



# **Finance Committee Meeting 2022**

**September 9, 2022**



**Finance Committee Meeting  
Friday, September 9, 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](mailto:Natividadpubliccomments@natividad.com) by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record.

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

### **Call to Order**

**Marcia Atkinson, Chair**

### **Roll Call**

### **Agenda Additions/Corrections**

**Noemi Ferguson**

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

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

### **Approval of Minutes**

1. Approve the Minutes of August 12, 2022 Finance Committee. *Pages 6-13*

## Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 14-29*

## 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. 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 \$100,000.
  - b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a lease agreement with Brainlab Financial Services and with Brainlab, Inc. for a twelve-month lease of a software-based guided neurosurgery system for an amount not to exceed \$330,762, with an agreement term effective when signed.
  - c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within both agreements.  
*Pages 30-31 (Wally Sayles)*
4. 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.  
**Office of the County Counsel**

5. Receive and Approve July 2022 Financial Report. *Pages 32-44*

**Daniel Leon, CFO**

## Adjournment

**NEXT FINANCE COMMITTEE MEETING  
FRIDAY, OCTOBER 14, 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, September 9, 2022**  
**Consent Items**

**Attachment A**

<b>1.</b> <i>Pages 14-15</i>	<ul style="list-style-type: none"><li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with DeliverHealth Solutions, LLC for Electronic Transcription services for an amount not to exceed \$135,000 with an agreement term retroactive to February 1, 2021 through January 31, 2024.</li><li>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$8,500) of the original cost of the agreement per each amendment.</li><li>c. 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.</li></ul>
<b>2.</b> <i>Pages 16-17</i>	<ul style="list-style-type: none"><li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ODP Business Solutions, LLC, a Delaware Limited Liability Company for beverage service program at NMC for an amount not to exceed \$80,000 with an agreement term October 1, 2022 through September 30, 2024.</li><li>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement.</li></ul>
<b>3.</b> <i>Pages 18-19</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13580) with PARA Healthcare Analytics, LLC for revenue integrity program services, extending the agreement an additional one (1) year period (retroactively from July 1, 2022 through June 30, 2023) for a revised full agreement term of July 1, 2016 through June 30, 2023, and adding \$80,000 for a revised total agreement amount not to exceed \$454,500.
<b>4.</b> <i>Pages 20-21</i>	<ul style="list-style-type: none"><li>a. Authorize the Chief Executive Officer (CEO) for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Sophie Fletcher MD to provide urology services at Natividad for an amount not to exceed \$300,000 for the period October 1, 2022 to September 30, 2023; and</li><li>b. Authorize the CEO 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% (\$30,000) of the original contract amount.</li></ul>
<b>5.</b> <i>Pages 22-23</i>	<ul style="list-style-type: none"><li>a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement with The Regents of the University of California, on behalf of the University of California San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide child abuse specialist services, extending the term by twelve months (October 1, 2022 to September 30, 2023) for a revised full agreement term of August 1, 2018 to September 30, 2023, and adding \$60,000, for a revised total not to exceed amount of \$210,345 in the aggregate; and</li><li>b. Authorize the CEO for Natividad or his designee to sign up to three (3) future amendments to</li></ul>

	<p>this Agreement where the total amendments do not exceed 10% (\$4,628) of the original contract amount and do not significantly change the scope of work.</p>
<p><b>6.</b> <i>Pages 24-25</i></p>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Kasavan Architects, Inc. pursuant to the Request for Qualifications (RFQ) #9600-85 at NMC for an amount not to exceed \$419,975 with an agreement term October 1, 2022 through September 30, 2024.</li> <li>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement awarded for Master Facilities Plan per #RFQ 9600-85 which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,997) of the original cost of the agreement.</li> </ul>
<p><b>7.</b> <i>Pages 26-27</i></p>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a Hospital Participation Agreement (“Agreement”) with American College of Surgeons (ACS) for participation in the National Surgical Quality Improvement Program (“ACS NSQIP”), for the term of October 1, 2022 through September 30, 2023, and for a total agreement amount of \$14,000;</li> <li>b. Approve the NMC Interim Chief Executive Officer’s recommendation to accept non-standard indemnification, insurance, no warranty, limitations on liability, and governing laws within the agreement.</li> </ul>
<p><b>8.</b> <i>Pages 28-29</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with Huffmaster Crisis Response, Inc. for nurse and allied professional staffing services in the event of an emergent staffing crisis at NMC, to add \$5,000,000 for a revised total agreement amount not to exceed \$5,901,988, until the conclusion of the staffing need.</p>



## Finance Committee Meeting

Friday, August 12, 2022

8:30 AM

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

## MINUTES

### IMPORTANT NOTICE Regarding COVID 19

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

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

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  - c. If members of the public want to present documents/Power Point presentations while speaking, they should submit the document by 2:00 p.m. on Thursday before the meeting at [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) (If submitted after that deadline, staff will make best efforts, but cannot guarantee, to make it available to present at the Committee meeting.)
  - d. While the matter is being heard, a member of the public may submit a comment via email, preferably limited to 250 words or less, to the Secretary of the Committee at [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com). To assist staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. If the comment is received prior to close of public comment on an agenda item, every effort will be made to read the comment into the record, but some comments may not be read out loud due to time limitations or length of the comment (if the comment exceeds 250 words). Comments received prior to the close of the public comment period on an agenda item will be made part of the record for that item.
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5. The Chair and/or Secretary may set reasonable rules as needed to conduct the meeting in an orderly manner.

**NMC Staff/County:** Dr. Craig Walls, Nancy Buscher, Jeanne-Ann Balza, Stacy Saetta, Ari Entin, Cher Krause, Andrea Rosenberg, Juan Polanco

### **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**

- *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.

**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.

**MOTION:** *Motion to approve the minutes of July 15, 2022 Finance Committee Special Meeting and July 15, 2022 Finance Committee Special Meeting for AB361, 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 16, 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. 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. **(Kristen Aldrich)**

**MOTION:** *Motion to approve Scheduled, item number 3, for consideration by the NMC Board of Trustees, moved by Libby Downey, seconded by Dr. Marc Tunzi and approved by the following vote*

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

*Dr. Charles Harris: AYE*

*Dr. Marc Tunzi: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

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. **(Jeanne-Ann Balza)**

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

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

*Dr. Charles Harris: AYE*

*Dr. Marc Tunzi: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

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

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

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

*Dr. Charles Harris: AYE*

*Dr. Marc Tunzi: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

6. Receive and Approve June 2022 Financial Report.

**Daniel Leon, CFO**

**MOTION:** *Motion to accept the June 2022 Financial Reports moved by Libby Downey, seconded by Dr. Charles Harris, and approved by the following vote*

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

*Dr. Charles Harris: AYE*

*Dr. Marc Tunzi: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

**Adjournment at 8:45am**

*Recorded by Noemi Ferguson*

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Marcia Atkinson, Chair



**Finance Committee Meeting**  
**Friday, August 12, 2022**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	<ul style="list-style-type: none"> <li>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.</li> <li>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.</li> </ul>
2.	<p>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.</p>
3.	<ul style="list-style-type: none"> <li>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.</li> <li>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$45,000) of the original cost of the agreement.</li> </ul>
4.	<ul style="list-style-type: none"> <li>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</li> <li>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.</li> </ul>
5.	<ul style="list-style-type: none"> <li>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</li> <li>b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3)</li> </ul>



	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.	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.	Adopt Resolution to: <ul style="list-style-type: none"> <li>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;</li> <li>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</li> <li>c. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</li> </ul>
8.	<ul style="list-style-type: none"> <li>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</li> <li>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.</li> </ul>
9.	<ul style="list-style-type: none"> <li>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</li> <li>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.</li> </ul>
10.	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.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal &amp; 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.</li> </ul>
12.	<ul style="list-style-type: none"> <li>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;</li> <li>b. Amend Natividad (Unit 9600) FY 2022-23 Adopted Budget to approve reallocation as</li> </ul>

	<p>indicated by position numbers in the attached Resolution;</p> <ul style="list-style-type: none"> <li>c. Authorize the Auditor-Controller to incorporate the approved changes in the Natividad (Unit 9600) FY 2022-23 Adopted Budget;</li> <li>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</li> <li>e. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</li> </ul>
<b>13.</b>	<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>
<b>14.</b>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal &amp; 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>
<b>15.</b>	<ul style="list-style-type: none"> <li>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.</li> <li>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.</li> </ul>
<b>16.</b>	<ul style="list-style-type: none"> <li>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</li> <li>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.</li> </ul>

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

## **DeliverHealth Solutions, LLC Agreement**

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

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with DeliverHealth Solutions, LLC for Electronic Transcription services for an amount not to exceed \$135,000 with an agreement term retroactive to February 1, 2021 through January 31, 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%) (\$8,500) of the original cost of the agreement per each amendment.
- c. 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 DeliverHealth Solutions, LLC for Electronic Transcription services for an amount not to exceed \$135,000 with an agreement term retroactive to February 1, 2021 through January 31, 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%) (\$8,500) of the original cost of the agreement per each amendment.
- c. 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:**

This new DeliverHealth agreement provides remote medical transcription services and documentation associated with patient care at Natividad. Transcription services are required and mandated by Federal and State regulatory entities. Documentation must reflect the care given to the patient; the health record is considered a legal document and a business record as it records events at the time it occurs. Insurance companies require copies of such documentation when approving and processing payment for the patient's stay. Additionally, the health record is utilized for the continuum of care for the patient and it is critical that the documentation is legible and timely, all of which DeliverHealth contributes to since NMC does not have sufficient personnel to meet its medical transcription needs.

NMC previously contracted with Nuance Communications to provide these transcription services however, in February of 2021, DeliverHealth Solutions assumed providing the eTranscription services previously provided by Nuance.

The DeliverHealth agreement is retroactive to February 1, 2021 because that is when DeliverHealth assumed the services that Nuance was previously providing, and it has taken this much time for both parties to mutually agree upon the new terms and conditions in this agreement. Since February 1, 2021 and throughout negotiations, DeliverHealth provided services to Natividad in good faith so the hospital wouldn't be without these important services. Another reason for the extended negotiation period is due to staff loss on both sides; the person at Natividad and the person at DeliverHealth Solutions who were negotiating this agreement both left employment within months of each other and this contributed to the extended negotiation period.

#### **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 September 9, 2022.

#### **FINANCING:**

The cost for this agreement is \$135,000 of which \$45,000 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:**

Supporting the selection and renewal of these services ensures the accurate documentation of patient health information. This ensures that federal and state regulatory requirements are met and enhances patient care by providing physicians with accurate patient data.

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

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

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

Attachments:

DeliverHealth Solutions LLC. Healthcare Master Agreement

Attachments on file with the Clerk of the Board



# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

## ODP Business Solutions, LLC Agreement

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

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ODP Business Solutions, LLC, a Delaware Limited Liability Company for beverage service program at NMC for an amount not to exceed \$80,000 with an agreement term October 1, 2022 through September 30, 2024.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance 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 ODP Business Solutions, LLC, a Delaware Limited Liability Company for beverage service program at NMC for an amount not to exceed \$80,000 with an agreement term October 1, 2022 through September 30, 2024.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement.

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

Natividad Food Service Department is responsible for the patient coffee program. Coffee and hot beverages are available to patients on each unit 24/7. Currently, most of the patient nutrition rooms have pour over drip coffee brewers owned by, and being phased out by our primary coffee / grocery vendor. The replacement coffee machines are too large for our tiny footprint available in the patient nutrition rooms. The current program is unable to provide replacement pour over brewers when one breaks down. Sometimes patients have to wait for a fresh cup of coffee. We need a new reliable coffee brewer program for our patients.

The requested Office Depot Keurig program offers a small compact footprint single serve commercial coffee maker, allowing an easy fit in our small nourishment rooms. Patients will receive a fresh cup of brewed coffee every time. This is a huge patient / visitor satisfier. Coffee pot canisters would not have to be replaced when broken, scrubbed on the unit and coffee is not burned or wasted. Cleaning the Keurig machine is quick and easy with wipeable non-porous surfaces.

Each Keurig machine has its own water filter replaced annually by the service. Machines will be replaced if removal for service is needed. Brewers are commercially approved, and have multilingual brewing instructions. The Office Depot coffee program would supplement our current program through US Foods, allowing fresh brewed coffee on our patient units.

The new program also includes a recycle component for the used pods.

#### **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 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 agreement is \$80,000 of which \$40,000 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 Keurig Coffee program will enhance our patient experience by making available fresh coffee on all patient units on demand. Allowing nurses to spend more time with patients instead of cleaning and brewing coffee.

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

Prepared by: Cori Thomas, Hospital Director of Food Services, 769-8679  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:  
ODP Business Solutions, LLC Agreement

Attachments on file with the Clerk of the Board

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

## **PARA Healthcare Analytics, LLC Renewal and Amendment No. 4**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13580) with PARA Healthcare Analytics, LLC for revenue integrity program services, extending the agreement an additional one (1) year period (retroactively from July 1, 2022 through June 30, 2023) for a revised full agreement term of July 1, 2016 through June 30, 2023, and adding \$80,000 for a revised total agreement amount not to exceed \$454,500.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13580) with PARA Healthcare Analytics, LLC for revenue integrity program services, extending the agreement an additional one (1) year period (retroactively from July 1, 2022 through June 30, 2023) for a revised full agreement term of July 1, 2016 through June 30, 2023, and adding \$80,000 for a revised total agreement amount not to exceed \$454,500.

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

PARA Healthcare Analytics, LLC provides Natividad Medical Center with a web-based revenue integrity program, PARA Data Editor™ (PDE). The PDE provides NMC with the ability to analyze, repair, and improve revenue cycle processes. Following are key features of the system:

- **Charge Quote** - Provide accurate and timely price quotes with EDI (Electronic Data interface) to allow real-time eligibility verification including No Surprise Act Good Faith Estimate Regulations
- **Charge Process** - Streamline all requests made to the charge master
- **Claim/RA Evaluator** - Evaluate all claims to ensure proper billing techniques and reimbursement. Analyze denials for follow up
- **Contract Analysis** - Manage and model all contracts for better reimbursement
- **Pricing Data** - Access current detailed market data for three separate, defined markets of Natividad competition's prices
- **Pricing Iterations** - Create pricing scenarios to determine the net and gross revenue impact on the bottom line
- **Pharmacy/Supplies** - Manage all pharmacy and supply mark-ups for price appropriateness
- **Filters/CDM** - Access to current charge master file for managing all coding and billing issues to ensure an up to date, compliant charge master
- **Advisory** - Access all supporting documentation on industry changes for: OIG (Office of Inspector General), RAC (Recovery Audit Contractors), and CMS (Center for Medicare and Medicaid Services) transmittals, articles and bulletins

Fiscal staff at NMC currently access the PDE to make decisions more efficiently while improving accuracy. The web-based system can be accessed from any computer with internet access.

NMC is requesting a one (1) year term extension to allow for continued use of the system.

Due to heavy workload and staffing shortages this amendment was not completed prior to expiration.

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

The Office of County Counsel has reviewed and approved this renewal and amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and 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 and amendment No. 4 is \$80,000 which is included in the Fiscal Year 2022-23 Adopted Budget.

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

This agreement is for revenue integrity and analysis programs that manage and improve revenue processes and compliance; contributing to efficient, revenue generating business operations at NMC.

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

Prepared by: Tracy Short, Director of Patient Financial Services, 783-2347  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

#### **Attachments:**

PARA Healthcare Analytics, LLC Renewal and Amendment 4  
PARA Healthcare Analytics, LLC Amendment 3  
PARA Healthcare Analytics, LLC Assignment and Assumption  
Peter A Ripper & Associates Inc dba PARA Amendment 2  
Peter A Ripper & Associates Inc dba PARA Amendment 1  
Peter A Ripper & Associates Inc dba PARA Agreement

Attachments on file with the Clerk of the Board



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

### **Sophie Fletcher MD Agreement**

#### **..Title**

- a. Authorize the Chief Executive Officer (CEO) for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Sophie Fletcher MD to provide urology services at Natividad for an amount not to exceed \$300,000 for the period October 1, 2022 to September 30, 2023; and
- b. Authorize the CEO 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% (\$30,000) of the original contract amount.

#### **..Report**

##### **RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer (CEO) for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Sophie Fletcher MD to provide urology services at Natividad for an amount not to exceed \$300,000 for the period October 1, 2022 to September 30, 2023; and
- b. Authorize the CEO 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% (\$30,000) of the original contract amount.

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

Natividad must also arrange for the care and treatment of hospitalized patients and patients who present to the emergency department and in need of medical care in the specialty of urology. In order to ensure 24/7 coverage of this critical service, it is necessary to maintain a core team of urologist. Natividad would like to enter into this agreement with Dr. Fletcher, a board-certified urologist, to participate in the call panel from time to time as needed. NMC has obtained an independent opinion of fair market value supporting the payment terms of this agreement.

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

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

##### **FINANCING:**

The total cost of this Agreement is \$300,000. The actual cost is contingent upon Dr. Fletcher's level of participation, in the call panel which may fluctuate based on availability and need for coverage. Natividad has agreements with multiple providers to ensure sufficient coverage of this service for which the total expenditure will not exceed \$750,000 annually and 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, Management Analyst, 783.2506

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

Attachments: Agreement

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

### **UCSF, Fourth Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement with The Regents of the University of California, on behalf of the University of California San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide child abuse specialist services, extending the term by twelve months (October 1, 2022 to September 30, 2023) for a revised full agreement term of August 1, 2018 to September 30, 2023, and adding \$60,000, for a revised total not to exceed amount of \$210,344.61 in the aggregate; and
- b. Authorize the CEO for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$4,628) of the original contract amount and do not significantly change the scope of work.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement with The Regents of the University of California, on behalf of the University of California San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide child abuse specialist services, extending the term by twelve months (October 1, 2022 to September 30, 2023) for a revised full agreement term of August 1, 2018 to September 30, 2023, and adding \$60,000, for a revised total not to exceed amount of \$210,344.61 in the aggregate; and
- b. Authorize the CEO for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$4,628) of the original contract amount and do not significantly change the scope of work.

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

Natividad operates the Sally P. Archer Child Advocacy Center and Bates-Eldredge Child Abuse Clinic, where healthcare providers perform medical-legal examinations to help evaluate suspected or actual child abuse cases and provide documented evidence to assist in the prosecution of criminal cases. The clinic also provides forensic interviewing conducted by highly qualified and credentialed interviewers. It is the only service of its kind in Monterey County.

In order to provide these critical services, Natividad has an agreement with UCSF, for which a board-certified child abuse specialist physician, Dr. Christopher Stewart, provides supervision, direction and expert consultation on cases of physician child abuse and neglect by being available by phone for hospital pediatricians and forensic nurse practitioners in the clinic. Natividad would like to amend this agreement so that Dr. Stewart can continue to provide the same services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this agreement.

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

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

FINANCING:

The cost of this amendment is \$60,000. The total not to exceed amount of this Agreement is \$210,344.61 for the period August 1, 2018 to September 30, 2023. \$60,000 is included in the Fiscal Year 2022/2023 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with UCSF will enhance the breadth of services now being provided at Natividad for children in Monterey and neighboring counties, thus allowing more children to remain closer to home for their acute pediatric care rather than being transferred to distant Northern California Bay Area hospitals.

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

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

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

Attachments:

Fourth Amendment

Third Amendment

Second Amendment

First Amendment

Agreement

Attachments on file at the Clerk of the Board



# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Master Facilities Plan Agreement RFQ# 9600-85

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

## **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Kasavan Architects, Inc. pursuant to the Request for Qualifications (RFQ) #9600-85 at NMC for an amount not to exceed \$419,975 with an agreement term October 1, 2022 through September 30, 2024.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement awarded for Master Facilities Plan per #RFQ 9600-85 which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,997) 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 Kasavan Architects, Inc. pursuant to the Request for Qualifications (RFQ) #9600-85 at NMC for an amount not to exceed \$419,975 with an agreement term October 1, 2022 through September 30, 2024.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement awarded for Master Facilities Plan per #RFQ 9600-85 which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,997) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

Natividad requested proposals, Request for Qualifications, from qualified consultant teams to assist with preparing a 5-year Facility Master Plan (2021-2026) for inpatient and outpatient services. The scope of the Facility Master Plan will focus on the 60-acre main campus, which includes old, abandoned hospital buildings and an adjacent 20-acre property (the Corral parking lot). This effort will provide direction on:

- Addressing California seismic safety requirements for inpatient hospitals for 2030 (Natividad has been working with a design professional team to better understand the work that needs to complete. Most of Natividad's buildings currently meet the 2030 requirements.
- Expanding inpatient and outpatient capacity to support marketplace needs and the hospital's vision and goals. The current Emergency Department is grossly undersized for the volume of patients served (more than 50,000 patients per year).
- Enhancing operational efficiency and improve financial performance through highly efficient workflow, sustainable design and technological advances.

We required the team to include strategic planning experts and individuals that have substantial experience in hospital (OSHDP 1), outpatient (OSHDP 3) facilities planning, and design. Team members needed be keenly familiar with current trends and emerging technology that will influence the delivery of healthcare in the future.

The deliverables of the Facility Master Plan will include:

- An exhaustive review and analysis of our current buildings/ grounds (Campus) and services provided in the different locations; make recommendations on how to maximize efficiency and flow with the existing space we have as well make recommendations on build out of new space
- Recommendations on number of inpatient beds by service, operating rooms, and inpatient support services (clinical ancillary departments, warehouse, billing, information technology, training space, etc.) to achieve the hospital's vision and goals
- Recommendations on central plant if facility is expanded
- Recommendations on parking
- A high-level schematic design (conceptual space program) of the future Natividad campus
- A rough cost estimation of the future schematic design

There were nine consulting firms that responded to the Request for Qualifications. There was a small hospital team, comprised of Nursing, Engineering, and Administration who independently scored the different proposals using a set of criteria. There were points awarded for firms that met the County of Monterey local preference requirement. Natividad selected Kasavan Architects as the firm to develop the Facility Master Plan.

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

The Office of County Counsel has reviewed and approved the RFQ and the associated agreement template 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 September 9, 2022.

#### **FINANCING:**

The cost for this agreement is \$419,975 of which \$209,987 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 recommended action supports the Board of Supervisors Strategic Initiatives for Infrastructure, Health & Human Services, and enable NMC to evaluate its future building and development needs on its campus.

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

Prepared by: Andrea J. Rosenberg, Assistant Administrator, 783-2562  
 Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:  
 Kasavan Architects, Inc. Agreement

Attachments on file with the Clerk of the Board

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

### **ACS NSQIP Participation Agreement**

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a Hospital Participation Agreement (“Agreement”) with American College of Surgeons (ACS) for participation in the National Surgical Quality Improvement Program (“ACS NSQIP”), for the term of October 1, 2022 through September 30, 2023, and for a total agreement amount of \$14,000;
- b. Approve the NMC Interim Chief Executive Officer’s recommendation to accept non-standard indemnification, insurance, no warranty, limitations on liability, and governing laws within the agreement.

#### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a Hospital Participation Agreement (“Agreement”) with American College of Surgeons (ACS) for participation in the National Surgical Quality Improvement Program (“ACS NSQIP”), for the term of October 1, 2022 through September 30, 2023, and for a total agreement amount of \$14,000;
- b. Approve the NMC Interim Chief Executive Officer’s recommendation to accept non-standard indemnification, insurance, no warranty, limitations on liability, and governing laws within the agreement.

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

The American College of Surgeons National Surgical Quality Improvement Program (ACS NSQIP®) is a database and reporting system that provides Natividad Medical Center (NMC) with fact-based information needed to make quick, confident decisions in support of the hospital’s quality improvement initiatives. The database and reporting system allow NMC to: evaluate performance as compared to peer hospitals; and evaluate outcomes, complications, and risk-adjusted mortality. The database and reporting system allow NMC to compare patient-care patterns among physicians and compare expected results to observed results. Participation in ACS NSQIP® satisfies the Centers for Medicare and Medicaid Services (CMS) surgical quality measure requirement (NQF #0493), “Participation in a Systematic Clinical Database Registry for General Surgery.”

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

The Office of County Counsel previously reviewed and approved this agreement and has reviewed and approved this agreement as to form. The Auditor-Controller has approved as to payment provisions. This agreement 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 agreement was \$14,000 all of which was included in the Fiscal Year 2022-23 Adopted Budget.

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

ACS NSQIP is the leading nationally validated, risk-adjusted, outcomes-based program to measure and improve the quality of surgical care in the private and public sector. ACS NSQIP provides participating hospitals with tools, analyses, and reports to make informed decisions about improving quality of care. Further, peer-reviewed studies have shown that ACS NSQIP is effective in improving the quality of surgical care while also reducing complications and costs.

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

Prepared by: Wally Sayles, Director of Surgical Services, 772-7771  
Approved by: Charles R. Harris, Interim Chief Executive Officer, 783-2504

Attachments:  
ACS NSQIP Hospital Participation Agreement

Attachments on file with the Clerk of the Board

## **BOARD REPORT**

### **Amendment No. 3 to the Huffmaster Crisis Response, Inc. Agreement**

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with Huffmaster Crisis Response, Inc. for nurse and allied professional staffing services in the event of an emergent staffing crisis at NMC, to add \$5,000,000 for a revised total agreement amount not to exceed \$5,901,988, until the conclusion of the staffing need.

#### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with Huffmaster Crisis Response, Inc. for nurse and allied professional staffing services in the event of an emergent staffing crisis at NMC, to add \$5,000,000 for a revised total agreement amount not to exceed \$5,901,988, until the conclusion of the staffing need.

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

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

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

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

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

The Office of the County Counsel approved the amendment No. 3 as to form. The Auditor-Controller approved the amendment No. 3 as to payment provisions. The amendment No. 3 has



also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 9, 2022.

**FINANCING:**

The cost for this amendment no. 3 is \$5,000,000. The source of funds will be from NMC's enterprise fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

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

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

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

**Attachments:**

Amendment No. 3 to HuffMaster Agreement  
Amendment No. 2 to HuffMaster Agreement  
Amendment No. 1 to HuffMaster Agreement  
Agreement with HuffMaster Crisis Response, Inc.

Attachments on file with the Clerk of the Board

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

## **Brainlab Guided Neurosurgery System Rental Agreements**

### **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 \$100,000.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a lease agreement with Brainlab Financial Services and with Brainlab, Inc. for a twelve-month lease of a software-based guided neurosurgery system for an amount not to exceed \$330,762, with an agreement term effective when signed.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within both agreements.

#### **..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 \$100,000.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a lease agreement with Brainlab Financial Services and with Brainlab, Inc. for a twelve-month lease of a software-based guided neurosurgery system for an amount not to exceed \$330,762, with an agreement term effective when signed.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within both agreements.

#### **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 these rental agreements as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The rental agreements have also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 9, 2022.

#### **FINANCING:**

The cost for these rental agreements is \$430,762, of which \$349,000 is included in the Fiscal Year 2022-23 Adopted Budget. Amounts for remaining years of the twelve-month agreement will be included in those budgets as appropriate.

#### **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, 772-7771  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

#### **Attachments:**

Brainlab Inc. Short Term Rental Agreement  
Brainlab, Inc. 12-month Lease Terms and Conditions Agreement  
Brainlab Financial Services Master Usage Agreement (MUA)  
Brainlab Financial Services Usage Schedule Document  
Brainlab Financial Services Certificate of Incumbency and Authority  
Brainlab Financial Services Co-Obligor Addendum to MUA

Attachments on file with the Clerk of the Board

# FINANCIAL STATEMENTS

JULY 31, 2022

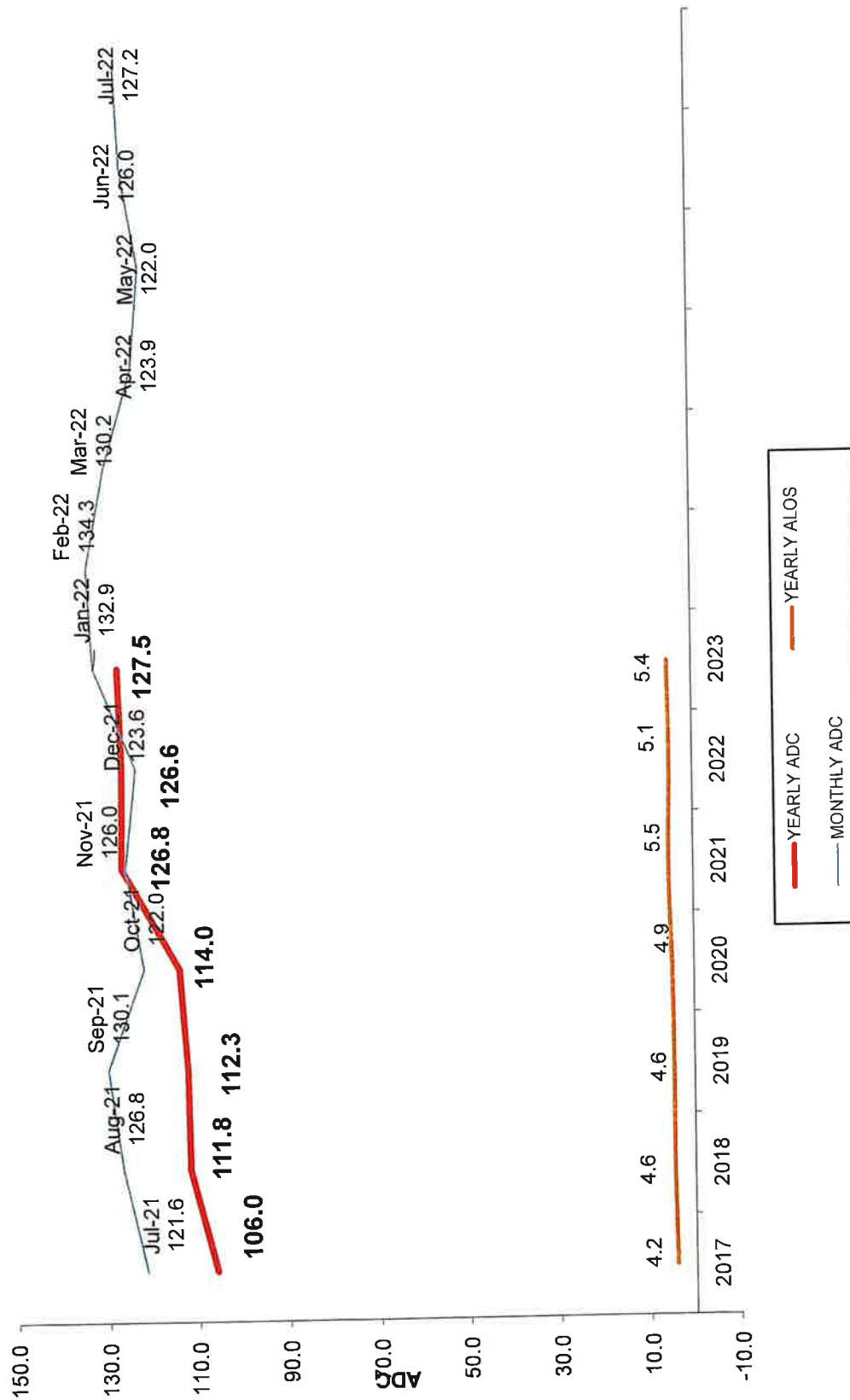
## **FINANCIAL STATEMENTS**

**JULY 31, 2022**

### **I N D E X**

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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
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7	SCHEDULE OF STATE / COUNTY RECEIVABLES
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9	RECONCILIATION OF GOVERNMENT FUNDING
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**NATIVIDAD  
STATISTICAL REPORT  
JULY 31, 2022**

Month-To-Date					Year-To-Date					
05-22	06-22	07-22	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PLY					
1	253	246	249	239	NICU	15	239	249	193	29.02%
	1,751	1,895	2,032	1,630	Med/Surg	57	1,630	2,032	1,719	18.21%
3	196	207	256	327	ICU	10	327	256	218	17.43%
4	63	75	80	85	Peds	12	85	80	42	90.48%
5	819	781	778	745	Acute Rehab	28	745	778	834	-6.71%
6	379	329	249	325	OB/Gyn	27	325	249	296	-15.88%
7	3,461	3,533	3,644	3,351	TOTAL ACUTE	149	3,351	3,644	3,302	10.36%
8	318	247	299	463	Psychiatric	19	463	299	468	-36.11%
9	3,779	3,780	3,943	3,814	TOTAL DAYS	168	3,814	3,943	3,770	4.59%
10	333	351	324	294	Nursery	18	294	324	273	18.68%
AVERAGE DAILY CENSUS										
11	85.2	91.7	92.5	84.1	Acute	121	84.1	92.5	79.6	16.21%
12	26.4	26.0	25.1	24.0	Acute Rehab	28	24.0	25.1	26.9	-6.69%
13	10.3	8.2	9.6	14.9	Psychiatric	19	14.9	9.6	15.1	-36.42%
14	121.9	126.0	127.2	123.0	TOTAL	168	123.0	127.2	121.6	4.61%
15	10.7	11.7	10.5	9.5	Nursery	18	9.5	10.5	8.8	19.32%
PERCENTAGE OF OCCUPANCY										
16	70.4%	75.8%	76.4%	69.5%	Acute		69.5%	76.4%	65.8%	16.2%
17	94.3%	92.9%	89.6%	85.7%	Acute Rehab		85.7%	89.6%	96.1%	-6.7%
18	54.2%	43.2%	50.5%	78.4%	Psychiatric		78.4%	50.5%	79.5%	-36.4%
19	72.6%	75.0%	75.7%	73.2%	TOTAL		73.2%	75.7%	74.1%	2.1%
20	59.4%	65.0%	58.3%	52.8%	Nursery		52.8%	58.3%	48.9%	19.3%
ADMISSIONS										
21	659	687	626	645	Acute		645	626	627	-0.16%
22	58	58	56	53	Acute Rehab		53	56	58	-3.45%
23	59	34	55	44	Psychiatric		44	55	54	1.85%
24	776	779	737	742	TOTAL		742	737	739	-0.27%
25	205	212	188	178	Nursery		178	188	173	8.67%
26	221	229	208	190	Deliveries		190	208	175	18.86%
DISCHARGES										
27	647	686	609	627	Acute		627	609	621	-1.93%
28	56	60	53	55	Acute Rehab		55	53	57	-7.02%
29	52	43	47	45	Psychiatric		45	47	56	-16.07%
30	755	789	709	727	TOTAL		727	709	734	-3.41%
31	188	190	180	163	Nursery		163	180	162	11.11%
AVERAGE LENGTH OF STAY										
32	4.9	4.9	5.4	5.1	Acute(Hospital wide no babies)		5.1	5.4	5.1	5.88%
33	14.1	13.5	13.9	14.1	Acute Rehab		14.1	13.9	14.4	-3.47%
34	2.6	2.5	1.9	2.6	OB/Gyn		2.6	1.9	2.5	-24.00%
35	5.4	7.3	5.4	10.5	Psychiatric		10.5	5.4	8.7	-37.93%
36	1.6	1.7	1.7	1.7	Nursery		1.7	1.7	1.6	6.25%
OUTPATIENT VISITS										
37	4,722	4,765	4,759	4,542	Emergency Room		4,542	4,759	4,271	11.43%
38	578	566	528	548	ER Admits		548	528	549	-3.83%
39	74.5%	72.7%	71.6%	73.9%	ER Admits as a % of Admissions		73.9%	71.6%	74.3%	-3.56%
40	6,058	5,991	5,274	6,008	Clinic Visits		6,008	5,274	6,022	-12.42%
ANCILLARY PROCEDURES BILLED										
41	55,560	55,218	55,122	54,666	Lab Tests		54,666	55,122	51,923	6.16%
42	4,025	4,071	4,095	3,848	Radiology Procedures		3,848	4,095	3,697	10.77%
43	225	205	226	204	MRI Procedures		204	226	203	11.33%
44	90	132	130	115	Nuclear Med Procedures		115	130	120	8.33%
45	1,281	1,323	1,208	1,299	Ultrasound Procedures		1,299	1,208	1,214	-0.49%
46	2,083	1,965	2,037	1,915	CT Scans		1,915	2,037	1,890	7.78%
47	393	400	362	372	Surgeries		372	362	402	-9.95%
48	7.70	7.37	7.42	7.59	FTE'S PER AOB		7.59	7.42	7.47	-0.67%
49	1,337.0	1,347.0	1,348.3	1,317.2	TOTAL PAID FTE'S		1,317.2	1,348.3	1,284.0	5.01%
50	5,381	5,487	5,636	5,384	ADJUSTED PATIENT DAYS		5,384	5,636	5,328	5.78%

**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED  
FOR FY2023**

	JUL-22	AUG-22	SEP-22	OCT-22	NOV-22	DEC-22	JAN-23	FEB-23	MAR-23	APR-23	MAY-23	JUN-23	YTD
<b>REVENUE</b>													
<b>Patent Revenue:</b>													
Inpatient	\$ 81,718,145	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 81,718,145
Pro Fees	3,541,487	-	-	-	-	-	-	-	-	-	-	-	3,541,487
Outpatient	36,616,405	-	-	-	-	-	-	-	-	-	-	-	36,616,405
Total Patient Revenue	121,876,037	-	-	-	-	-	-	-	-	-	-	-	121,876,037
Deductions from revenue													
Contractual Deductions	92,824,795	-	-	-	-	-	-	-	-	-	-	-	92,824,795
Bad Debt	4,135,680	-	-	-	-	-	-	-	-	-	-	-	4,135,680
Unable to Pay	74,058	-	-	-	-	-	-	-	-	-	-	-	74,058
Total Contractual Discounts	97,034,533	-	-	-	-	-	-	-	-	-	-	-	97,034,533
Net Patient Revenue	24,841,505	-	-	-	-	-	-	-	-	-	-	-	24,841,505
As a percent of Gross Revenue	20.38%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	20.38%
<b>Total Government Funding</b>	22,040,564	-	-	-	-	-	-	-	-	-	-	-	22,040,564
<b>Other Operating Revenue:</b>													
Rent Income	121,586	-	-	-	-	-	-	-	-	-	-	-	121,586
Interest Income	81,000	-	-	-	-	-	-	-	-	-	-	-	81,000
NMF Contribution	60,000	-	-	-	-	-	-	-	-	-	-	-	60,000
Other Income	422,577	-	-	-	-	-	-	-	-	-	-	-	422,577
Total Other Operating Revenue	685,163	-	-	-	-	-	-	-	-	-	-	-	685,163
<b>TOTAL REVENUE</b>	47,567,232	-	-	-	-	-	-	-	-	-	-	-	47,567,232
<b>EXPENSE</b>													
Salaries, Wages & Benefits	17,705,905	-	-	-	-	-	-	-	-	-	-	-	17,705,905
Registry	1,249,749	-	-	-	-	-	-	-	-	-	-	-	1,249,749
Phys/Residents SWB & Contract Fees	4,409,799	-	-	-	-	-	-	-	-	-	-	-	4,409,799
Purchased Services	2,984,755	-	-	-	-	-	-	-	-	-	-	-	2,984,755
Supplies	2,780,492	-	-	-	-	-	-	-	-	-	-	-	2,780,492
Insurance	389,180	-	-	-	-	-	-	-	-	-	-	-	389,180
Utilities and Telephone	435,501	-	-	-	-	-	-	-	-	-	-	-	435,501
Interest Expense	53,821	-	-	-	-	-	-	-	-	-	-	-	53,821
Depreciation & Amortization	1,043,263	-	-	-	-	-	-	-	-	-	-	-	1,043,263
Other Operating Expense	527,085	-	-	-	-	-	-	-	-	-	-	-	527,085
<b>TOTAL EXPENSE</b>	31,539,560	-	-	-	-	-	-	-	-	-	-	-	31,539,560
<b>NET INCOME(LOSS)</b>	16,027,672	-	-	-	-	-	-	-	-	-	-	-	16,027,672
<b>Normalization for Extraordinary Items</b>													
State One Time Grant	(15,897,563)	-	-	-	-	-	-	-	-	-	-	-	(15,897,563)
Provider Relief Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
American Rescue Plan (ARPA) Rural Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
Families First C-19 Response	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Extraordinary Items</b>	(15,897,563)	-	-	-	-	-	-	-	-	-	-	-	(15,897,563)
<b>NET INCOME BEFORE Extraordinary Items</b>	\$ 130,109	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 130,109
<b>CAPITAL CONTRIBUTIONS</b>													
County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>CHANGE IN NET ASSETS</b>	\$ 16,027,672	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,027,672

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

CURRENT MONTH										YEAR -TO -DATE									
		Actual		Budget		Variance fav. (unfav)		% VAR				Actual		Budget		Variance fav. (unfav)		% VAR	

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY**  
**AS OF JULY 31, 2022**

		CURRENT MONTH				YEAR -TO- DATE			
		Variance fav. (unfav)		Variance fav. (unfav)					
		\$ VAR.		% VAR					
		Budget		Budget					
		Actual		Actual					
		5,636		5,636					
		5,384		5,384					
		4.7%		4.7%					
		252		252					
		2.5		2.5					
		347		346					
		(158)		(159)					
		350		349					
		538		537					
		2.6		2.5					
		(4.4)		(4.4)					
		7.0		7.0					
		77.1		77.1					
		(3.6)		(3.6)					
		(1.4)		(1.4)					
		(63)		(63)					
		21.20%		21.20%					
		2,856		2,856					
		1,054		1,054					
		271.0		270.9					
		(2)		(2)					
		(12)		(12)					
		(0)		(0)					
		10		10					
		(5)		(5)					
		2,789		2,789					
		49.4		49.3					
		103		103					
		(179)		(179)					
		23		23					
		603		603					
		440		440					
		(53)		(53)					
		2		2					
		(12)		(12)					
		3		3					
		19		19					
		9.2		9.2					
		(20.2)		(20.2)					
		(0.6)		(0.6)					
		(34)		(33)					
		88		88					
		2,755		2,755					
		3,121.2		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
		178		178					
		771		771					
		598		598					
		531		531					
		65		65					
		58		58					
		13		13					
		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
		178		178					
		771		771					
		598		598					
		531		531					
		65		65					
		58		58					
		13		13					
		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
		178		178					
		771		771					
		598		598					
		531		531					
		65		65					
		58		58					
		13		13					
		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
		178		178					
		771		771					
		598		598					
		531		531					
		65		65					
		58		58					
		13		13					
		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
		178		178					
		771		771					
		598		598					
		531		531					
		65		65					
		58		58					
		13		13					
		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
		178		178					
		771		771					
		598		598					
		531		531					
		65		65					
		58		58					
		13		13					
		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
		178		178					
		771		771					
		598		598					
		531		531					
		65		65					
		58		58					
		13		13					
		183		183					
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		9.2		9.2					
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		5,461		5,461					
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		9.2		9.2					
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		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
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		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
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		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
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		598		598					
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		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
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		5,461		5,461					
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		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
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		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
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		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
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		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
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		771		771					
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		183		183					
		9.2		9.2					
		80		80					
		5,461		5,461					
		(0.6)		(0.6)					
		2,755		2,755					
		3,120.9		3,120.9					
		75		75					
		5,461		5,461					
		(0.6)		(0.6)					
		2,984		2,984					
		178		178					
		771		771					
		598		598					
		531		531					
		65		65					
		58		58					
		13		13					
		183		183					
		9.2		9.2					



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

	CURRENT MONTH				YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 145,987,750	\$ 116,913,998	\$ (29,073,752)	(19.9) %	\$ 145,987,750	\$ 116,913,998	\$ (29,073,752)	(19.9) %
2	36,483,667	35,983,667	(500,000)	-	36,483,667	35,983,667	(500,000)	-
3	60,748,019	64,008,105	3,260,086	5.4	60,748,019	64,008,105	3,260,086	5.4
4	17,957,289	29,623,821	11,666,532	65.0	17,957,289	29,623,821	11,666,532	65.0
5	5,055,297	5,323,854	268,557	5.3	5,055,297	5,323,854	268,557	5.3
6	4,164,558	5,176,079	1,011,521	24.3	4,164,558	5,176,079	1,011,521	24.3
7	270,396,580	257,029,524	(13,367,056)	(4.9)	270,396,580	257,029,524	(13,367,056)	(4.9)
8	349,915,315	350,729,593	814,278	0.2	349,915,315	350,729,593	814,278	0.2
9	(221,486,729)	(222,529,992)	(1,043,263)	(0.5)	(221,486,729)	(222,529,992)	(1,043,263)	(0.5)
10	128,428,556	128,199,601	(228,955)	(0.2)	128,428,556	128,199,601	(228,955)	(0.2)
11	208,687,295	212,064,125	3,376,830	1.6	208,687,295	212,064,125	3,376,830	1.6
12	\$ 607,512,461	\$ 597,293,250	\$ (10,219,211)	(1.7) %	\$ 607,512,461	\$ 597,293,250	\$ (10,219,211)	(1.7) %
<b>CURRENT ASSETS</b>								
CASH								
FUND AID								
ACCOUNTS RECEIVABLE NET								
STATE/COUNTY RECEIVABLES								
INVENTORY								
PREPAID EXPENSE								
TOTAL CURRENT ASSETS								
PROPERTY, PLANT & EQUIPMENT								
LESS: ACCUMULATED DEPRECIATION								
NET PROPERTY, PLANT & EQUIPMENT								
OTHER ASSETS								
TOTAL ASSETS								
<b>CURRENT LIABILITIES</b>								
ACCRUED PAYROLL								
ACCOUNTS PAYABLE								
MCARE/MEDICAL LIABILITIES								
CURRENT PORTION OF DEBT								
OTHER ACCRUALS								
TOTAL CURRENT LIABILITIES								
<b>LONG TERM LIABILITIES</b>								
LT ACCRUED LIABILITIES								
UN EARNED CONTRIBUTIONS								
LONG TERM PORTION OF C.O.P's								
TOTAL LONG TERM DEBT								
<b>FUND BALANCES</b>								
ACCUMULATED FUND								
CHANGE IN NET ASSETS								
TOTAL FUND BALANCES								
TOTAL LIAB. & FUND BALANCES								
23	\$ 607,512,461	\$ 597,293,250	\$ (10,219,211)	(1.7) %	\$ 607,512,461	\$ 597,293,250	\$ (10,219,211)	(1.7) %
24	21,950,304	24,156,598	2,206,294	10.1	21,950,304	24,156,598	2,206,294	10.1
25	16,045,254	9,130,524	(6,914,730)	(43.1)	16,045,254	9,130,524	(6,914,730)	(43.1)
26	133,585,528	115,955,655	(17,629,873)	(13.2)	133,585,528	115,955,655	(17,629,873)	(13.2)
27	3,817,583	3,817,583	-	-	3,817,583	3,817,583	-	-
28	15,453,137	11,599,382	(3,853,756)	(24.9)	15,453,137	11,599,382	(3,853,756)	(24.9)
29	190,851,806	164,659,742	(26,192,065)	(13.7)	190,851,806	164,659,742	(26,192,065)	(13.7)
30	3,823,796	3,768,979	(54,817)	(1.4)	3,823,796	3,768,979	(54,817)	(1.5)
31	21,613,806	21,613,806	-	-	21,613,806	21,613,806	-	-
32	25,437,602	25,382,785	(54,817)	(0.2)	25,437,602	25,382,785	(54,817)	(0.2)
33	372,231,446	391,223,052	18,991,606	5	391,223,053	391,223,052	(1)	(0)
34	18,991,607	16,027,672	(2,963,936)	15.6	16,027,672	16,027,672	-	100.0
35	391,223,053	407,250,724	16,027,671	4.1	391,223,053	407,250,724	16,027,671	4.1
36	\$ 607,512,461	\$ 597,293,250	\$ (10,219,211)	(1.7) %	\$ 607,512,461	\$ 597,293,250	\$ (10,219,211)	(1.7) %

**NATIVIDAD  
STATE AND COUNTY RECEIVABLES  
AS OF 07/31/22**

**BALANCE SHEET**

	<u>Req. Balance</u>	<u>Accruals</u>	<u>Reclas and Adj</u>	<u>Prior Years Final Rec'n</u>	<u>Family 1st Corona Response</u>	<u>IGT</u>	<u>Payments</u>	<u>Ending Balance</u>
Medi-Cal Waiver (DSH +SNCP)	\$ 6,296,200	1,191,667				4,952,577		12,440,444
Hospital Fee	(817,600)	83,333						(734,267)
Rate Range IGT-CCAH-	2,368,583	972,000						3,340,583
MCMC EPP	4,119,907	1,166,667						5,286,574
MCMC QIP	3,219,696	1,666,667						4,886,363
SB1732	920,623	233,333						1,153,956
AB 915	56,674	312,120						368,794
Medical GME	(1,361,230)	83,333				614,722		(663,175)
CARES ACT Funding	180,590				41,667			222,257
AIR UCSF & Touro University								-
A/R Mee Memorial	198,937	122,400	(168,886)					153,451
A/R Office Buildings	60,809	121,586					(15,863)	166,512
Medical HPE	(5,589)	25,000						19,411
Interest Accrued Positive Cash	330,000	81,000						411,000
Accrued Donations	949,126	60,000					(128,600)	880,526
A/R Jail-PG&E	234,127	94,600						328,727
Health Department	205,437	157,229						362,666
A/R Watsonville	1,000,000							1,000,000
<b>STATE RECEIVABLES</b>	<b>\$ 17,957,289</b>	<b>\$ 6,370,935</b>	<b>\$ (168,886)</b>	<b>\$ -</b>	<b>\$ 41,667</b>	<b>\$ 5,567,289</b>	<b>\$ (144,483)</b>	<b>\$ 29,623,821</b>

**P & L**

	<u>YTD Jul-22</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 1,191,667
Rate Range IGT-CCAH-	972,000
Esperanza Care	(208,333)
Family First C-19 Response-FMAP Enhance-	41,667
State One Time Grant	15,897,563
Medical GME	83,333
HPE	25,000
Hospital Fee	83,333
MCMC EPP	1,166,667
HD Residency Support	(41,667)
MCMC QIP	1,666,667
AB915	312,120
Medicare GME	117,215
CARES Act Fund Aid	500,000
SB 1732	233,333
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 22,040,565</b>

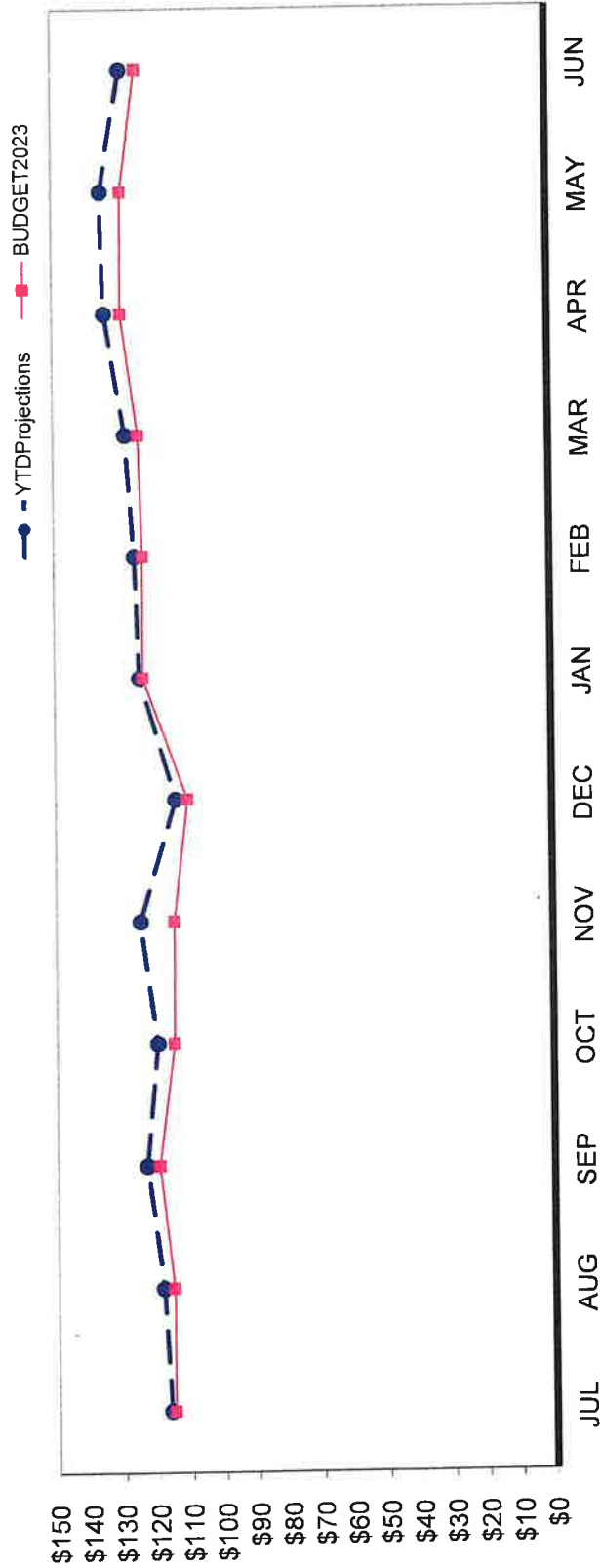
**NATIVIDAD  
STATEMENT OF CASH FLOWS  
AS OF JULY 31, 2022**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 145,987,750	\$ 145,987,750
2		
3	16,027,672	16,027,672
4	-	-
5	1,043,263	\$ 1,043,263
6	17,070,935	17,070,935
7		
8	(3,260,086)	(3,260,086)
9	(11,666,532)	(11,666,532)
10	(1,280,078)	(1,280,078)
11	2,206,293	2,206,293
12	(6,914,730)	(6,914,730)
13	(17,629,873)	(17,629,873)
14	-	0
15	(3,853,756)	(3,853,756)
16	(42,398,762)	(42,398,762)
17		
18		
19	(814,278)	(814,278)
20	-	-
21	(814,278)	(814,278)
22		
23	(54,817)	(54,817)
24	(3,376,830)	(3,376,830)
25	-	-
26	(3,431,647)	(3,431,647)
27	(29,573,752)	(29,573,752)
28	\$ 116,413,998	\$ 116,413,998

NATIVIDAD  
RECONCILIATION OF GOVERNMENT FUNDING  
FISCAL YEAR 2023

	<u>BDGT-23</u>	<u>ESTIMATE FY2023</u>	<u>Variance to Budget</u>
	\$	\$	\$
Medi-Cal DSH Waiver	13,000,000	13,000,000	-
EPP	14,000,000	14,000,000	-
QIP	20,000,000	20,000,000	-
Physician SPA	1,300,000	1,300,000	-
AB915	3,745,440	3,745,440	-
SB1732	2,800,000	2,800,000	-
CCAH Rate Range	11,665,000	11,665,000	-
HPE	300,000	300,000	-
Family First Corona Virus Response	500,000	500,000	-
Esperanza Care Outside Purchased Service	(2,500,000)	(2,500,000)	-
HD Residency Support	(500,000)	(500,000)	-
Medicare GME & B/D	1,300,000	1,300,000	-
Medical GME	1,000,000	1,000,000	-
CARES Act Fund Aid	-	6,000,000	6,000,000
State One Time Grant	-	15,897,563	15,897,563
Provider Fee	1,000,000	1,000,000	-
	<u>\$ 67,610,440</u>	<u>\$ 89,508,003</u>	<u>\$ 21,897,563</u>

## Cash Flow Performance Fiscal Year 2023 (in Millions)



	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	116.4	118.5	123.2	119.8	124.8	114.1	124.6	125.8	128.3	134.3	135.3	129.3
BDGT	115.3	115.4	119.5	114.9	114.7	110.4	123.5	123.3	124.4	129.4	129.2	124.7
Variance	1.1	3.1	3.7	5.0	10.1	3.6	1.1	2.5	3.9	5.0	6.1	4.6



NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2023

	ACTUAL JUL	ESTIMATE AUG	ESTIMATE SEP	ESTIMATE OCT	ESTIMATE NOV	ESTIMATE DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	145,978,767	116,404,738	118,085,010	123,192,127	119,794,663	121,183,427	108,035,319	124,576,227	125,799,694	129,290,453	134,322,358	135,280,608	145,978,767
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cap)	20,444,686	23,615,351	23,615,351	23,615,351	23,615,351	23,615,351	23,615,351	23,615,351	23,615,351	23,615,351	23,615,351	23,615,351	280,213,551
Provider Fee		250,000											1,000,000
RR 1ST CCAH							11,684,000						11,684,000
Stimulus - Family First Response COVID19													
SHORT DOYLE													
LPE	128,600	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	3,850,000
Foundation Donations		60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	788,600
Mcal Waiver FY 22-23/GPP		3,575,000	3,575,000	3,575,000	3,575,000	3,575,000	3,575,000	3,575,000	3,575,000	3,575,000	3,575,000	3,575,000	14,300,000
QIP/ERP		2,833,333	2,833,333	2,833,333	2,833,333	2,833,333	2,833,333	2,833,333	2,833,333	2,833,333	2,833,333	2,833,333	31,066,667
SBI732		125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	2,800,000
HEALTH DEPARTMENT RETMB													2,800,000
MCAL GME													2,800,000
AB915													2,800,000
Rent Income	15,883	125,250	125,250	125,250	125,250	125,250	125,250	125,250	125,250	125,250	125,250	125,250	1,393,633
Fund 404 Transfer		434,539	4,391,718	2,665,379	1,762,100	2,982,839	1,954,416	2,180,057	2,065,597	3,121,758	2,942,975	4,798,622	29,300,000
Interest Income		427,500	427,500	427,500	427,500	427,500	427,500	427,500	427,500	427,500	427,500	427,500	1,710,000
Miscellaneous Revenue	280,091	14,894	14,894	14,894	14,894	14,894	14,894	14,894	14,894	14,894	14,894	14,894	143,923
Total Cash Receipts	20,869,260	27,833,368	35,793,047	29,814,208	28,910,329	31,059,168	44,342,245	29,328,866	32,541,926	33,845,587	30,091,804	40,594,951	385,025,374
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	18,316,669	7,417,272	7,417,272	7,417,272	7,417,272	7,417,272	7,417,272	7,417,272	7,417,272	7,417,272	7,417,272	7,417,272	99,906,659
16T MEDICAL GME													614,722
GPP CY2022	4,952,577												4,952,577
Building Lease / Rental Equipment	230,974	230,829	230,829	230,829	230,829	230,829	230,829	230,829	230,829	230,829	230,829	230,829	2,770,993
GPP Principal & Interest Payments		4,452,216	4,452,216	4,452,216	4,452,216	4,452,216	4,452,216	4,452,216	4,452,216	4,452,216	4,452,216	4,452,216	4,991,410
Payroll and Benefits	17,396,527	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	206,832,263
Esperanza Care	23,625												23,625
COWCAP	4,510,031	297,964	297,964	297,964	297,964	297,964	297,964	297,964	297,964	297,964	297,964	297,964	4,510,031
Deta Processing	1,018,468												4,295,072
Pension Fund Transfer to County	3,379,696												3,379,696
Transfer From 451 to 404 & 16T Fund													15,000,000
Capital Expenses Fund 404		434,539	4,391,718	2,665,379	1,762,100	2,982,839	1,954,416	2,180,057	2,065,597	3,121,758	2,942,975	4,798,622	29,300,000
Capital Expenditures		151,061	1,526,717	926,581	612,569	1,036,941	679,425	757,866	718,075	1,085,234	1,023,083	1,668,170	10,185,722
Total Cash Disbursements	50,443,286	25,753,095	31,085,930	33,211,671	27,542,164	44,187,275	27,801,335	28,105,418	30,051,167	27,813,681	29,133,553	46,634,287	401,762,669
Increase/(Decrease)	(29,574,029)	2,080,272	4,707,116	(3,397,464)	1,368,764	(13,128,108)	16,540,908	1,223,467	2,490,758	6,031,905	958,250	(6,039,337)	(16,737,496)
Ending Cash Fund 451	116,404,738	118,485,010	123,192,127	119,794,663	121,163,427	108,035,319	124,576,227	125,799,694	129,290,453	134,322,358	135,280,608	129,241,271	129,241,271
(+) Cash In Transit													
(-) Petty Cash and CC	9,260	10,007	10,914	13,651	3,577,107	5,019,863	8,841	11,425	17,445	23,969	9,193	8,983	
Ending Cash as per 6/L	116,413,998	118,495,017	123,203,041	119,808,314	124,757,399	114,064,023	124,387,652	125,811,023	129,307,898	134,346,327	135,289,801	129,250,254	
<b>Fund 404</b>													
Beginning Balance	68,523,397	68,523,397	68,088,858	63,697,140	61,031,761	59,265,661	56,285,622	54,332,406	52,152,349	50,086,752	46,964,994	44,022,019	
Transfer In from fund 451													
Transfer Out fund 404		(434,539)	(4,391,718)	(2,665,379)	(1,762,100)	(2,982,839)	(1,954,416)	(2,180,057)	(2,065,597)	(3,121,758)	(2,942,975)	(4,798,622)	
Ending Cash Fund 404	68,523,397	68,088,858	63,697,140	61,031,761	59,265,661	56,285,622	54,332,406	52,152,349	50,086,752	46,964,994	44,022,019	39,223,397	
<b>Ending Cash Fund 451 &amp; 404</b>	184,937,395	186,573,868	186,869,267	180,826,424	180,433,088	164,322,141	178,908,633	177,952,043	178,377,205	181,287,352	179,302,827	168,464,668	