incorporate the approved position changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget; and
- c. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

SUMMARY/DISCUSSION:

The Natividad Medical Foundation has been the award recipient of a grant, Song-Brown, for our residency program that supports the employment of substance use navigators (SUNs) that educate and help Natividad patients access evidence-based treatment for substance use disorders with a focus on low-threshold access to medication for addiction treatment (MAT). SUNs conduct outreach and actively identify patients, conduct brief initial assessments, explain MAT programs and services to patients, coordinate appointments for MAT clinics, serve as a resource/coach for program participants and advocate for culture change in the hospital. This grant has been awarded to Natividad Medical Foundation for FY 22-23, June 30, 2022 through June 29, 2023 and supports the hiring of one (1.0) FTE Health Education Assistant for the limited term of July 1, 2022 (or later dependent on approval and date of hire) through June 29, 2023.

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

OTHER AGENCY INVOLVEMENT:

None.

FINANCING:

This action results in an annualized increase of approximately \$117,580 to Natividad Medical Center's adopted budget (Appropriation Unit NMC001) FY 2022-23 which will be reimbursed through the transfer of the grant funds.

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 Nathaniel Uchtmann, M.D. to provide pediatric and adult hospitalist physician services, extending the term by twelve months (July 1, 2023 to June 30, 2024) for a revised full agreement term of July 1, 2019 to June 30, 2024, and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; 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% (\$10,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

a. Authorize the Chief Executive Officer (CEO) for Natividad or his designee to execute each of following Professional Services Agreements with Nathaniel Uchtmann, M.D. to provide pediatric and adult hospitalist physician services, extending the term by twelve months (July 1, 2023 to June 30, 2024) for a revised full agreement term of July 1, 2019 to June 30, 2024, and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; 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% (\$10,000) 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, it requires a team of internal medicine and family medicine physicians, known as hospitalist who are immediately available to provide patient care. Natividad would like to amend its existing agreement with Dr. Uchtmann to add the provision of adult hospitalist services. 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 cost of this amendment is \$200,000. The total not to exceed amount of this agreement is \$300,000 for the period July 1, 2019 to June 30, 2024. The actual cost is contingent Dr. Uchtmann's level of service which fluctuates based on patient volumes and his availability. \$100,000 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:

Third Amendment
Second Amendment
First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Francis M. Wright MD First Amendment

..Title

a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Francis M. Wright Jr. M.D. to provide obstetrics and gynecology physician services, extending the term by twelve months (July 1, 2023 to June 30, 2024) for a revised full agreement term of July 1, 2021 to June 30, 2024 and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; and

b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Francis M. Wright Jr. M.D. to provide obstetrics and gynecology physician services, extending the term by twelve months (July 1, 2023 to June 30, 2024) for a revised full agreement term of July 1, 2021 to June 30, 2024 and adding \$200,000 for a revised not to exceed amount of \$300,000 in the aggregate; and

b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount.

SUMMARY/DISCUSSION:

In order to meet the scheduling needs of Natividad's busy labor and delivery unit with over 200 deliveries per month and various outpatient clinics, it requires a team of obstetrics and gynecology (OBGYN) physicians including employed and independent contractor physicians. Natividad has an agreement with Dr. Wright to provide OBGYN services from time to time as needed. Natividad wishes to amend the agreement to extend the term by twelve months so that Dr. Wright can continue to provide these critical services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$200,000. The total cost of this Agreement is \$300,000 for the period July 1, 2021 to August 31, 2024. \$100,000 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

First Amendment

Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

MOU with Salinas Union High School District for Sports Physicals

Legistar Number: _____

..Title

Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) a Memorandum of Understanding (MOU) with Salinas Union High School District for the provision by NMC personnel of on-site sports physicals for student athletes of the school district, for no exchange of money, and with an agreement term August 4, 2022 through June 1, 2023.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) a Memorandum of Understanding (MOU) with Salinas Union High School District for the provision by NMC personnel of on-site sports physicals for student athletes of the school district, for no exchange of money, and with an agreement term August 4, 2022 through June 1, 2023.

SUMMARY/DISCUSSION:

Natividad's Family Medicine Residency Program has partnered with the Salinas Union High School District to provide pre-participation screenings, also known as sports physicals, for its student athletes at no cost to the school district.

This event is mutually beneficial for Natividad and the Salinas Union High School District. Our Natividad Family Medicine residents gain sports medicine experience under the supervision of our Residency faculty, and the high school students get access to on-site pre-participation athletic screenings. Many of these students have working parents who have difficulty bringing them to an extra doctor's appointment for this required preparticipation screening, so this improves their access to healthy physical activity through participation in school sports programs. It also provides an opportunity to identify health concerns and bring them to the attention of the student's parent and primary care physician.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this MOU as to form. The MOU has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 12, 2022.

FINANCING:

There is no cost associated with this MOU.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Natividad is offering sports physicals to local students which ensures they are physically capable of participating in sports in a safe manner.

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

Prepared by: Dr. Melissa Nothnagle, Director of Family Medicine Residency, 783-2582
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:
MOU with Salinas Union High School District

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Kit Check, Inc. Renewal & Amendment No. 4

Legistar Number: _____

..Title

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 4 to the agreement (A-13703) with Kit Check, Inc. for pharmacy scanning equipment and web-based software services, extending the agreement an additional three (3) year period (August 15, 2022 through August 14, 2025) for a revised full agreement term of August 15, 2014 through August 14, 2025, and adding \$150,000 for a revised total agreement amount not to exceed \$476,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 4 to the agreement (A-13703) with Kit Check, Inc. for pharmacy scanning equipment and web-based software services, extending the agreement an additional three (3) year period (August 15, 2022 through August 14, 2025) for a revised full agreement term of August 15, 2014 through August 14, 2025, and adding \$150,000 for a revised total agreement amount not to exceed \$476,000.

SUMMARY/DISCUSSION:

Kit Check provides scanning equipment and web-based software which enables NMC to automate its medication kit and tray processing. Replacing error prone manual processes. Kit Check supplies equipment consisting of 1 scanning station, 1 RFI printer suitable for printing the Kit Check RFID labels, and 1 desktop barcode scanner which is used in conjunction with Kit Check's web-based kit processing software. Kit Check also supplies NMC with the RFID labels and tags suitable for use with the RFID printer which come in two forms, a regular tag used on various surfaces and a metal-mount tag can be used specifically to affix to metal surfaces.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal & amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal & amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 9, 2022.

FINANCING:

The cost for this renewal & amendment No. 4 is \$150,000 of which \$50,000 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:

Kit Check improves the safety of the hospital's medication kit and tray process.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services

Prepared by: Jason Warren, Director of Pharmacy, 772-7720
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

Kit Check Renewal & Amendment No. 4
Kit Check Amendment No. 3
Kit Check Amendment No. 2
Kit Check Renewal and Amendment No. 1
Kit Check Agreement

Attachments on file with the Clerk of the Board

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 and Appendices A and B to create the classifications of Cardiac Sonographer and Cardiac Sonographer-Per Diem with the salary ranges as indicated in the attached Resolution;
- b. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to approve reallocation as indicated by position numbers 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 new classifications and 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 classifications of Cardiac Sonographer and Cardiac Sonographer-Per Diem with the salary ranges as indicated in the attached Resolution;
- b. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to approve reallocation as indicated by position numbers 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 new classifications and 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:

In the past couple of years, Natividad has expanded our Cardiology service line to include adding five expert cardiologists that provide a wide range of cardiac services in an outpatient setting. The Cardiology Clinic offers everything from preventive care to testing and monitoring to the treatment of heart conditions and vascular disease. At appointments, the overall health and specific conditions are evaluated and assessed using some of the typical diagnostic tests, which may include:

- **Echocardiogram.** Also known as an echo, an echocardiogram looks at the anatomy of the heart using ultrasound technology.
- **Stress test.** A stress test measures the heart's ability to respond to external stress, such as exercise on a treadmill, stress echo and cardiac nuclear procedures.
- **Electrocardiogram.** Often called an EKG or ECG, an electrocardiogram graphs the electrical activity and timing of the heartbeat.

Heart disease is the #1 cause of death in the U.S. Cardiologists are doctors who specialize in

preventing and treating diseases of the heart and blood vessels.

Natividad has had to shut down cardiac sonography in the past week and has been unable to provide this service to the community due to difficulties with recruiting and retaining qualified support staff. It is important to recruit staff with industry certifications that ensure the accurate usage of the testing equipment to capture the data and images needed for the Cardiologists to use for diagnosis. Cardiac sonography is a specialized field that focuses on images of the heart and major vessels. Those that have the knowledge, skills and abilities are not attracted to the current generic classification of Sonographer. All our comparable agencies that have a cardiology service line employ Cardiac Sonographers and require employees to hold ARDMS, CCI or ARRT certification.

The Sonographer classification series is distinguished by its usage of the specialized knowledge of ultrasonography techniques to conduct exams of patients. Cardiac sonography is a specialty within the field of diagnostic medical sonography which focuses on heart and major vessels. Natividad's existing classification specifications are only reflective of sonography performed within the Ultrasound Department and do not address cardiac sonography performed within the Respiratory Therapy Department.

Subject matter experts from both Ultrasound and Respiratory Therapy departments were asked to review the existing classification specifications and both departments confirmed that current specs are reflective of the duties, knowledge, skills, and abilities (KSAs) and examples of education and experience for positions within the Ultrasound department only. The current classification specification does not accurately identify the appropriate supervision, examples of duties, the specialized knowledge, skills, and abilities nor the appropriate licensure requirements for individuals that perform cardiac sonographic examinations within the Respiratory Therapy department. Individuals performing cardiac sonography are working under the direction of a Cardiologist and focus primarily on the heart and major vessels. Typically, registry staff that is contracted to perform this type of work must possess and maintain licensure as either a Registered Diagnostic Cardiac Sonographer (RDCS) with American Registry for Diagnostic Medical Sonography (ARDMS) or a Registered Cardiac Sonographer (RCS) with Cardiovascular Credentialing International (CCI) and have two (2) years of training and/or experience that has resulted in demonstrated competence in cardiac sonographic examinations, including procedures. Information will be requested from each comparable agency to determine if there are separate classifications for medical sonography and cardiac sonography.

A classification/compensation study was conducted and concluded to create classifications that appropriately classify and compensate cardiac sonography duties performed at Natividad. A per-diem classification is also proposed to assist with identifying qualified staff that is immediately available to address the fluctuations in census and shift coverages to ensure that the service line is never interrupted due to staffing issues.

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

OTHER AGENCY INVOLVEMENT:

The Human Resources Department and the Civil Rights Office has reviewed the

recommendation. The Service Employees International Union (SEIU) Local 521 was notified and concurs with the recommendations.

FINANCING:

Approval of the above actions has no impact on the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This recommendation supports the Board of Supervisors' Strategic Initiatives by providing consistent, high-quality patient care through County & hospital supported programs, and promoting access to equitable services to improve the health of patients in the community.

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

Prepared by:

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

Approved by:

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

Attachments:

Resolution

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Abbott Rapid Diagnostics Informatics, Inc. Renewal and Amendment No. 3

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14289) with Abbott Rapid Diagnostics Informatics, Inc. for software modules related to laboratory testing, extending the agreement term through April 24, 2024 (May 14, 2022 through April 24, 2024) for a revised full agreement term of May 15, 2016 through April 24, 2024, and adding \$35,514 for a revised total agreement amount not to exceed \$300,216.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14289) with Abbott Rapid Diagnostics Informatics, Inc. for software modules related to point-of-care/bedside lab testing, extending the agreement term through April 24, 2024 (May 14, 2022 through April 24, 2024) for a revised full agreement term of May 15, 2016 through April 24, 2024, and adding \$35,514 for a revised total agreement amount not to exceed \$300,216.

SUMMARY/DISCUSSION:

RALS (Abbott Rapid Diagnostics Informatics Division) is data management software for point-of-care testing. RALS software (formerly Alere) is used by >50% of acute care hospitals in the U.S. as a data repository for nurse operator identification, quality control results and patient testing results. The RALS system acts as an interface so that all point-of-care results are immediately and electronically transmitted from the testing devices to electronic health record (EMR).

Natividad currently uses the RALS software system for four types of point-of-care analyzers and hundreds of bedside tests monthly: HemoCue (hemoglobin), Abbott i-STAT (blood gases), Siemens Clinitek (urinalysis and pregnancy tests), and Nova StatSensor (creatinine and glucose testing). Previously, data from the testing analyzers was entered manually into EMR by the nursing staff, resulting in data entry errors, clerical errors, and lost charges/revenue. The RALS software allows for the electronic transfer of orders, results, operator tracing, quality control tracking, and automatic billing.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 12, 2022.

FINANCING:

The cost for this renewal and amendment No. 3 is \$35,514 which is included in the Fiscal Year 2022-23 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Abbott Rapid Diagnostics Informatics, Inc. software improves data processing at NMC by eliminating manual entry of patient test data into EMR. This improvement brings improved technological capabilities and functionality to NMC which directly contributes to a more efficient and effective use of resources within the organization, thus improving the quality of life for County residents.

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

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

Attachments:
Abbott Rapid Diagnostics Informatics, Inc. Renewal and Amendment 3
Alere Informatics Inc Amendment 2
Alere Informatics Inc Amendment 1
Alere Informatics Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Salinas Valley Memorial Healthcare Systems Renewal & Amendment No. 3

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-12966) with Salinas Valley Memorial Healthcare Systems (SVMHS) for laboratory testing services, extending the agreement for an additional four (4) year period (retroactively from November 1, 2021), for a revised full agreement term of July 1, 2015 through October 31, 2025, and adding \$782,000 for a revised total agreement amount not to exceed \$1,899,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-12966) with Salinas Valley Memorial Healthcare Systems (SVMHS) for laboratory testing services, extending the agreement for an additional four (4) year period (retroactively from November 1, 2021), for a revised full agreement term of July 1, 2015 through October 31, 2025, and adding \$782,000 for a revised total agreement amount not to exceed \$1,899,000.

SUMMARY/DISCUSSION:

Salinas Valley Memorial Hospital has provided laboratory services for NMC since 2010. This agreement has been in place for Histology processing services for Anatomic Pathology. Physicians send tissue and cellular material to the NMC Anatomic Pathology Laboratory for disease diagnosis. First, extensive Histology processing requires licensed employees and special equipment to transform the tissue samples into fixed paraffin blocks, then stained representations on microscope slides. SVMH acts as a NMC partner to process the samples daily, with final samples returned to NMC's Pathologists for interpretation and reporting within 24 hours.

An analysis of recent 'block' volume increases reflects a change in Pathology leadership following retirement. Current Pathology physicians have updated their practice to follow industry standards for high quality patient care. This best practice recommends an increase in sampling for various types of tissue and cellular material for diagnosis of disease states.

The delay in renewing and amending this agreement with SVMH was due to an internal review of the increased costs for SVMH's services resulting from an increase to the unit fees charged by SVMH. While a renewal and amendment for services from SVMH is requested at this time, NMC has also entered into an agreement with another vendor for the same services who offers more competitive fees for services and is now contracted for the majority of the pathology testing moving forward.

OTHER AGENCY INVOLVEMENT:

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

of Trustees on August 12, 2022.

FINANCING:

The cost for this renewal & amendment No. 3 is \$782,000, of which \$110,000 is included in the Fiscal Year 2022-23 Adopted Budget. Future costs will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The laboratory support services provided by SVMHS helps in supporting the health and human services strategic initiative. The histology processing provided by Salinas Valley Memorial Healthcare Systems has helped provide the necessary support that NMC otherwise could not provide, allowing NMC to provide Anatomic Pathology service to patients.

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

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

Approved by: Charles Harris, Chief Executive Officer, 831-783-2553

Attachments:

- Salinas Valley Memorial Healthcare Systems Renewal & Amendment 3
- Salinas Valley Memorial Healthcare Systems Amendment 2
- Salinas Valley Memorial Healthcare Systems Amendment 1
- Salinas Valley Memorial Healthcare Systems Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Brainlab, Inc. Short-Term Guided Neurosurgery System Rental Agreement Legistar Number:

..Title

- a. Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) a short-term rental agreement with Brainlab, Inc. for a software-based guided neurosurgery system, for a total amount not to exceed \$200,000.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) a short-term rental agreement with Brainlab, Inc. for a software-based guided neurosurgery system, for a total amount not to exceed \$200,000.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.

SUMMARY/DISCUSSION:

Brainlab neurosurgery systems are designed for both routine and complex surgical procedures, with intuitive user interfaces and automated workflows. Groundbreaking Elements applications help surgeons make the most of patient data during preoperative planning and even intraoperatively. With its sophisticated and flexible navigation tools, surgeons have the ability to log the patient's reference points regardless of the patient's position, reducing the need for additional scans which reduces cost as well as additional radiation exposure. The tools allow for detailed visualizations which are tailored to show only clinically relevant data allowing the surgeon to focus on what's necessary for their work. Automated data selection and layout composition are designed to reduce screen interaction to lessen distractions.

Natividad is renting the "Curve" system platform which is designed to be compatible with future add-on technology which makes it an ideal platform to start with. The Curve platform also offers the freedom to position the display and the camera anywhere the surgeon needs for the procedure.

Natividad has been negotiating a larger and more complex lease agreement with Brainlab for this equipment. However, there were several neurosurgical cases that arose which Natividad was unable to accommodate without the system on site, therefore, the parties agreed to setup a temporary short term rental agreement which enabled Natividad to obtain the needed system and operate without having to turn patients away while the larger agreement is still under negotiation. This short-term rental agreement was established in conjunction with County Counsel's office. It does not contain a start nor end date. Services are rendered on an as-needed basis at the request of Natividad as cases arise. The termination of this short-term agreement will be acknowledged when the larger lease agreement is finalized.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this rental agreement as to form, and the

Auditor-Controller has reviewed and approved as to payment provisions. The rental agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 12, 2022.

FINANCING:

The cost for this rental agreement is \$200,000, all of which is included in the Fiscal Year 2022-23 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Use of the Brainlab neuronavigational system enables surgeons to perform more complex and advanced brain surgeries and provides a sophisticated toolset to greatly assist the surgeons during surgeries. This enhances and optimizes patient care at Natividad.

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

Prepared by: Wally Sayles, Director of Surgical Services, 772-7772

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

Attachments:

Brainlab Inc. Rental Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cy A. Cedar MD First Amendment

..Title

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional Services Agreement with Cy A. Cedar MD to provide hospitalist physician services, adding \$650,000 for a revised not to exceed amount of \$750,000 in the aggregate, but with no change to the original agreement term of July 14, 2022 to September 30, 2024; 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% (\$10,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional Services Agreement with Cy A. Cedar MD to provide hospitalist physician services, adding \$650,000 for a revised not to exceed amount of \$750,000 in the aggregate, but with no change to the original agreement term of July 14, 2022 to September 30, 2024; 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% (\$10,000) of the original contract amount.

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, it is necessary to develop and sustain a core team of quality internal medicine and family medicine physicians, known as hospitalists, made up of employed and independent contract physicians who are immediately available to provide patient care.

Natividad would like to amend its agreement with Dr. Cedar to provide hospitalist services to add Associate Medical Director Services and increase the aggregate amount payable in consideration of the increased amount of services provided due to patient volumes and the need for coverage. Natividad has obtained an independent opinion of fair market value supporting the payment terms.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$650,000. The total not to exceed amount of this Agreement is \$750,000 for the period July 14, 2022 to September 30, 2024. The actual cost is contingent upon the need for coverage and Dr. Cedar's availability to provide services. \$350,000 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

Attachments:
First Amendment
Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey County Courier Inc dba Sunrise Express Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey County Courier Inc dba Sunrise Express to provide delivery services of various medical items between healthcare facilities for an amount not to exceed \$200,000 with an agreement term August 1, 2022 through July 31, 2027.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance provision 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 Monterey County Courier Inc dba Sunrise Express to provide delivery services of various medical items between healthcare facilities for an amount not to exceed \$200,000 with an agreement term August 1, 2022 through July 31, 2027.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance provision within the agreement.

SUMMARY/DISCUSSION:

Natividad utilizes a contracted courier to pick-up and to deliver lab specimens, pharmaceuticals, and medical supplies, primarily after normal business hours and on weekends when the FTE Courier is not typically working. These runs are directly related to patient care and are critical for the hospital.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement 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 August 12, 2022.

FINANCING:

The cost for this agreement is \$100,000 of which \$20,000 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 types of courier services utilized under this agreement contribute to better patient care.

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

Prepared by: Kristen Aldrich, Hospital Purchasing & Materials Support Director, 783-2627
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

Monterey County Courier Inc dba Sunrise Express Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey Anesthesia Professionals First Amendment

..Title

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, extending the term by twelve months (January 1, 2023 to December 31, 2023) for a revised full agreement term of January 1, 2021 to December 31, 2023 and adding \$7,800,000 for a revised not to exceed amount of \$19,800,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not exceed 10% (\$1,200,000) of the original contract amount and do not significantly change the scope of work.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, extending the term by twelve months (January 1, 2023 to December 31, 2023) for a revised full agreement term of January 1, 2021 to December 31, 2023 and adding \$7,800,000 for a revised not to exceed amount of \$19,800,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not exceed 10% (\$1,200,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad must arrange for the provision of professional consultation and treatment of patients of its five operating rooms, including a physician that is in-house and immediately available 24 hours a day and a back-up physician that is available on-call 24 hours a day in accordance with American College of Surgeons (ACS) guidelines for a Level II Trauma Center; 24 hours a day anesthesia services within the hospital's labor and delivery suites; and anesthesia services such as airway management (intubations), central line insertion and acute postoperative pain management. MAP also provides a physician to serve as medical director for general administration and oversight of the anesthesia services.

Natividad wishes to amend the existing agreement to make adjustments to the compensation arrangements due to market demand, extend the term and add funds to the aggregate amount payable so that the group can continue to provide these critical anesthesia services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this amendment is \$7,800,000. The total not to exceed amount of this agreement is \$19,800,000 for the period January 1, 2021 to December 31, 2023 (36 months). \$7,800,000 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.

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

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

Attachments:

First Amendment

Agreement

Attachments on file at the Clerk of the Board

FINANCIAL STATEMENTS

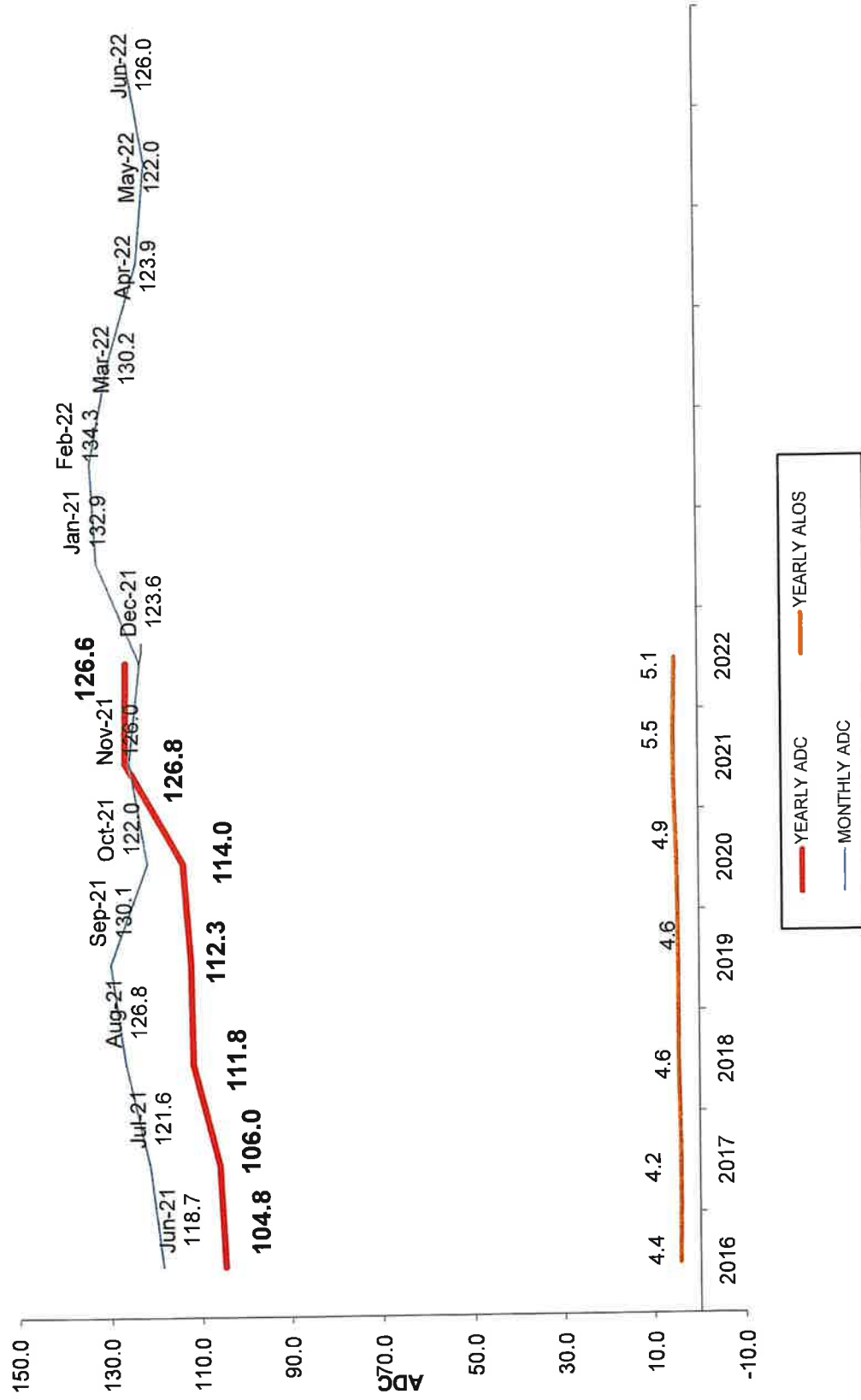
JUNE 30, 2022

FINANCIAL STATEMENTS

JUNE 30, 2022

I N D E X

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



**NATIVIDAD
STATISTICAL REPORT
JUNE 30, 2022**

Month-To-Date					Year-To-Date					
04-22	05-22	06-22	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/YP					
1	234	253	246	215	NICU	15	2,615	2,717	2,293	18.49%
	1,785	1,751	1,895	1,535	Med/Surg	57	18,675	21,016	21,840	-3.77%
3	233	196	207	194	ICU	10	2,357	3,473	3,568	-2.66%
4	57	63	75	61	Peds	12	742	825	386	113.73%
5	767	819	781	687	Acute Rehab	28	8,359	9,237	8,565	7.85%
6	335	379	329	272	OB/Gyn	27	3,309	3,945	3,517	12.17%
7	3,411	3,461	3,533	2,964	TOTAL ACUTE	149	36,057	41,213	40,169	2.60%
8	307	318	247	456	Psychiatric	19	5,547	4,969	6,107	-18.63%
9	3,718	3,779	3,780	3,420	TOTAL DAYS	168	41,604	46,182	46,276	-0.20%
10	336	333	351	276	Nursery	18	3,364	3,805	3,423	11.16%
AVERAGE DAILY CENSUS										
11	88.1	85.2	91.7	75.9	Acute	121	75.9	87.6	86.6	1.15%
12	25.6	26.4	26.0	22.9	Acute Rehab	28	22.9	25.3	23.5	7.66%
13	10.2	10.3	8.2	15.2	Psychiatric	19	15.2	13.6	16.7	-18.56%
14	123.9	121.9	126.0	114.0	TOTAL	168	114.0	126.5	126.8	-0.24%
15	11.2	10.7	11.7	9.2	Nursery	18	9.2	10.4	9.4	10.64%
PERCENTAGE OF OCCUPANCY										
16	72.8%	70.4%	75.8%	62.7%	Acute		62.7%	72.4%	71.6%	1.2%
17	91.4%	94.3%	92.9%	81.8%	Acute Rehab		81.8%	90.4%	97.9%	-7.7%
18	53.7%	54.2%	43.2%	80.0%	Psychiatric		80.0%	71.6%	87.9%	-18.6%
19	73.8%	72.6%	75.0%	67.9%	TOTAL		67.9%	75.3%	77.3%	-2.6%
20	62.2%	59.4%	65.0%	51.1%	Nursery		51.1%	57.8%	52.2%	10.6%
ADMISSIONS										
21	643	659	687	601	Acute		7,310	7,860	7,184	9.41%
22	57	58	58	54	Acute Rehab		659	666	652	2.15%
23	47	59	34	60	Psychiatric		730	586	601	-2.50%
24	747	776	779	715	TOTAL		8,699	9,112	8,437	8.00%
25	212	205	212	166	Nursery		2,023	2,305	2,109	9.29%
26	223	221	229	176	Deliveries		2,142	2,470	2,146	15.10%
DISCHARGES										
27	623	647	686	612	Acute		7,442	7,656	7,058	8.47%
28	57	56	60	60	Acute Rehab		730	675	646	4.49%
29	53	52	43	54	Psychiatric		659	597	596	0.17%
30	733	755	789	726	TOTAL		8,831	8,928	8,300	7.57%
31	203	188	190	149	Nursery		1,806	2,139	1,926	11.06%
AVERAGE LENGTH OF STAY										
32	5.0	4.9	4.9	4.8	Acute(Hospital wide no babies)		4.8	5.1	5.5	-7.27%
33	13.5	14.1	13.5	12.7	Acute Rehab		12.7	13.9	13.1	6.11%
34	2.6	2.6	2.5	2.8	OB/Gyn		2.8	2.5	2.6	-3.85%
35	6.5	5.4	7.3	7.6	Psychiatric		7.6	8.5	10.2	-16.67%
36	1.6	1.6	1.7	1.7	Nursery		1.7	1.7	1.6	6.25%
OUTPATIENT VISITS										
37	4,300	4,722	4,765	4,450	Emergency Room		54,147	53,072	42,109	26.03%
38	547	578	566	558	ER Admits		6,792	6,738	6,325	6.53%
39	73.2%	74.5%	72.7%	78.0%	ER Admits as a % of Admissions		78.1%	73.9%	75.0%	-1.36%
40	5,893	6,058	5,991	5,993	Clinic Visits		72,917	71,187	64,538	10.30%
ANCILLARY PROCEDURES BILLED										
41	56,516	55,560	55,218	47,334	Lab Tests		575,899	659,834	626,609	5.30%
42	3,888	4,025	4,071	2,946	Radiology Procedures		35,849	45,422	38,113	19.18%
43	247	225	205	197	MRI Procedures		2,400	2,489	2,471	0.73%
44	96	90	132	145	Nuclear Med Procedures		1,766	1,337	948	41.03%
45	1,270	1,281	1,323	1,098	Ultrasound Procedures		13,354	15,275	13,599	12.32%
46	2,042	2,083	1,965	1,750	CT Scans		21,289	22,440	20,032	12.02%
47	343	393	400	346	Surgeries		4,152	4,314	4,154	3.85%
48	7.90	7.70	7.37	7.87	FTE'S PER AOB		7.87	7.62	8.19	-6.96%
49	1,361.4	1,337.0	1,347.2	1,293.9	TOTAL PAID FTE'S		1,293.9	1,356.0	1,408.7	-3.74%
50	5,152	5,381	5,487	4,932	ADJUSTED PATIENT DAYS		59,997	65,001	62,742	3.60%

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

	JUL-21	AUG-21	SEP-21	OCT-21	NOV-21	DEC-21	JAN-22	FEB-22	MAR-22	APR-22	MAY-22	JUN-22	YTD
REVENUE													
Patient Revenue:													
1 Inpatient	\$ 76,889,231	\$ 76,760,079	\$ 78,970,069	\$ 76,892,666	\$ 72,803,283	\$ 75,655,929	\$ 80,860,342	\$ 76,184,565	\$ 82,584,125	\$ 80,827,544	\$ 78,798,534	\$ 81,125,753	\$ 938,152,120
2 Pro Fees	2,501,994	3,577,745	2,959,087	3,273,870	4,023,303	3,062,529	3,835,676	3,279,495	7,128,783	2,920,017	4,673,278	3,153,429	44,400,207
3 Outpatient	32,818,260	35,889,936	33,282,272	36,626,402	31,043,183	30,439,082	29,570,375	30,484,334	34,565,230	32,303,008	35,293,763	38,081,285	400,377,150
4 Total Patient Revenue	112,209,485	116,227,760	115,221,428	116,792,938	107,869,779	109,157,540	114,067,393	109,948,394	124,278,138	116,050,569	118,765,576	122,340,477	1,382,929,477
Deductions from revenue													
5 Contractual Deductions	81,597,660	85,314,572	84,910,889	87,630,866	82,220,937	83,163,303	88,482,085	85,688,511	94,269,493	87,333,906	75,919,556	92,079,866	1,028,611,654
6 Bad Debt	6,348,305	5,288,901	5,629,677	3,470,590	1,719,409	2,789,145	906,234	2,191,656	4,539,966	2,252,774	3,093,760	4,714,709	42,945,108
7 Unable to Pay	239,324	392,297	375,729	232,691	323,431	276,477	196,758	209,140	684,594	330,042	212,592	332,056	3,815,131
8 Total Contractual Discounts	88,185,289	90,995,770	90,916,295	91,334,147	84,263,777	86,228,925	89,595,087	88,089,287	99,504,053	89,918,722	79,225,908	97,126,631	1,075,371,891
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	38,539,668	25,213,846	307,557,586
10 As a percent of Gross Revenue	21.41%	21.71%	21.03%	21.80%	21.88%	21.01%	21.46%	19.88%	19.93%	22.52%	33.29%	20.61%	22.24%
Total Government Funding	5,241,987	5,559,405	5,241,987	5,450,705	6,760,201	7,000,698	6,567,201	6,941,634	6,291,953	5,467,616	5,686,842	6,836,844	73,046,773
Total Operating Revenue:													
11 Rent Income	117,884	121,147	119,521	119,519	119,632	119,632	119,631	119,631	119,632	119,632	119,633	119,633	1,435,125
12 Interest Income	251,951	251,951	251,951	251,951	50,037	150,000	14,678	91,000	13,524	13,524	81,000	80,000	1,177,170
13 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	720,000
14 Other Income	294,618	312,602	321,605	432,232	431,515	466,989	416,144	455,649	377,571	536,387	417,918	445,066	4,908,276
15 Total Other Operating Revenue	724,453	745,700	753,077	884,829	661,185	796,601	610,453	726,280	648,203	729,543	678,551	704,696	8,240,571
TOTAL REVENUE	29,990,636	31,536,795	30,300,197	31,371,325	31,027,388	30,725,914	31,659,960	29,527,021	31,714,241	32,331,006	45,905,061	32,755,366	388,844,930
EXPENSE													
Salaries, Wages & Benefits													
18 Registry	16,165,713	16,867,897	16,631,730	16,973,444	16,221,003	16,665,020	17,212,339	16,050,570	17,323,378	17,199,147	16,292,678	16,672,436	200,285,353
19 Phys/Residents SWB & Contract Fees	863,951	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	1,516,633	16,248,477
20 Purchased Services	4,176,589	4,655,658	3,665,230	3,796,166	3,923,523	4,208,652	4,729,151	4,174,562	4,403,786	4,380,657	4,380,657	4,283,129	50,991,236
21 Supplies	3,238,042	3,060,028	3,165,590	3,524,173	3,693,543	3,169,947	3,119,062	2,726,428	2,965,688	2,965,688	3,199,644	3,203,403	38,027,044
22 Insurance	2,876,091	3,060,028	2,871,177	2,893,042	2,960,691	2,976,712	3,002,218	2,632,679	2,925,678	3,169,396	3,433,763	3,554,638	36,346,053
23 Utilities and Telephone	352,984	352,984	352,984	352,984	352,984	352,984	352,984	352,984	352,984	352,984	352,984	352,984	4,240,310
24 Interest Expense	316,633	516,866	442,884	421,872	366,015	366,015	53,821	53,821	53,821	53,821	53,821	53,821	4,414,013
25 Depreciation & Amortization	68,997	68,997	68,997	68,997	68,997	68,997	68,997	68,997	68,997	68,997	68,997	68,997	841,377
26 Other Operating Expense	992,314	990,754	997,548	989,817	989,817	1,006,978	1,066,615	970,323	1,041,407	1,091,162	1,045,067	1,043,618	12,246,074
27 TOTAL EXPENSE	431,788	437,157	542,867	580,164	685,597	539,723	516,789	486,408	532,331	532,331	556,417	560,867	6,393,369
NET INCOME(LOSS)	29,562,982	30,641,643	30,009,749	30,573,452	30,833,952	30,445,769	31,478,000	29,374,357	32,059,040	32,018,672	31,253,832	31,587,879	369,853,326
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	(421,985)	(4,673,720)
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	(1,291,951)	(1,408,710)	(620,000)	(1,350,000)	(700,000)	-	(14,000,000)	(1,235,568)	(1,235,568)
36 Families First C-19 Response	-	-	-	-	(226,263)	(226,263)	(226,263)	(226,263)	(226,263)	(226,263)	(226,263)	(226,263)	(5,370,661)
37 Total Extraordinary Items	-	(317,118)	(208,718)	(208,718)	(1,518,214)	(1,758,711)	(846,263)	(1,699,647)	(1,049,410)	(226,263)	(14,445,488)	(1,555,492)	(23,665,324)
CHANGE IN NET ASSETS	407,654	895,152	290,448	797,873	193,436	280,146	181,960	152,664	312,334	312,334	14,651,229	1,173,507	18,991,604

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

	CURRENT MONTH				YEAR -TO -DATE			
	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR
R E V E N U E								
Patient Revenue:								
1 \$	81,125,753	\$ 69,069,274	\$ 12,056,479	17.5	\$ 938,152,120	\$ 840,342,800	\$ 97,809,320	11.6
2	3,153,429	2,062,632	1,090,797	52.9	44,400,207	25,095,453	19,304,754	76.9
3	38,061,295	31,446,732	6,614,563	21.0	400,377,150	382,601,948	17,775,202	4.6
4	122,340,477	102,578,638	19,761,839	19.3	1,382,929,477	1,248,040,201	134,889,276	10.8
5	92,079,866	77,339,783	(14,740,083)	(19.1)	1,028,611,654	940,967,362	(87,644,292)	(9.3)
6	4,714,709	3,221,491	(1,493,218)	(46.4)	42,945,106	39,194,807	(3,750,299)	(9.6)
7	332,056	476,113	144,057	30.3	3,815,131	5,792,712	1,977,581	34.1
8	97,126,631	81,037,387	(16,089,244)	(19.9)	1,075,371,891	985,954,881	(89,417,010)	(9.1)
9	25,213,846	21,541,251	3,672,595	17.0	307,557,586	262,085,320	45,472,266	17.4
10	20.61%	21.00%			22.24%	21.00%		21.48%
11	6,836,844	5,231,876	1,604,968	30.7	73,046,773	62,782,512	10,264,261	16.35
Other Operating Revenue:								
12	119,630	117,833	1,797	1.5	1,435,125	1,413,996	21,129	1.5
13	80,000	251,951	(171,951)	(68.2)	1,177,170	3,023,412	(1,846,242)	(61.1)
14	60,000	60,000	-	-	720,000	720,000	0	-
15	445,066	346,001	99,065	28.6	4,908,276	4,152,012	756,264	18.2
16	704,696	775,785	(71,089)	(9.2)	8,240,571	9,309,420	(1,068,849)	(11.5)
17	32,755,386	27,548,912	5,206,474	18.9	388,844,930	334,177,252	54,667,678	16.4
EXPENSE								
18	16,672,436	15,966,019	(706,417)	(4.4)	200,295,344	193,422,287	(6,873,057)	(3.6)
19	1,516,633	139,118	(1,377,515)	(990.2)	16,248,477	1,692,600	(14,555,877)	(860.0)
20	4,283,129	3,420,899	(862,230)	(25.2)	50,951,245	41,326,256	(9,624,989)	(23.3)
21	3,203,403	3,039,537	(163,866)	(5.4)	38,027,044	36,833,998	(1,193,046)	(3.2)
22	3,554,638	2,173,324	(1,381,314)	(63.6)	36,346,053	26,442,172	(9,903,881)	(37.5)
23	352,984	365,010	12,026	3.3	4,240,310	4,380,120	(139,810)	3.2
24	340,150	284,325	(55,825)	(19.6)	4,414,013	3,459,290	(954,723)	(27.6)
25	53,821	56,826	3,005	5.3	691,377	691,374	(3)	(0.0)
26	1,043,818	997,955	(45,863)	(4.6)	12,246,074	12,141,798	(104,276)	(0.9)
27	580,867	507,250	(73,617)	(10.6)	6,393,389	6,171,530	(221,859)	(3.6)
28	31,581,879	26,950,263	(4,631,616)	(17.2)	369,853,326	326,561,425	(43,291,901)	(13.3)
29	1,173,507	598,649	574,858	96.0	18,991,604	7,615,827	11,375,777	149.4
30								
31	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-
34 \$	1,173,507	\$ 598,649	\$ 574,858	96.0	\$ 18,991,604	\$ 7,615,827	\$ 11,375,777	149.4 %
CAPITAL CONTRIBUTIONS								
31	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-
34								
NET INCOME(LOSS)								
29								
30								
31								
32								
33								
34								
CHANGE IN NET ASSETS								
31								
32								
33								
34								

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

		CURRENT MONTH				YEAR -TO -DATE			
		Budget		Variance fav. (unfav)		Budget		Variance fav. (unfav)	
Actual		\$ VAR.		% VAR		\$ VAR.		% VAR	
5,487		5,086		7.7%		59,997		8.3%	

NATIVIDAD
BALANCE SHEET
AS OF JUNE 30, 2022

	CURRENT MONTH			YEAR - TO - DATE		
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
			% CHG.			% CHG.
1	\$ 128,030,242	\$ 145,987,750	14.0 %	\$ 73,077,248	\$ 145,287,750	\$ 72,210,502
2	36,483,667	36,483,667	-	40,445,618	37,183,667	(3,261,951)
3	63,060,550	60,748,019	(3.7)	49,357,316	60,748,019	11,390,703
4	18,703,967	17,957,289	(4.0)	25,562,837	17,957,289	(7,605,548)
5	5,191,574	5,055,297	(2.6)	5,263,194	5,055,297	(207,897)
6	4,679,722	4,164,558	(11.0)	4,333,064	4,164,558	(168,506)
7	256,149,722	270,396,580	5.6	198,039,277	270,396,580	72,357,303
8	348,548,962	349,915,315	0.4	338,128,113	349,915,315	11,787,202
9	(220,442,911)	(221,486,729)	(0.5)	(209,247,777)	(221,486,729)	(12,238,952)
10	128,106,051	128,428,586	0.3	128,880,336	128,428,586	(451,750)
11	209,883,038	208,687,295	(0.6)	212,311,088	208,687,295	(3,623,793)
12	\$ 594,138,811	\$ 607,512,461	2.3 %	\$ 539,230,701	\$ 607,512,461	\$ 68,281,760
13	20,596,053	21,950,305	6.6	21,217,426	21,950,305	732,879
14	22,368,411	16,045,254	(28.3)	9,532,546	16,045,254	6,512,708
15	116,219,735	133,585,528	14.9	90,244,323	133,585,528	43,341,205
16	3,817,583	3,817,583	-	3,642,205	3,817,583	175,378
17	15,595,055	15,453,137	(0.9)	12,449,764	15,453,137	3,003,373
18	178,596,847	190,851,807	6.9	137,086,264	190,851,807	53,765,543
19	3,878,613	3,823,796	(1.4)	4,481,603	3,823,796	(657,807)
20	-	-	-	-	-	-
21	21,613,806	21,613,806	-	25,431,389	21,613,806	(3,817,583)
22	25,492,419	25,437,602	(0.2)	29,912,992	25,437,602	(4,475,390)
23	372,231,445	372,231,445	-	372,231,445	372,231,445	-
24	17,818,100	18,991,607	(6.6)	-	18,991,607	18,991,607
25	390,049,545	391,223,052	0.3	372,231,445	391,223,052	18,991,607
26	\$ 594,138,811	\$ 607,512,461	2.3 %	\$ 539,230,701	\$ 607,512,461	\$ 68,281,760
						12.7 %
						3.5
						68.3
						48.0
						4.8
						24.1
						39.2
						(17.2)
						(15.0)
						(15.0)
						-
						100.0
						5.1
						12.7 %

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 06/30/22

BALANCE SHEET

	<u>Req. Balance</u>	<u>Accruals</u>	<u>Recs. 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 +SNCP)	\$ 16,562,205	12,005,532	30,579,755	(18,874,485)		27,095,074	(61,071,892)	6,296,200
Hospital Fee	-	999,996					(1,817,596)	(817,600)
Rate Range IGT-CCAH-	(1,161,296)	9,720,000	1,577,371			5,217,406	(12,984,898)	2,368,583
MCMC EPP	8,384,962	14,000,004				8,750,451	(27,015,510)	4,119,907
MCMC QIP	-	20,985,000				8,753,180	(26,518,484)	3,219,696
SB1732	426,268	2,799,996		339,031			(2,644,672)	920,623
AB 915	-	3,672,000				(3,615,326)		56,674
Medical GME	-	-				937,600	(2,298,830)	(1,361,230)
CARES ACT Funding	180,591	-	3,218,814				(3,218,816)	180,590
A/R UCSF & Touro University	-	92,200					(92,200)	-
A/R Mee Memorial	-	233,350					(33,413)	199,937
A/R Office Buildings	-	1,466,688					(1,405,879)	60,809
Medical HPE	-	300,000					(305,589)	(5,589)
Interest Accrued Positive Cash	-	2,304,706					(1,974,706)	330,000
Accrued Donations	1,100,478	720,000					(871,352)	949,126
A/R Jail-PG&E	-	1,238,126					(1,003,999)	234,127
Health Department	69,629	1,675,529					(1,539,721)	205,437
A/R Watsonville	-	1,000,000						1,000,000
STATE RECEIVABLES	\$ 25,562,837	\$ 73,213,127	\$ 35,375,940	\$ (18,635,454)	\$ -	\$ 47,138,385	\$ (144,797,547)	\$ 17,957,289

0.11

P & L

	<u>YTD Jun-22</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 13,720,051
Rate Range IGT-CCAH-	9,720,000
Esperanza Care	(2,500,008)
Family First C-19 Response-FMAP Enhance-	1,248,992
CARES Act Funding	7,180,765
HPE	300,000
Hospital Fee	999,996
MCMC EPP	14,000,004
HD Residency Support	(500,004)
MCMC QIP	20,985,000
AB915	3,672,000
Medicare GME	1,419,981
SB 1732	2,799,996
GOVERNMENT FUNDING INCOME	\$ 73,046,773

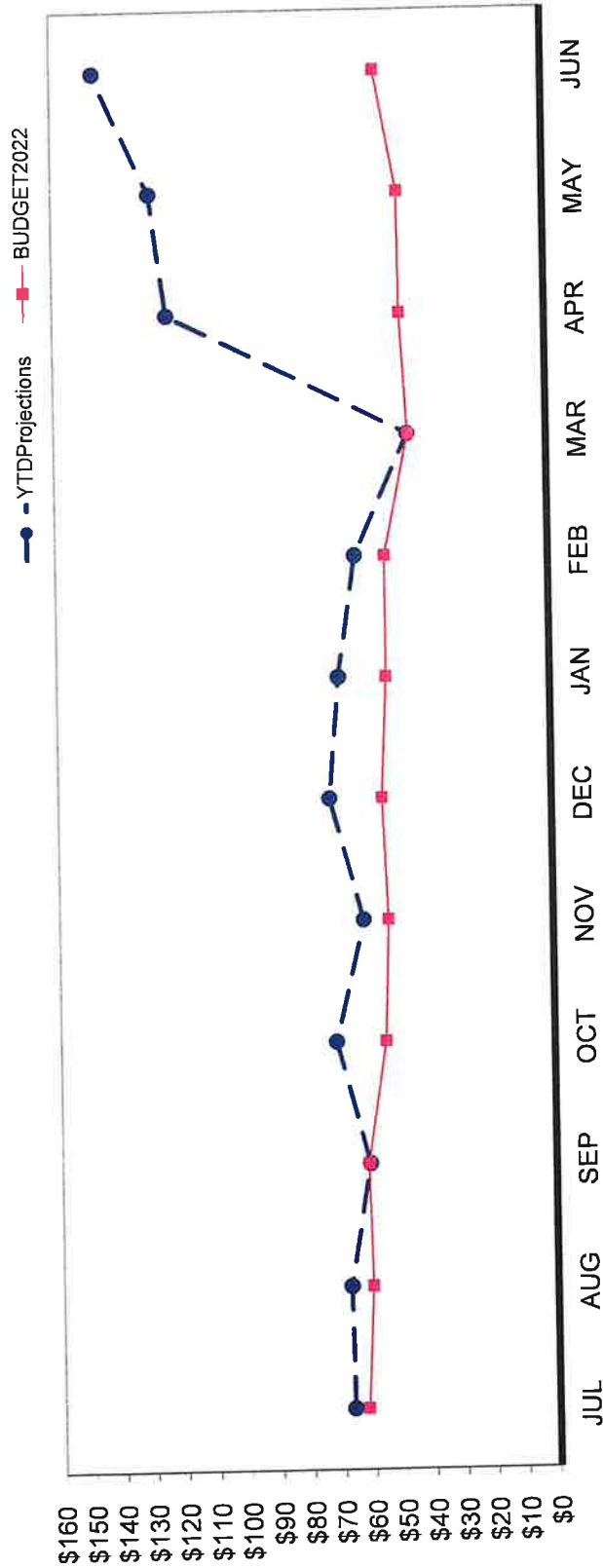
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF JUNE 30, 2022

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 128,030,242	\$ 73,077,248
2		
3	1,173,508	18,991,608
4	-	-
5	1,043,818	\$ 12,238,952
6	2,217,326	31,230,560
7		
8	2,312,531	(11,390,703)
9	746,678	3,961,951
10	651,441	7,605,548
11	1,354,241	376,403
12	(6,323,157)	732,878
13	17,365,793	6,512,708
14	-	43,341,205
15	(141,918)	175,378
16	15,965,609	3,003,373
17		54,318,741
18		
19	(1,366,353)	(11,787,202)
20	-	-
21	(1,366,353)	(11,787,202)
22		
23	(54,817)	(4,475,390)
24	1,195,743	3,623,793
25	-	-
26	1,140,926	(851,597)
27	17,957,508	72,910,502
28	\$ 145,987,750	\$ 145,987,750

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		478,935	
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	-	1,248,990	1,248,990
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	1,419,981	119,981
LIHP Out of Network FY13-14 Settlement	-	1,235,568	1,235,568
Provider Fee	1,000,000	1,000,000	-
	\$ 62,782,534	\$ 73,046,773	\$ 9,785,304

Cash Flow Performance Fiscal Year 2022 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jun	Jun	Jun
YTD	66.8	67.4	60.8	71.3	62.0	72.6	69.2	63.4	45.5	122.8	128.0	146.0	146.0	146.0	146.0
BUDGT	62.1	60.3	61.2	54.9	53.7	55.3	53.5	53.4	45.2	47.5	47.8	54.9	54.9	54.9	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	91.1	91.1	91.1	91.1

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2022

[illegible]