



# **Finance Committee Meeting 2023**

**February 10, 2023**



## **Finance Committee Meeting**

**Friday, February 10, 2023**

**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.

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- +1 971 247 1195 US (Portland)
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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=cGVUcEJTTU53aGsyd0tJbDRlUUtTQT09>

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.
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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)**

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### **Approval of Minutes**

1. Approve the Minutes of January 13, 2023 Finance Committee and January 13, 2023 Special Finance Committee. *Pages 5-13*

## **Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 14-23*

## **Scheduled Items/Discussion Items**

3. Consider finding, pursuant to AB 361, that the COVID-19 pandemic state of emergency declared by Governor Newsom is still in effect; the Natividad Medical Center Finance Committee has reconsidered the circumstances of the state of emergency; and the Monterey County Health Officer continues to recommend social distancing measures for meetings of the legislative bodies. **Stacy Saetta, Chief Deputy County Counsel**
4. Receive and Approve December 2022 Financial Report. *Pages 24-36* **Daniel Leon, CFO**

## **Adjournment**

**NEXT FINANCE COMMITTEE MEETING  
FRIDAY, MARCH 10, 2023 AT 8:30 A.M.  
SHERWOOD CONFERENCE ROOM  
2<sup>ND</sup> Floor, Building 300**

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, February 10, 2023**  
**Consent Items**

**Attachment A**

<b>1.</b> <i>Pages 14-15</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 10 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$8,000,000 for a revised total agreement amount not to exceed \$77,563,000 with no change to the agreement term April 19, 2017 through June 30, 2023.
<b>2.</b> <i>Pages 16-17</i>	<ol style="list-style-type: none"><li>a. Authorize the Chief Executive Officer for Natividad or his designee to execute an agreement with Integra LifeSciences Sales LLC for IntegraLink Protection (ILP) Plus service &amp; preventive maintenance at NMC for an amount not to exceed \$92,898 with an agreement term March 1, 2023 through February 29, 2028.</li><li>b. Approve the Natividad Chief Executive Officer's recommendation to accept non-standard insurance provisions within the agreement.</li></ol>
<b>3.</b> <i>Pages 18-19</i>	<ol style="list-style-type: none"><li>a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary range of the Dietitian Aide classification as indicated in Attachment A; and</li><li>b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</li></ol>
<b>4.</b> <i>Pages 20-21</i>	<ol style="list-style-type: none"><li>a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary ranges of the Dietitian and Supervising Dietitian classifications as indicated in Attachment A; and</li><li>b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</li></ol>
<b>5.</b> <i>Pages 22-23</i>	<ol 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 (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology and urology gynecology services, extending the term by twelve months (April 1, 2023 to March 31, 2024) for a revised full agreement term of February 1, 2018 to March 31, 2024, and adding \$350,000 for a revised total not to exceed amount of \$1,510,000 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% (\$41,000) of the original contract amount.</li></ol>



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### **MINUTES**

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

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

**Call to Order**

**Marcia Atkinson, Chair**

**Roll Call**

***Present***

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

***Not Present***

***Marcia Atkinson***

Public Comments (Limited 3 minutes per speaker)

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Approval of Minutes

1. Approve the Minutes of November 10, 2022 Finance Committee.

**MOTION:** *Motion to approve the minutes of November 10, 2022 Finance Committee Meeting, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi and approved by the following vote*

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

*Dr. Charles Harris: AYE*

*Dr. Marc Tunzi: AYE*

*Marcia Atkinson: NOT PRESENT*

*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 12, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved by the following vote*

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

*Dr. Charles Harris: AYE*

*Dr. Marc Tunzi: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

Scheduled Items/Discussion Items

3. Receive Oral Report on the future of teleconferencing and remote meetings.  
Deputy County Counsel

Stacy Saetta, Chief

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

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

*Dr. Charles Harris: AYE*

*Dr. Marc Tunzi: AYE*

*Marcia Atkinson: NOT PRESENT*

*Libby Downey: AYE*

4. Receive and Approve October 2022 Financial Report.

Daniel Leon, CFO

**MOTION:** *Motion to accept the October 2022 Financial Reports moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved by the following vote*



*Roll call vote taken pursuant to Government Code 54953:  
Dr. Charles Harris: AYE  
Dr. Marc Tunzi: AYE  
Marcia Atkinson: NOT PRESENT  
Libby Downey: AYE*

5. Receive and Approve November 2022 Financial Report.

**Daniel Leon, CFO**

**MOTION:** *Motion to accept the November 2022 Financial Reports moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved by the following vote*

*Roll call vote taken pursuant to Government Code 54953:  
Dr. Charles Harris: AYE  
Dr. Marc Tunzi: AYE  
Marcia Atkinson: NOT PRESENT  
Libby Downey: AYE*

**Adjournment at 9:00am**

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Libby Downey, Vice Chair

*Recorded by Noemi Breig*



**Finance Committee Meeting**  
**Friday, January 13, 2023**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement (A-14503) with Center for Improvement in Healthcare Quality (CIHQ) for on site, Joint Commission mock survey services, extending the agreement an additional one (1) year period (September 20, 2022 through September 19, 2023) for a revised full agreement term of September 20, 2019 through September 19, 2023, and adding \$24,000 for a revised total agreement amount not to exceed \$44,000.
2.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 7 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment, county ambulatory clinics and health plan member access for Natividad, extending the agreement an additional one (1) year period (January 2, 2023 through January 1, 2024) for a revised full agreement term of January 2, 2017 through January 1, 2024, and adding \$100,000 for a revised agreement amount not to exceed \$480,000 with no changes to the scope of work.
3.	<ol style="list-style-type: none"><li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a residential lease agreement with 1701 Independence, LLC dba Creekbridge Apartments for housing of student doctors and resident physicians performing services at NMC for an amount not to exceed \$29,200 with an agreement term February 1, 2023 through January 31, 2024.</li><li>b. Authorize the Auditor Controller to make lease payments of \$2,425 per month in accordance with the terms of the residential lease agreement.</li><li>c. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute three future renewals to the residential lease agreement for three (3) additional twelve (12) month terms under the same general terms and conditions provided there is not a significant increase to the amount of the monthly lease payments, and to make minor revisions to the lease agreements if deemed by the Deputy Purchasing Agent for NMC to be in the best interest of the County to do so, subject to review and approval of County Counsel and County Auditor Controller.</li><li>d. 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></ol>
4.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14572) with Champion Medical Technologies, Inc. for electronic tissue management software services, extending the agreement an additional three (3) year period (March 1, 2023 through February 28, 2026) for a revised full agreement term of December 10, 2019 through February 28, 2026, and adding \$60,027 for a revised total agreement amount not to exceed \$157,965.
5.	<ol style="list-style-type: none"><li>a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary range of the Speech Pathologist classification as indicated in Attachment A; and</li><li>b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</li></ol>
6.	<ol style="list-style-type: none"><li>a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary range of the Physical Therapist Helper classification as indicated in Attachment A; and</li></ol>

	<ul style="list-style-type: none"> <li>b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</li> </ul>
7.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Clinical Laboratory Scientist, Senior Clinical Laboratory Scientist, Supervising Clinical Laboratory Scientist and Clinical Laboratory Scientist-Per Diem classifications as indicated in Attachment A; and</li> <li>b. 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. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary range of the Anesthesia Technician classification as indicated in Attachment A; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</li> </ul>
9.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer (“CEO”) of Natividad Medical Center (“NMC”) to sign the patient transfer agreement with the County of Santa Clara-Santa Clara Valley Medical Center (“SCVMC”) including O Connor Hospital and Saint Louise Regional Hospital, which defines the terms of transferring a patient between NMC and SCVMC for the term of July 1, 2023 through June 30, 2028; and</li> <li>b. Approve the NMC Chief Executive Officer’s recommendation to accept non-standard indemnification (Monterey County indemnifies Santa Clara County) and insurance (professional liability insurance only; standard limits) provisions within the agreement; and</li> <li>c. Authorize execution of additional amendments to the agreement where the amendments do not extend the term and do not significantly alter the risk associated with the parties’ duties under the Agreement, subject to review and approval of County Counsel and County Auditor-Controller.</li> </ul>
10.	<ul style="list-style-type: none"> <li>a. Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) an assumption agreement with Syntellis Performance Solutions, LLC who assumed RelayHealth software services (previously included in the agreement with Change Healthcare) with a term of March 23, 2021 through June 30, 2024 and a total amount not to exceed \$447,744.</li> <li>b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a restated assumption agreement with Syntellis Performance Solutions, LLC for the assumed RelayHealth software services whereby the total amount of the agreement has been corrected to \$656,858 for the term March 23, 2021 through June 30, 2024.</li> </ul>
11.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for medical records coding, with no changes to the agreement term of August 22, 2021 through August 21, 2024, and adding \$878,000 for a revised total agreement amount not to exceed \$4,305,000 with no changes to the scope of work.</p>
12.	<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 Neurologic, LLC for Intraoperative Neurophysiological Monitoring services at NMC for an amount not to exceed \$200,000 with an agreement term retroactive January 10, 2023 through January 9, 2026.</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%) (\$20,000) of the original cost of the agreement.</li> </ul>



## **Finance Committee Special Meeting**

**Friday, January 13, 2023**

**8:25 AM**

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

### **MINUTES**

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3. Members of the public who wish to make a general public comment for items not on the day's agenda may submit their comment via email, preferably limited to 250 words or less, to the Secretary of the Committee at [Natividadpubliccomments@natividad.com](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.

**NMC Staff/County:** Daniel Leon, Dr. Craig Walls, Stacy Saetta, Ari Entin

**Call to Order**

**Marcia Atkinson, Chair**

**Roll Call**

***Present***

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

***Not Present***

***Marcia Atkinson***

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

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

**Scheduled Items/Discussion Items**

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

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

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

***Dr. Charles Harris: AYE***

***Dr. Marc Tunzi: AYE***

***Marcia Atkinson: NOT PRESENT***

***Libby Downey: AYE***

**Adjournment at 8:31am**

---

Libby Downey, Vice Chair

*Recorded by Noemi Breig*



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

**Focus One Solutions LLC Amendment No. 10      Legistar Number: \_\_\_\_\_**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 10 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$8,000,000 for a revised total agreement amount not to exceed \$77,563,000 with no change to the agreement term April 19, 2017 through June 30, 2023.

### **..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. 10 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$8,000,000 for a revised total agreement amount not to exceed \$77,563,000 with no change to the agreement term April 19, 2017 through June 30, 2023.

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

Natividad Medical Center utilizes the registry services provided by Focus One Solutions, LLC to staff hard to fill clinical positions in order to meet the hospitals staffing needs to ensure high quality patient care. Focus One Solutions provides NMC a one-stop search agency for nurses and clinical technicians. Focus One has a network of over three dozen independent agencies that provide the needed personnel. NMC uses the registry services to fill positions in the following areas: Emergency department, Intensive Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Behavioral department, Rehabilitation, Physical and Occupational therapy, Radiology, Ultrasound, Interventional Radiology, Clinical Lab and Pharmacy.

Over the past year, the need for additional clinical staff has increased due to the ramifications of the COVID-19 pandemic on the availability of qualified applicants. In addition, Natividad has seen a larger number of resignations and a smaller applicant pool. As a result, additional nurses and other clinical continue to be needed in order to provide high quality care to our community. Natividad would like to add an additional \$8,000,000 to continue to cover service needs at Natividad.

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

The Office of County Counsel reviewed and approved this amendment No. 10 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 10 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 10, 2023

#### **FINANCING:**

The cost for this Amendment No. 10 is \$8,000,000, all of which will be absorbed in Natividad's FY 21-22 and FY 22-23 Budget.

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

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701

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

### Attachments:

Focus One Solutions Amendment No. 10  
Focus One Solutions Renewal and Amendment No. 9  
Focus One Solutions Amendment No. 8  
Focus One Solutions Amendment No. 7  
Focus One Solutions Amendment No. 6  
Focus One Solutions Amendment No. 5  
Focus One Solutions Amendment No. 4  
Focus One Solutions Amendment No. 3  
Focus One Solutions Amendment No. 2  
Focus One Solutions Amendment No. 1  
Focus One Solutions Agreement per RFP 9600-62

Attachments on file with the Clerk of the Board

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

### **Integra LifeSciences Sales LLC Agreement**

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

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute an agreement with Integra LifeSciences Sales LLC for IntegraLink Protection (ILP) Plus service & preventive maintenance at NMC for an amount not to exceed \$92,898 with an agreement term March 1, 2023 through February 29, 2028.
- b. Approve the Natividad Chief Executive Officer's recommendation to accept non-standard insurance provisions within the agreement.

#### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute an agreement with Integra LifeSciences Sales LLC for IntegraLink Protection (ILP) Plus service & preventive maintenance at NMC for an amount not to exceed \$92,898 with an agreement term March 1, 2023 through February 29, 2028.
- b. Approve the Natividad Chief Executive Officer's recommendation to accept non-standard insurance provisions within the agreement.

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

The CUSA is a ultrasonic surgical aspirator that can perform fragmentation, irrigation, and aspiration simultaneously. The CUSA is used by Neurosurgeons during Neuro and Spine Surgeries. The CUSA delivers enhanced performance to optimize quick and safe debulking of fibrous tissue. This system gives Neurosurgeons the ability to safely and efficiently achieve better resection, but also for the preservation of passing vessels.

#### **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 Natividad's Finance Committee and by its Board of Trustees on February 10, 2023.

#### **FINANCING:**

The cost for this agreement is \$92,898 of which \$6,194 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:**

Offering the CUSA technology to our Neurosurgeons gives them the ability to safely resect intracranial tumors by avoiding damage to adjacent brain tissue during the dissection. Traditionally, central nervous system masses have been debulked manually which can lead to iatrogenic trauma, prolonged anesthesia, a larger residual mass burden, and many other unwanted effects. Using the CUSA system helps to solve for these issues therefore providing state of the art care to our patients

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

Prepared by: Wally D. Sayles, Director of Surgical Services, 772-7771

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

Attachments:

Integra LifeSciences Sales LLC Agreement

Attachments on file with the Clerk of the Board

**..Title**

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary range of the Dietitian Aide classification as indicated in Attachment A; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

**..Report****RECOMMENDATION:**

It is recommended that the Board of Supervisors adopt a Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary range of the Dietitian Aide classification as indicated in Attachment A; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

**SUMMARY/DISCUSSION:**

A base wage compensation study of the Dietitian Aide classification was requested by Natividad administrative staff. The reasons cited for the request were recruitment difficulties and to check for salary alignment with the hospital comparable agencies identified in the County's Compensation Philosophy approved in December 2021.

The base wage analysis of the County's hospital comparable agencies found that based on the duties performed, the Dietitian Aide classification was matched to two (2) of the six (6) hospital comparable agencies and is approximately 20.71% below the salary mean.

To promote the County as the employer of choice, the goal is to provide labor market competitive wages by setting base wages within five percent (5% = - 4.495% with rounding) of the average of the agencies identified. The County's philosophy is to maintain a competitive compensation package that attracts and retains the highest quality candidates and employees to serve the community while maintaining sound fiscal standards.

Therefore, in accordance with the County's Compensation Philosophy, Natividad recommends adjusting the base wage salary of the Dietitian Aide classification by approximately 20.71% at top step in order to align with the labor market average.

**OTHER AGENCY INVOLVEMENT:**

The Human Resources Department concurs with the recommendations. Service Employees International Union (SEIU) Local 521 has been notified of the recommendations.

**FINANCING:**

There is a salary increase of approximately \$22,484 as a result of these actions for Natividad Medical Center (Unit 9600) FY 2022-23 Adopted Budget. This action does not impact the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

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

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

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

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

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

Attachments:

Attachment A

Resolution



**..Title**

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary ranges of the Dietitian and Supervising Dietitian classifications as indicated in Attachment A; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

**..Report**

**RECOMMENDATION:**

It is recommended that the Board of Supervisors adopt a Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix A to adjust the salary ranges of the Dietitian and Supervising Dietitian classifications as indicated in Attachment A; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

**SUMMARY/DISCUSSION:**

A base wage compensation study of the Dietitian class series was requested by Natividad administrative staff. The reasons cited for the request were recruitment difficulties and to check for salary alignment with the hospital comparable agencies identified in the County's Compensation Philosophy approved in December 2021.

The base wage analysis of the County's hospital comparable agencies found that based on the duties performed, the benchmark classification of Dietitian was matched to five (5) of the six (6) hospital comparable agencies and is approximately 11.47% below the salary mean.

To promote the County as the employer of choice, the goal is to provide labor market competitive wages by setting base wages within five percent (5% = - 4.495% with rounding) of the average of the agencies identified. The County's philosophy is to maintain a competitive compensation package that attracts and retains the highest quality candidates and employees to serve the community while maintaining sound fiscal standards.

Therefore, in accordance with the County's Compensation Philosophy, Natividad recommends adjusting the base wage salary of the Dietitian classification by approximately 11.47% at top step in order to align with the labor market average. Furthermore, it is recommended to adjust the base wage salary of the Supervising Dietitian classification by approximately 11.47% at top step in order to maintain the spread of the series.

**OTHER AGENCY INVOLVEMENT:**

The Human Resources Department concurs with the recommendations. Service Employees International Union (SEIU) Local 521 has been notified of the recommendations.

FINANCING:

There is a salary increase of approximately \$18,439 as a result of these actions for Natividad Medical Center (Unit 9600) FY 2022-23 Adopted Budget. This action does not impact the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

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

Attachments:

Attachment A  
Resolution

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

### **James F. Lilja MD dba Bay Area Gynecology Oncology Fourth Amendment**

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology and urology gynecology services, extending the term by twelve months (April 1, 2023 to March 31, 2024) for a revised full agreement term of February 1, 2018 to March 31, 2024, and adding \$350,000 for a revised total not to exceed amount of \$1,510,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$41,000) of the original contract amount.

#### **..Report**

##### **RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology and urology gynecology services, extending the term by twelve months (April 1, 2023 to March 31, 2024) for a revised full agreement term of February 1, 2018 to March 31, 2024, and adding \$350,000 for a revised total not to exceed amount of \$1,510,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$41,000) of the original contract amount.

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

Natividad Medical Center operates the D'Arrigo Family Specialty Services Outpatient Clinic offering over fifteen different specialty care services including the highly specialized cancer care and treatment of pelvic floor issues. Natividad has an agreement with Bay Area Gynecology Oncology, for which Dr. James Lilja provides gynecology oncology services and Dr. Katherine Volpe and Dr. Victor Velasco provide urogynecology services one day a week in the outpatient specialty clinic as well as inpatient/outpatient procedures in the operating room. Natividad wishes to amend the agreement so that Bay Area Gynecology Oncology can continue to provide the same services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

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

FINANCING:

The cost of this Amendment is \$350,000. The total not to exceed amount of this Agreement is \$1,510,000 for the period February 1, 2018 to March 31, 2024 (74 months). \$350,000 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:

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

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

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

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

Attachments:

Fourth Amendment  
Third Amendment  
Second Amendment  
First Amendment  
Agreement

Attachments on file at the Clerk of the Board

# FINANCIAL STATEMENTS

## DECEMBER 31, 2022

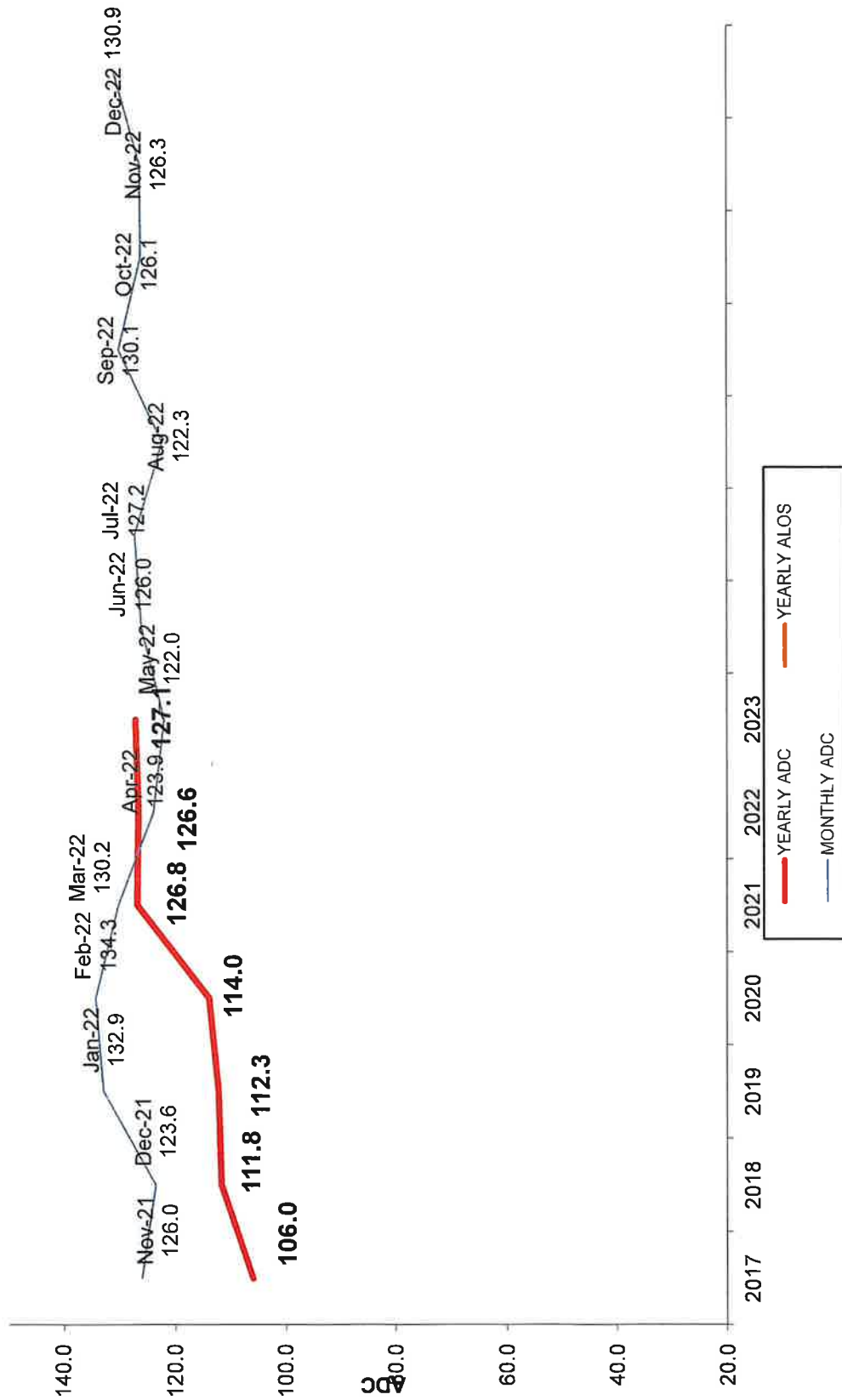
## **FINANCIAL STATEMENTS**

**DECEMBER 31, 2022**

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

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1	TOTAL ADC TREND GRAPH - 2017-2023
2	STATISTICAL REPORT
4	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
5	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
6	BALANCE SHEET
7	SCHEDULE OF STATE / COUNTY RECEIVABLES
8	STATEMENT OF CASH FLOWS
9	RECONCILIATION OF GOVERNMENT FUNDING
10	CASH FLOW PERFORMANCE F/Y 22-23 ACTUAL TO BUDGET
11	CASH SCHEDULE FOR F/Y 22-23





# NATIVIDAD STATISTICAL REPORT DECEMBER 31, 2022

Month-To-Date					Year-To-Date					
10-22	11-22	12-22	Budget			Budget	Current	Prior Yr	%	
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PT			
1	173	206	196	239	NICU	15	1,410	1,255	1,444	-13.09%
2	2,022	1,960	2,156	1,630	Med/Surg	57	9,621	12,067	10,247	17.76%
3	206	115	211	327	ICU	10	1,929	1,247	1,661	-24.92%
4	100	162	135	85	Peds	12	501	647	449	44.10%
5	826	749	801	745	Acute Rehab	28	4,398	4,720	4,444	6.21%
6	325	330	288	325	OB/Gyn	27	1,917	1,816	1,970	-7.82%
7	3,652	3,522	3,787	3,351	TOTAL ACUTE	149	19,776	21,752	20,215	7.60%
8	258	266	271	463	Psychiatric	19	2,733	1,641	2,782	-41.01%
9	3,910	3,788	4,058	3,814	TOTAL DAYS	168	22,509	23,393	22,997	1.72%
10	302	281	283	294	Nursery	18	1,737	1,825	1,774	2.87%
AVERAGE DAILY CENSUS										
11	91.2	92.4	96.3	84.1	Acute	121	83.6	92.6	85.7	8.05%
12	26.6	25.0	25.8	24.0	Acute Rehab	28	23.9	25.7	24.2	6.20%
13	8.3	8.9	8.7	14.9	Psychiatric	19	14.9	8.9	15.1	-41.06%
14	126.1	126.3	130.9	123.0	TOTAL	168	122.3	127.1	125.0	1.68%
15	9.7	9.4	9.1	9.5	Nursery	18	9.4	9.9	9.6	3.13%
PERCENTAGE OF OCCUPANCY										
16	75.4%	76.4%	79.6%	69.5%	Acute		69.1%	76.5%	70.8%	8.1%
17	95.0%	89.3%	92.1%	85.7%	Acute Rehab		85.4%	91.8%	86.4%	6.2%
18	43.7%	46.8%	45.8%	78.4%	Psychiatric		78.4%	46.8%	79.5%	-41.1%
19	75.1%	75.2%	77.9%	73.2%	TOTAL		72.8%	75.7%	76.2%	-0.7%
20	53.9%	52.2%	50.6%	52.8%	Nursery		52.2%	55.0%	53.3%	3.1%
ADMISSIONS										
21	650	666	688	645	Acute		3,810	3,921	3,892	0.75%
22	64	54	58	53	Acute Rehab		312	349	318	9.75%
23	39	38	42	44	Psychiatric		258	263	265	-0.75%
24	753	758	788	742	TOTAL		4,380	4,533	4,475	1.30%
25	192	175	174	178	Nursery		1,050	1,125	1,072	4.94%
26	207	184	185	190	Deliveries		1,122	1,205	1,144	5.33%
DISCHARGES										
27	635	635	659	627	Acute		3,702	3,797	3,787	0.26%
28	65	51	60	55	Acute Rehab		324	351	329	6.69%
29	36	41	41	45	Psychiatric		264	258	270	-4.44%
30	736	727	760	727	TOTAL		4,290	4,406	4,386	0.46%
31	177	156	168	163	Nursery		963	1,048	985	6.40%
AVERAGE LENGTH OF STAY										
32	5.2	5.0	5.1	5.1	Acute(Hospital wide no babies)		5.1	5.2	5.1	1.96%
33	12.9	13.9	13.8	14.1	Acute Rehab		14.1	13.5	14.0	-3.57%
34	2.5	2.9	2.5	2.6	OB/Gyn		2.6	2.5	2.6	-3.85%
35	6.6	7.0	6.5	10.5	Psychiatric		10.6	6.2	10.5	-40.95%
36	1.6	1.6	1.6	1.7	Nursery		1.7	1.6	1.7	-5.88%
OUTPATIENT VISITS										
37	5,112	5,632	5,263	4,542	Emergency Room		26,811	30,785	26,776	14.97%
38	532	546	593	548	ER Admits		3,234	3,291	3,306	-0.45%
39	70.7%	72.0%	75.3%	73.9%	ER Admits as a % of Admissions		73.8%	72.6%	73.9%	-1.73%
40	5,757	5,247	5,800	6,008	Clinic Visits		35,466	34,958	35,308	-0.99%
ANCILLARY PROCEDURES BILLED										
41	53,676	51,742	53,929	54,666	Lab Tests		322,707	325,287	321,257	1.25%
42	3,911	3,868	3,805	3,848	Radiology Procedures		22,716	23,970	22,105	8.44%
43	457	222	224	204	MRI Procedures		1,206	1,637	1,201	36.30%
44	84	112	95	115	Nuclear Med Procedures		678	645	674	-4.30%
45	1,253	1,196	1,247	1,299	Ultrasound Procedures		7,668	7,515	7,634	-1.56%
46	2,202	1,935	1,905	1,915	CT Scans		11,307	12,171	11,257	8.12%
47	367	351	397	372	Surgeries		2,232	2,199	2,212	-0.59%
48	7.54	7.66	7.50	7.19	FTE'S PER AOB		7.23	7.43	7.61	-2.37%
49	1,390.4	1,399.6	1,384.1	1,317.2	TOTAL PAID FTE'S		1,317.2	1,378.5	1,356.7	1.61%
50	5,719	5,483	5,718	5,683	ADJUSTED PATIENT DAYS		33,538	34,127	32,784	4.10%

**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>R E V E N U E</b>													
<b>Patient Revenue:</b>													
1 Inpatient	\$ 81,718,145	\$ 77,902,279	\$ 79,523,914	\$ 78,333,226	\$ 75,984,740	\$ 77,765,419	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 471,228,723
2 Pro Fees	3,541,487	3,465,761	4,755,311	4,966,070	3,709,250	6,035,381	-	-	-	-	-	-	26,473,260
3 Outpatient	36,616,405	40,006,865	38,548,609	38,547,113	37,659,196	36,999,327	-	-	-	-	-	-	228,377,515
4 Total Patient Revenue	121,876,037	121,374,905	122,827,834	121,846,409	117,353,186	120,801,127	-	-	-	-	-	-	726,079,488
<b>Deductions from revenue</b>													
5 Contractual Deductions	92,824,795	91,863,613	93,362,949	93,074,417	90,487,408	92,848,916	-	-	-	-	-	-	554,582,097
6 Bad Debt	4,135,880	3,582,657	3,474,041	3,380,575	2,042,247	1,808,544	-	-	-	-	-	-	18,403,744
7 Unable to Pay	74,058	101,418	72,828	78,371	114,030	57,984	-	-	-	-	-	-	498,667
8 Total Contractual Discounts	97,034,533	95,547,688	96,909,816	96,513,363	92,643,685	94,815,444	-	-	-	-	-	-	573,484,528
9 Net Patient Revenue	24,841,505	25,827,218	25,918,018	25,333,046	24,709,501	25,985,683	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	152,614,970
10 As a percent of Gross Revenue	20.38%	21.28%	21.10%	20.79%	21.06%	21.51%	-	-	-	-	-	-	21.02%
<b>Total Government Funding</b>	22,040,564	6,142,406	6,542,406	6,542,406	6,542,406	6,542,406	-	-	-	-	-	-	54,352,594
<b>Other Operating Revenue:</b>													
12 Rent Income	121,586	125,489	122,788	123,288	123,291	123,287	-	-	-	-	-	-	739,729
13 Interest Income	81,000	81,000	142,500	695,141	192,500	192,500	-	-	-	-	-	-	1,384,641
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	-	-	-	-	-	-	360,000
15 Other Income	422,577	369,589	453,849	500,007	328,082	348,870	-	-	-	-	-	-	2,422,924
16 Total Other Operating Revenue	685,163	636,058	779,137	1,378,436	703,843	724,657	-	-	-	-	-	-	4,907,284
<b>TOTAL REVENUE</b>	47,567,232	32,605,692	33,239,561	33,253,888	31,955,750	33,252,746	-	-	-	-	-	-	211,874,658
<b>E X P E N S E</b>													
<b>Salaries, Wages &amp; Benefits</b>													
18 Salaries, Wages & Benefits	17,705,905	17,388,839	16,307,579	17,586,134	16,699,006	17,856,057	-	-	-	-	-	-	104,143,520
19 Registry	1,249,749	1,820,554	2,825,174	2,806,706	2,401,163	2,063,207	-	-	-	-	-	-	13,186,553
20 Phys/Residents SWB & Contract Fees	4,409,799	4,682,933	4,560,986	4,959,072	4,960,696	5,022,598	-	-	-	-	-	-	28,596,084
21 Purchased Services	2,964,755	2,910,170	3,017,710	3,138,207	3,030,356	2,878,521	-	-	-	-	-	-	17,937,719
22 Supplies	2,780,482	3,185,791	3,250,784	2,981,740	3,086,093	3,393,424	-	-	-	-	-	-	18,688,324
23 Insurance	369,180	369,179	369,180	369,179	369,180	369,180	-	-	-	-	-	-	2,215,078
24 Utilities and Telephone	435,501	443,051	392,416	317,861	314,866	345,749	-	-	-	-	-	-	2,249,433
25 Interest Expense	53,821	53,821	53,821	37,913	23,566	37,914	-	-	-	-	-	-	280,878
26 Depreciation & Amortization	1,043,263	1,042,677	1,110,693	1,138,241	1,074,166	1,064,324	-	-	-	-	-	-	6,473,364
27 Other Operating Expense	527,095	448,909	484,081	518,759	448,452	448,527	-	-	-	-	-	-	2,874,823
<b>TOTAL EXPENSE</b>	31,539,560	32,355,924	32,972,424	33,853,812	32,406,554	33,477,500	-	-	-	-	-	-	186,605,774
<b>NET INCOME(LOSS)</b>	16,027,672	249,758	267,137	(589,924)	(450,804)	(224,754)	-	-	-	-	-	-	15,269,084
<b>Normalization for Extraordinary Items</b>													
30 Slate One Time Grant	(15,897,563)	-	-	-	-	-	-	-	-	-	-	-	(15,897,563)
31 Provider Relief Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
32 American Rescue Plan (ARPA) Rural Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
33 Families First-C-19 Response	-	-	-	-	-	-	-	-	-	-	-	-	-
34 Total Extraordinary Items	(15,897,563)	-	-	-	-	-	-	-	-	-	-	-	(15,897,563)
<b>NET INCOME BEFORE Extraordinary Items</b>	\$ 130,109	\$ 249,758	\$ 267,137	\$ (589,924)	\$ (450,804)	\$ (224,754)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (628,479)
<b>CAPITAL CONTRIBUTIONS</b>													
37 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>CHANGE IN NET ASSETS</b>	\$ 16,027,672	\$ 249,758	\$ 267,137	\$ (589,924)	\$ (450,804)	\$ (224,754)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,269,084

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

CURRENT MONTH				YEAR -TO-DATE			
	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR		Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR
	<b>R E V E N U E</b>						
	<b>Patient Revenue:</b>						
1	\$ 77,766,419	\$ 76,195,441	\$ 1,570,978 2.1		\$ 471,228,723	\$ 452,256,800	\$ 18,971,923 4.2
2	6,035,381	4,236,538	1,798,843 42.5	Inpatient	26,473,260	25,145,886	1,327,374 5.3
3	36,999,327	33,097,507	3,901,820 11.8	Pro Fees	228,377,515	196,449,704	31,927,811 16.3
4	120,801,127	113,529,486	7,271,641 6.4	Outpatient	726,079,498	673,852,390	52,227,108 7.8
5	92,948,916	84,905,797	(8,043,119) (9.5)	Total Patient Revenue	554,562,097	503,937,024	(50,625,073) (10.0)
6	1,808,544	4,245,982	2,437,438 57.4	Deductions from Revenue	18,403,744	25,201,958	6,798,214 27.0
7	57,984	309,450	251,466 81.3	Contractual Deductions	498,687	1,856,700	1,358,013 73.1
8	94,815,444	89,461,229	(5,354,215) (6.0)	Bad Debt	573,464,528	530,995,692	(42,468,846) (8.0)
9	25,985,683	24,068,257	1,917,426 8.0	Unable to Pay	152,614,970	142,856,708	9,758,262 6.8
10	21.51%	21.20%		Total Contractual Discounts	21.02%	21.20%	
				Net Patient Revenue			
				As a percent of Gross Revenue			
11	6,542,406	5,675,869	866,537 15.3	Total Government Funding	54,352,594	34,055,214	20,297,380 59.60
12	123,287	125,362	(2,075) (1.7)	<b>Other Operating Revenue:</b>			
13	192,500	142,500	50,000 35.1	Rent Income	739,729	752,172	(12,443) (1.7)
14	60,000	60,000	-	Interest Income	1,384,641	855,000	529,641 61.9
15	348,870	351,829	(2,959) (0.8)	NMF Contribution	360,000	360,000	0 -
16	724,657	679,691	44,966 6.6	Other Income	2,422,924	2,110,974	311,950 14.8
17	33,252,746	30,423,817	2,828,929 9.3	Total Other Operating Revenue	4,907,294	4,078,146	829,148 20.3
				<b>TOTAL REVENUE</b>	211,874,858	180,990,068	30,884,790 17.1
18	17,856,057	17,458,890	(397,167) (2.3)	<b>EXPENSE</b>			
19	2,063,207	230,058	(1,833,149) (796.8)	Salaries, Wages & Benefits	104,031,650	103,939,204	(92,446) (0.1)
20	5,022,598	4,334,425	(688,173) (15.9)	Registry	13,166,553	1,365,506	(11,801,047) (864.2)
21	2,876,521	3,246,052	369,531 11.4	Phys/Residents SWB & Contract Fees	28,707,954	25,887,380	(2,820,574) (10.9)
22	3,393,424	2,370,340	(1,023,084) (43.2)	Purchased Services	17,937,719	19,321,538	1,383,819 7.2
23	369,180	363,448	(5,732) (1.6)	Supplies	18,688,324	14,069,092	(4,619,232) (32.8)
24	345,748	351,240	5,492 1.6	Insurance	2,215,078	2,180,888	(34,390) (1.6)
25	37,914	69,283	31,369 45.3	Utilities and Telephone	2,249,433	2,084,784	(164,649) (7.9)
26	1,064,324	1,097,205	32,881 3.0	Interest Expense	275,205	411,266	136,061 33.1
27	448,527	418,978	(29,549) (7.1)	Depreciation & Amortization	6,473,364	6,512,434	39,070 0.6
28	33,477,500	29,939,919	(3,537,581) (11.8)	Other Operating Expense	2,860,496	2,486,794	(373,702) (15.0)
29	(224,754)	483,898	(708,652) (146.4)	<b>TOTAL EXPENSE</b>	196,605,776	178,258,686	(18,347,090) (10.3)
				<b>NET INCOME(LOSS)</b>	15,269,082	2,731,382	12,537,700 459.0
30				<b>CAPITAL CONTRIBUTIONS</b>			
31	-	-	-	County Contribution	-	-	-
32	-	-	-	<b>CHANGE IN NET ASSETS</b>	-	-	-
33	-	-	-		-	-	-
34	(224,754)	483,898	(708,652) (146.4)		\$ 15,269,082	\$ 2,731,382	\$ 12,537,700 459.0 %
							\$ 2,584,563

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

CURRENT MONTH					YEAR -TO -DATE					
		Variance fav. (unfav)					Variance fav. (unfav)			
Actual		Budget	\$ VAR.	% VAR	Actual		Budget	\$ VAR.	% VAR	
		5,718	5,884	34	0.8%	34,127		33,538	589	1.8%

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

	CURRENT MONTH			YEAR - TO - DATE			% CHG.
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	
1	\$ 133,259,854	\$ 134,315,729	\$ 1,055,875	\$ 148,370,912	\$ 134,315,729	\$ (14,055,183)	(9.5) %
2	33,983,667	33,483,667	(500,000)	36,483,667	33,483,667	(3,000,000)	-
3	54,324,076	52,610,636	(1,713,440)	59,647,960	52,610,636	(7,037,314)	(11.8)
4	29,908,607	33,913,186	4,004,579	18,328,900	33,913,186	15,584,286	85.0
5	5,296,999	5,470,799	173,800	4,952,512	5,470,799	518,287	10.5
6	5,752,223	5,728,177	(24,046)	4,427,180	5,728,177	1,300,997	29.4
7	262,525,426	265,522,194	2,996,768	272,211,121	265,522,194	(6,688,927)	(2.5)
8	352,570,586	353,129,898	559,312	349,940,266	353,129,898	3,189,632	0.9
9	(227,023,860)	(228,088,184)	(1,064,324)	(221,771,715)	(228,088,184)	(6,316,469)	(2.8)
10	125,546,726	125,041,714	(505,012)	128,168,551	125,041,714	(3,126,837)	(2.4)
11	209,414,334	209,010,602	(403,732)	207,658,696	209,010,602	1,351,906	0.7
12	\$ 597,486,486	\$ 599,574,510	\$ 2,088,024	\$ 608,038,368	\$ 599,574,510	\$ (8,463,858)	(1.4) %
<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							
13	22,702,704	24,601,965	1,899,261	22,873,986	24,601,964	1,727,978	7.6
14	19,621,220	18,556,733	(1,064,487)	16,543,184	18,556,733	2,013,549	12.2
15	77,781,272	77,248,893	(532,379)	99,918,834	77,248,893	(22,669,941)	(22.7)
16	4,003,251	4,003,251	-	3,817,583	4,003,251	185,668	4.9
17	12,515,611	14,580,811	2,065,200	15,238,853	14,580,811	(658,042)	(4.3)
18	136,624,058	138,991,653	2,367,595	158,392,440	138,991,652	(19,400,788)	(12.2)
TOTAL CURRENT LIABILITIES							
LONG TERM LIABILITIES							
LT ACCRUED LIABILITIES							
UN EARNED CONTRIBUTIONS							
LONG TERM PORTION OF C.O.P's							
TOTAL LONG TERM DEBT							
19	3,549,710	3,494,893	(54,817)	3,823,796	3,494,893	(328,903)	(9.4)
20	-	-	-	21,613,806	17,610,555	(4,003,251)	(18.5)
21	17,610,555	17,610,555	-	25,437,802	21,105,448	(4,332,154)	(17.0)
22	21,160,265	21,105,448	(54,817)	-	-	-	-
FUND BALANCES							
ACCUMULATED FUND							
CHANGE IN NET ASSETS							
23	424,208,325	424,208,325	-	424,208,326	424,208,326	-	-
24	15,493,838	15,269,084	(224,754)	-	15,269,084	15,269,084	100.0
25	439,702,163	439,477,409	(224,754)	424,208,326	439,477,410	15,269,084	3.6
26	\$ 597,486,486	\$ 599,574,510	\$ 2,088,024	\$ 608,038,368	\$ 599,574,510	\$ (8,463,858)	(1.4) %

## AS OF 12/31/22

## Medi-Cal Waiver (DSH +SNCP)

P & L	YTD Dec-22
Medi-Cal DSH /SNC/P/PHYS SPA	\$ 7,150,002
Rate Range IGT-CCAH-	5,832,000
Esperanza Care	(1,250,000)
Family First C-19 Response-FMAP Enhance-	250,002
Medical GME	499,998
HPE	150,000
Hospital Fee	499,998
MCMC EPP	7,000,002
HD Residency Support	(250,002)
MCMC QIP	11,600,002
AB915	1,872,720
Medicare GME	700,311
CARES Act Fund Aid	3,000,000
SB 1732	1,399,998
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 54,362,594</b>

# **NATIVIDAD** **STATEMENT OF CASH FLOWS** **AS OF DECEMBER 31, 2022**

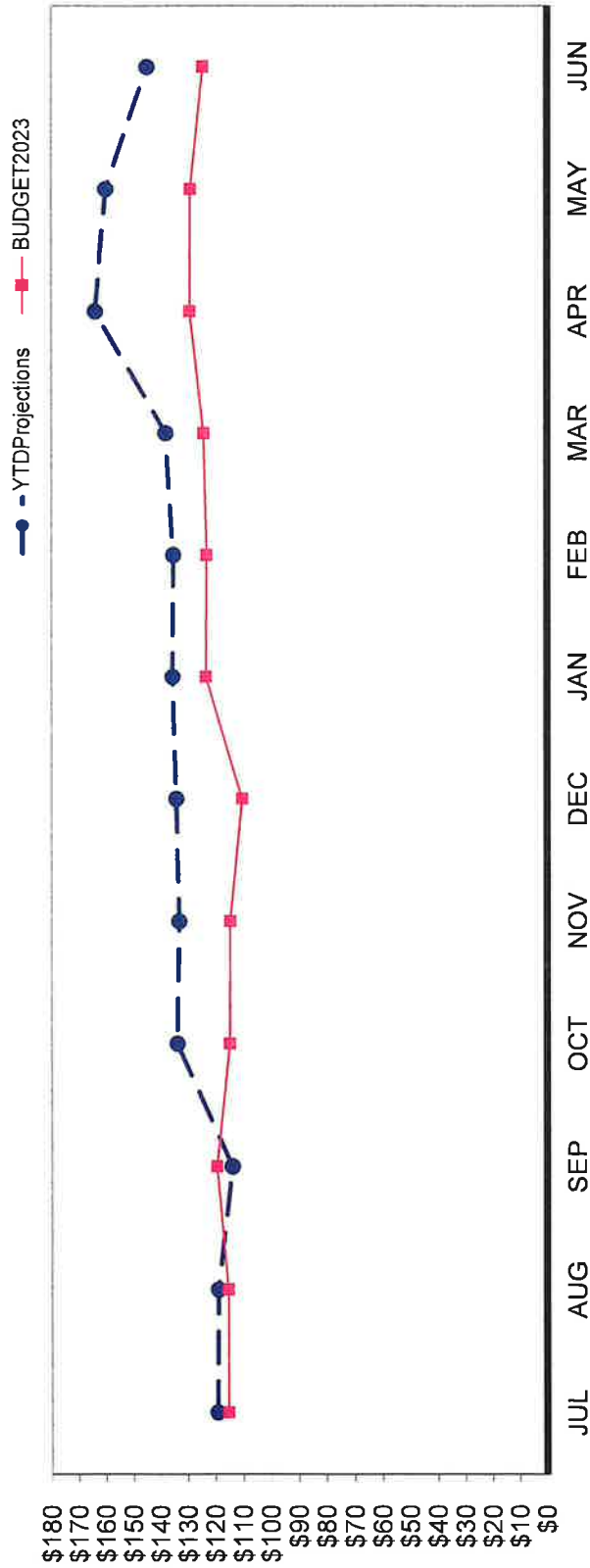
	CURRENT MONTH	YEAR - TO - DATE
1	\$ 133,259,854	\$ 148,370,912
2		
3	(224,754)	15,269,083
4	-	-
5	1,064,324	6,316,469
6	839,570	21,585,552
7		
8	1,713,440	7,037,314
9	500,000	3,000,000
10	(4,004,579)	(15,584,286)
11	(149,754)	(1,819,284)
12	1,899,261	1,727,979
13	(1,064,487)	2,013,549
14	(532,379)	(22,669,941)
15	-	185,668
16	2,065,200	(658,042)
17	426,702	(26,767,043)
18		
19	(559,312)	(3,189,632)
20	-	-
21	(559,312)	(3,189,632)
22		
23	(54,817)	(4,332,154)
24	403,732	(1,351,906)
25	-	-
26	348,915	(5,684,060)
27	1,055,875	(14,055,183)
28	\$ 134,315,729	\$ 134,315,729



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	13,500,000	13,500,000	-
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>\$ 68,110,440</u>	<u>\$ 90,008,003</u>	<u>\$ 21,897,563</u>

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



Months	JUL		AUG		SEP		OCT		NOV		DEC		JAN		FEB		MAR		APR		MAY		JUN	
	ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ESTIMATE		ESTIMATE		ESTIMATE		ESTIMATE		ESTIMATE		ESTIMATE	
YTD	119.3		119.0		114.0		133.9		133.3		134.3		135.7		135.4		138.3		163.9		160.1		145.1	
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	4.0		3.6		(5.5)		19.1		18.6		23.9		12.2		12.1		13.9		34.6		30.9		20.4	

NATVIDAO  
CASH FORECAST  
FISCAL YEAR 2023

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	148,381,531	119,287,502	118,956,517	113,989,956	133,937,182	139,245,928	126,852,054	135,685,515	135,420,464	138,235,295	163,900,083	160,085,883	148,381,531
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cop)	20,444,686	27,964,564	25,227,104	28,642,244	26,564,873	19,975,713	24,500,000	24,500,000	24,500,000	24,500,000	24,500,000	24,500,000	295,819,284
Provider Fee	-	-	-	-	-	-	-	-	-	-	-	-	500,000
RR 16T CCAH	-	-	-	-	-	-	11,664,000	-	250,000	-	-	250,000	11,684,000
Stimulus - Family First Response COVID19-	500,000	600,592	628,113	595,998	584,404	588,904	500,000	500,000	500,000	500,000	500,000	500,000	6,478,309
SHORT DOYLE	-	-	267,986	290,437	52,289	482,463	350,000	350,000	350,000	350,000	350,000	350,000	3,173,185
HPE	-	65,444	-	50,437	-	97,117	25,000	25,000	25,000	25,000	25,000	25,000	362,998
Foundation Donations	128,600	15,377	-	431,293	140,446	-	60,000	60,000	60,000	60,000	60,000	60,000	1,075,718
Med Waiver FY 22-23/6PP	-	9,154,613	-	8,703,404	-	-	8,700,000	-	-	-	-	-	26,558,017
QIP/EPF	-	-	-	-	-	-	-	-	-	-	-	-	-
SR1712	-	366,684	-	-	-	-	-	-	-	-	-	-	2,786,684
HEALTH DEPARTMENT REIMB	-	-	-	-	331,379	301,998	125,000	125,000	125,000	125,000	125,000	125,000	1,383,377
MCAL GME	-	-	604,947	408,929	-	604,947	250,000	-	250,000	-	250,000	250,000	2,118,823
A8915	-	-	-	-	-	-	-	-	-	-	-	-	3,745,000
Rent Income	15,883	183,085	139,666	139,671	91,129	139,666	125,250	125,250	125,250	125,250	125,250	125,250	1,438,360
QIP	-	-	-	-	-	-	-	-	-	-	-	-	25,000,000
EPF	-	-	-	14,384,779	-	-	-	-	-	-	-	-	14,384,779
Phys SPA	-	-	145,938	-	-	1,395,782	-	-	-	-	-	-	1,541,700
Fund 404 Transfer	-	251,694	683,673	310,261	364,100	400,866	3,486,549	3,486,549	3,486,549	4,992,604	4,706,678	7,674,598	29,300,000
Interest Income	-	-	683,673	867,141	-	-	14,894	14,894	14,894	14,894	14,894	14,894	427,500
Miscellaneous Revenue	280,081	241,283	-	-	-	-	40,489,827	37,886,693	32,331,138	55,692,748	30,406,822	38,047,042	1,712,141
Total Cash Receipts	21,369,260	38,458,732	28,064,311	54,813,592	26,128,630	23,947,335	14,894	37,886,693	32,331,138	55,692,748	30,406,822	38,047,042	428,636,129
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	18,316,669	7,558,339	8,561,637	12,082,153	9,580,126	11,128,945	7,417,272	7,417,272	7,417,272	5,317,272	10,417,272	10,417,272	115,668,500
16T MEDICAL GME	614,722	-	-	280,091	-	-	4,700,000	-	-	-	-	-	894,613
6PP OY2022	4,852,577	-	4,708,476	-	-	-	-	-	-	-	-	-	14,361,053
16T QIP	-	-	-	-	-	-	-	-	-	-	-	-	8,500,000
16T EPF	-	4,572,384	-	-	-	-	-	-	-	-	-	-	4,572,384
Building Lease / Rental Equipment	230,974	460,749	242,596	253,060	230,829	209,109	230,829	230,829	230,829	230,829	230,829	230,829	3,012,491
COP Principal & Interest Payments	17,985,527	24,544,528	17,024,886	17,057,853	17,414,929	17,632,894	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	17,221,431	4,591,410
Payroll and Benefits	23,625	51,656	30,138	29,123	343,704	30,834	-	-	-	-	-	-	214,400,000
Expenses Core	-	-	1,137,142	379,047	379,047	379,047	-	-	-	-	-	-	842,060
Workers Comp Allocation	-	-	-	-	-	-	-	-	-	-	-	-	1,899,236
COWCAP	4,510,031	-	-	-	-	-	297,964	297,964	297,964	297,964	297,964	297,964	4,510,031
Dots Processing	1,016,468	-	-	-	-	-	-	-	-	-	-	-	2,899,552
Pension Fund Transfer to County	3,379,699	-	-	-	-	-	-	-	-	-	-	-	3,379,699
Transfer From 451 to 404 & 16T Fund	-	251,694	683,673	310,261	364,100	400,866	894,435	3,486,549	3,303,484	4,992,604	4,706,678	7,674,598	15,000,000
Capital Expenses Fund 404	-	1,350,157	330,725	445,608	505,151	559,312	894,435	997,700	945,317	1,428,687	1,346,648	2,186,080	27,068,752
Total Cash Disbursements	50,443,269	38,789,717	33,050,873	34,846,365	28,819,886	30,341,258	31,656,365	38,151,744	29,516,306	30,027,850	34,221,021	53,037,873	432,992,706
Increases/(Decreases)	(29,074,028)	(330,985)	(4,966,962)	19,867,227	(691,256)	(6,363,873)	8,833,462	(265,052)	2,814,832	25,664,788	(3,814,199)	(14,990,332)	(3,266,579)
Ending Cash Fund 451	119,287,502	118,956,517	113,989,955	133,937,182	133,245,926	126,852,054	135,685,515	135,420,464	138,235,295	163,900,083	160,085,883	145,084,952	145,084,952
<b>(*) Cash In Transit</b>													
(*) Petty Cash and CC	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash as per 6/L	9,858	11,441	11,750	11,730	13,928	7,441,232	11,425	11,328	17,445	23,969	9,193	8,953	8,953
<b>Fund 404</b>													
Beginning Balance	67,484,796	67,494,796	67,243,102	66,559,429	66,249,168	65,845,068	65,484,202	62,358,519	56,871,970	55,568,476	50,575,872	45,869,194	-
Transfer In from fund 451	-	-	(653,673)	(310,261)	(354,100)	(400,866)	(3,486,549)	(3,486,549)	(3,303,484)	(4,992,604)	(4,706,678)	(7,674,398)	-
Transfer Out fund 404	67,484,796	67,243,102	66,559,429	66,249,168	65,885,068	65,484,202	62,358,519	56,871,970	55,568,476	50,575,872	45,869,194	38,194,786	-
Ending Cash Fund 404	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash Fund 451 & 404	186,762,298	186,199,619	180,539,384	200,166,350	199,130,984	192,336,256	196,044,034	194,292,434	183,803,771	214,475,955	205,955,077	183,289,748	-