



# **Finance Committee Meeting 2023**

**August 11, 2023**



## **Finance Committee Meeting**

**Friday, August 11, 2023**

**8:30 AM**

**NATIVIDAD ROOM**

**1<sup>ST</sup> FLOOR, BUILDING 200**

### **AGENDA**

#### **Participation in meetings**

**While the Natividad Finance Committee meeting room remains open, members of the public may participate in this Natividad Finance Committee meeting in 2 ways:**

- 1. You may attend the meeting in person; or,**
- 2. You may participate through ZOOM. For ZOOM participation please join by phone call at 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 at:**

**<https://natividad.zoom.us/j/96174954866?pwd=cGVUcEJTTU53aGsyd0tJbDRlYUttQT09>**

**If you choose not to attend the Natividad Finance Committee meeting in person but desire to make general public comment, or comment on a specific item on the agenda, you may do so in 2 ways:**

- 1. Submit your 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, please indicate in the subject line the Committee date and agenda number. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record at the Committee meeting.**

**Or**

- 2. You may make public comment by joining through ZOOM at one of the phone numbers or clicking the ZOOM link above. 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.**

- a. 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.)

TO ADDRESS THE COMMITTEE DURING PUBLIC COMMENT: Members of the public may address comments to the Committee concerning each agenda item and may comment when the Chair calls for general public comment for items that are not on the day's agenda.

TO ADDRESS THE COMMITTEE ON A SPECIFIC ITEM ON THE AGENDA: When the Chair calls for public comment on a specific 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. 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.)

DOCUMENT DISTRIBUTION: Documents related to agenda items that are distributed to the Committee less than 72 hours prior to the meeting shall be available for public inspection at the Secretary of the Natividad Finance Committee Desk, Natividad Administration Office, 1441 Constitution Blvd., Salinas, CA. Documents distributed to the Committee at the meeting by County staff will be available at the meeting; documents distributed to the Board by members of the public shall be made available after the meeting.

REASONABLE ACCOMMODATIONS; MODIFICATIONS: 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.

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

**PLEASE NOTE: IF ALL PARTICIPATING COMMITTEE MEMBERS ARE PRESENT IN PERSON, PUBLIC PARTICIPATION BY ZOOM IS FOR CONVENIENCE ONLY AND IS NOT REQUIRED BY LAW. IF THE ZOOM FEED IS LOST FOR ANY REASON, THE MEETING MAY BE PAUSED WHILE A FIX IS ATTEMPTED BUT THE MEETING MAY CONTINUE AT THE DISCRETION OF THE CHAIRPERSON.**

#### **Call to Order**

**Marcia Atkinson, Chair**

#### **Roll Call**

#### **Agenda Additions/Corrections**

**Noemi Breig**

#### **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 14, 2023 Finance Committee. *Pages 6-12*

## **Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 13-33*

## **Scheduled Items/Discussion Items**

3. Receive and Approve June 2023 Financial Report. *Pages 34-46*

**Daniel Leon, CFO**

## **Adjournment**

**NEXT FINANCE COMMITTEE MEETING  
FRIDAY, September 8, 2023 AT 8:30 A.M.  
NATIVIDAD ROOM  
1<sup>ST</sup> Floor, Building 200**

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



## Finance Committee Meeting

**Friday, August 11, 2023**

### Consent Items

#### Attachment A

<b>1.</b> <i>Pages 13-14</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 11 to the agreement (A-13506) with Focus One Solutions, LLC for a staff procurement management service pursuant to the Request for Proposal (RFP) # 9600-62, to extend the term an additional four (4) month period (September 1, 2023 through December 31, 2023) for a revised full Agreement term of April 19, 2015 through December 31, 2023 with no change to the agreement total.</p>
<b>2.</b> <i>Pages 15-16</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 1 to the agreement (A-15157) with Health Care Interpreter Network (HCIN) for shared interpreter services, extending the agreement an additional three (3) year period (July 1, 2024 through June 30, 2027) for a revised full agreement term of July 1, 2021 through June 30, 2027) and adding \$465,000 for a revised total agreement amount not to exceed \$730,000.</p>
<b>3.</b> <i>Pages 17-18</i>	<ol style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 6 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one year (October 1, 2023 through September 30, 2024) for a revised full agreement term of October 1, 2016 through September 30, 2024 and adding \$1,000,000 for a revised total aggregate amount for all contracts not to exceed \$10,270,000.</li> <li>b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to one (1) future amendments to the agreement that do not cause an increase of more than ten percent 10% (\$240,000) of the original Agreement amount, that will not increase the total Agreement amount above 10,510,000 and which does not significantly alter the scope of work.</li> </ol>
<b>4.</b> <i>Pages 19-20</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Agreement (A-16146) with Locumtenens.com LLC for recruitment and assignment of physician services, extending the agreement for an additional one (1) year (August 26, 2023 through August 25, 2024) for a revised full term of August 26, 2022 through August 25, 2024, with an increase of \$1,500,000 for a revised total agreement amount not to exceed \$2,100,000.</p>
<b>5.</b> <i>Pages 21-22</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-12707) with Quinn Company d/b/a Quinn Power Systems for maintenance of generators and automatic transfer switch services, extending the agreement an additional one (1) year period (July 1, 2023 through June 30, 2024) for a revised full agreement term of July 1, 2015 through June 30, 2024, and adding \$79,000 for a revised total agreement amount not to exceed \$300,892.</p>
<b>6.</b> <i>Pages 23-24</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-13141) with Infolmage of California for medical billing services, extending the agreement an additional one (1) year (July 1, 2023</p>

	through June 30, 2024) for a revised full term of January 1, 2016 through June 30, 2024, and adding \$30,000 for a revised total agreement amount not to exceed \$390,000.
<b>7.</b> <i>Pages 25-26</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 2 to the agreement with Huron Consulting Services, LLC for advisory consulting services, to add \$12,743 for past due services, for a revised total agreement amount not to exceed \$256,743 with no change to the agreement term of June 1, 2021 through May 31, 2023.
<b>8.</b> <i>Pages 27-28</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Letter of Agreement (A-13407) with The Advisory Board Company for inpatient, nursing executive center, health care it advisor, and healthcare advisory services, extending the agreement an additional five (5) year period (September 1, 2023 through August 31, 2028) for a revised full agreement term of December 31, 2015 through August 31, 2028, and adding \$434,000 for a revised total agreement amount not to exceed \$1,597,342.
<b>9.</b> <i>Pages 29-30</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 GE Healthcare for MUSE cardiology system software at NMC for an amount not to exceed \$114,288 with an agreement term September 1, 2023 through August 31, 2026.</li> <li>b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and liability provisions within the agreement.</li> </ul>
<b>10.</b> <i>Pages 31-32</i>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPSCH) to provide maternal fetal medicine services and medical director services of the Child Advocacy Center (CAC) extending the term by twelve months (September 1, 2023 to August 31, 2024) for a full revised agreement term September 1, 2021 through August 31, 2023, and adding \$300,000 for a revised amount not to exceed \$726,880 in the aggregate,; and</li> <li>b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to this agreement where the amendments do not significantly change the scope of work, do not exceed 10% (\$34,848) of the original contract amount and do not increase the total contract amount above \$761,728.</li> </ul>
<b>11.</b> <i>Pages 33</i>	<ul style="list-style-type: none"> <li>a. Authorize the Auditor-Controller to complete the transfer of funds from Natividad Medical Center's Enterprise Fund NMC001-451-9600-8142 to the Strategic Capital Fund NMC002-404-9600-8142 in the amount of \$64,941,551 for major capital expenditures.</li> </ul>





## **Finance Committee Meeting**

**Friday, July 14, 2023**

**8:30 AM**

**NATIVIDAD ROOM**

**1<sup>ST</sup> FLOOR, BUILDING 200**

## **MINUTES**

### **Participation in meetings**

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**Board Members:** Marcia Atkinson, Libby Downey, Dr. Charles Harris

**Absent:** Dr. Marc Tunzi

**NMC Staff/County:** Andrea Rosenberg, Daniel Leon, Nancy Buscher, Ari Entin, Jeanne-Ann Balza, Janine Bouyea, Manuel Osorio

**Call to Order**

**Marcia Atkinson, Chair**



## Roll Call

### *Present*

*Marcia Atkinson  
Libby Downey  
Dr. Charles Harris*

### *Absent*

*Dr. Marc Tunzi*

## Agenda Additions/Corrections

Noemi Breig

- *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 June 9, 2023 Finance Committee.

*MOTION: Motion to approve the minutes of June 9, 2023, Finance Committee Meeting moved by Libby Downey, seconded by Dr. Charles Harris, and approved unanimously.*

## 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 24, moved by Libby Downey, seconded by Dr. Charles Harris, and approved unanimously.*

## Scheduled Items/Discussion Items

3. Receive and Approve May 2023 Financial Report.

Daniel Leon, CFO

*MOTION: Motion to accept the May 2023 Financial Report moved by Libby Downey, seconded by Dr. Charles Harris, and approved unanimously.*

## Adjournment at 8:45 AM

Recorded by Noemi Breig



**Finance Committee Meeting**  
**Friday, July 14, 2023**  
**Consent Items**

**Attachment A**

<b>1.</b>	a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 6 to the agreement (A-13620) with The CBORD Group, Inc. for food and nutrition software and maintenance services, extending the agreement an additional one (1) year period (August 1, 2023 through July 31, 2024) for a revised full agreement term of July 11, 2017 through July 31, 2024, and adding \$22,171 for a revised total agreement amount not to exceed \$217,073.
<b>2.</b>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with RTG Medical for staff procurement management services at Natividad for an amount not to exceed \$12,000,000 with an agreement term of August 1, 2023 through July 31, 2024. b. Authorize the Chief Executive Officer for Natividad Medical Center (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%) (\$1,200,000) of the original cost of the agreement.
<b>3.</b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14059) with Waltz Creative LLC for marketing and graphic design services, extending the agreement an additional one (1) year period (August 1, 2023 through July 31, 2024) for a revised full agreement term of August 1, 2018 through July 31, 2024, and adding \$200,000 for a revised total aggregate amount not to exceed \$1,625,000.
<b>4.</b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 8 to the agreement (A-13241) with Mission Linen Supply for linen processing services per Request for Proposal (RFP) 9600-65, extending the agreement an additional one (1) year period (July 1, 2023 through June 30, 2024) for a revised full agreement term of July 1, 2016 through June 30, 2024, and adding \$580,000 for a revised total agreement amount not to exceed \$3,975,000.
<b>5.</b>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute funding of the Memorandum of Understanding (MOU) with Community Homeless Solutions ("CHS"), a California corporation, for assisting in meeting the direct costs of a Medical Respite Program ("MRP") for homeless persons in Monterey County, retroactive from July 1, 2022 through June 30, 2026, for a total MOU amount not to exceed \$509,880.
<b>6.</b>	a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Hospital Director of Nursing Education classification as indicated in Attachment A; and b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

7.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Managed Care Operations Manager classification as indicated in Attachment A; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management 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 Director of Surgical Services as indicated in Attachment A; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
9.	<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 Hospital Medical Interpreter and Hospital Medical Interpretation Coordinator classifications as indicated in Attachment A; and</li> <li>b. Amend the Natividad Medical Center FY 2023-24 Adopted Budget Unit 9600-8142 – Fund 451 – Appropriation Unit NMC001 to add 0.8 FTE allocation of Hospital Medical Interpreter and to add 1.0 FTE allocation of Hospital Medical Interpretation Coordinator, as indicated in Attachment A; and</li> <li>c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
10.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A and B to add the new non-represented Unit U classification of: Urologist with the salary ranges as indicated in the attached resolution;</li> <li>b. Amend the Natividad Medical Center FY 2023-24 Adopted Budget Unit 9600-8309 - Fund 451 -Appropriation Unit NMC001 to reallocate a Trauma Surgeon to a Urologist as indicated in Attachment A;</li> <li>c. Amend Personnel Policies and Practices Resolution No. 98-394 to add Section A.1.7: Physician Salary Rates, as indicated in the attached resolution; and</li> <li>d. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
11.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Hospital Director of Environmental Services classification as indicated in Attachment A; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
12.	<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 Interventional Radiologic Technologist and Senior Interventional Radiologic Technologist classifications as indicated in Attachment A; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
13.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute renewal &amp; amendment No. 1 to the agreement (A-13931) with JKL Construction Services, Inc., SHP Project Development, Inc., and Bogard Construction, Inc. for construction management services pursuant to the Request for Qualifications (RFQ) # 9600-77, extending the agreement an additional two (2) year period (May 1, 2023 through April 30, 2025) for a revised full agreement term of May 1, 2018 through April 30, 2025, with no change to the total aggregate amount.</li> </ul>
14.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute renewal &amp; amendment No. 1 to the agreement (A-13936) with Kleinfelder Inc., Moore Twining Associates Inc., and RMA Group pursuant to the Request for Qualifications (RFQ)</li> </ul>

	#9600-76 for construction materials testing and inspection services, extending the agreement an additional two (2) year period (June 1, 2023 through July 31, 2025) for a revised full agreement term of June 1, 2018 through July 31, 2025 with no changes to the total aggregate agreement amounts.
15.	Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 3 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, 2024) for a revised full agreement term of January 1, 2022 through December 31, 2024, and adding \$1,000,000 for a revised total agreement amount not to exceed \$2,300,000.
16.	a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute Renewal & Amendment No. 7 to the agreement (A-13524) with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, extending the agreement an additional three years (April 15, 2023 through April 14, 2026) adding \$100,000 for a revised total agreement amount not to exceed \$793,000
17.	a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Program Letter of Agreement with Companeros en Salud for rotation of Natividad physician Residents with an agreement term of August 1, 2023 through July 31, 2025. b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement. c. 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.
18.	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Francis M. Wright Jr. M.D. to provide obstetrics and gynecology physician services, adding \$800,000 for a revised not to exceed amount of \$1,100,000 in the aggregate, with no change to the previously approved Agreement term of July 1, 2021 to June 30, 2025; and b. Authorize the Chief Executive Officer for NMC 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, do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount and do not increase the total amount above \$1,110,000.
19.	a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Student Placement Agreement with California State University, Dominguez Hills with an agreement term of July 1, 2023 through June 30, 2026. b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement. c. 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.
20.	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by twelve months (August 1, 2023 to July 31, 2024) for a revised full agreement term of July 1, 2017 to July 31, 2024, and adding \$610,000 for a revised total not to exceed amount of \$4,320,000 in the aggregate; and b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount and do not increase the total contract amount above \$4,442,000.

21.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Monterey Bay GI Consultants to provide gastroenterology services for an amount not to exceed \$800,000 for the period August 1, 2023 to July 31, 2025; and</li> <li>b. Authorize the Chief Executive Officer for NMC to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$50,000) of the original contract amount and do not increase the total contract amount above \$850,000.</li> </ul>
22.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services extending the term by twelve months (August 1, 2023 to July 31, 2024) for a revised full agreement term of August 1, 2019 to July 31, 2024, and adding \$650,000 for a revised total not to exceed amount of \$3,250,000 in the aggregate; and</li> <li>b. Authorize the Chief Executive Officer for NMC 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, do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount and do not increase the total contract amount above \$3,315,000.</li> </ul>
23.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute renewal &amp; amendment No. 5 to the agreement (A-13817) with CALSTAR Air Medical Services LLC, for patient transfer coordination and facilitation services, extending the agreement an additional one (1) year period (February 28, 2023 through February 27, 2024) for a revised full agreement term of December 15, 2014 through February 27, 2024, and adding \$64,000 for a revised total agreement amount not to exceed \$899,000.</li> </ul>
24.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a license agreement with MaineHealth for the use of the copywritten A Matter of Balance training materials and evaluation tools to provide fall prevention education to community members effective on August 1, 2023 through August 1, 2026. There are no associated costs.</li> <li>b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, limitations on liability, and limitations on damages with no insurance requirements stated within the agreement.</li> </ul>

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

**Focus One Solutions LLC Amendment No. 11     Legistar Number: \_\_\_\_\_**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 11 to the agreement (A-13506) with Focus One Solutions, LLC for a staff procurement management service pursuant to the Request for Proposal (RFP) # 9600-62, to extend the term an additional four (4) month period (September 1, 2023 through December 31, 2023) for a revised full Agreement term of April 19, 2015 through December 31, 2023 with no change to the agreement total.

### **..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. 11 to the agreement (A-13506) with Focus One Solutions, LLC for a staff procurement management service pursuant to the Request for Proposal (RFP) # 9600-62, to extend the term an additional four (4) month period (September 1, 2023 through December 31, 2023) for a revised full Agreement term of April 19, 2015 through December 31, 2023 with no change to the agreement total.

#### **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 Natividad Medical Center 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. Natividad Medical Center 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 Medical Center 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.

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

The Office of County Counsel reviewed and approved this amendment No. 11 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 11 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 11, 2023.

#### **FINANCING:**

There is no cost to this amendment.



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

This agreement greatly improves the responsiveness to critical staffing needs at Natividad Medical Center. This agreement ensures that requests for qualified nurses and other clinical staff at Natividad Medical Center are met in a timely manner. This enables Natividad Medical Center 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. 11  
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**

### **Health Care Interpreter Network Amendment No. 1**

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

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 1 to the agreement (A-15157) with Health Care Interpreter Network (HCIN) for shared interpreter services, extending the agreement an additional three (3) year period (July 1, 2024 through June 30, 2027) for a revised full agreement term of July 1, 2021 through June 30, 2027) and adding \$465,000 for a revised total agreement amount not to exceed \$730,000.

#### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 1 to the agreement (A-15157) with Health Care Interpreter Network (HCIN) for shared interpreter services, extending the agreement an additional three (3) year period (July 1, 2024 through June 30, 2027) for a revised full agreement term of July 1, 2021 through June 30, 2027) and adding \$465,000 for a revised total agreement amount not to exceed \$730,000.

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

Federal and state laws including, but not limited to Section 1557 of the Affordable Care Act (ACA) and Title VI require healthcare organizations to provide patients and their families with access to qualified interpreters. Approximately 52% of the patient population at Natividad Medical Center identify themselves as limited English proficient (LEP). Health Care Interpreter Network's automated video/voice call center system provides Natividad Medical Center with 24/7 access to Qualified healthcare interpreters in 170 languages, including American Sign Language (ASL) using video conferencing devices and various forms of telephone interpreter services.

Natividad Medical Center has been using Health Care Interpreter Network's network to stay compliant with the ever-changing rules and regulations to comply with CMS requirements as well as maintaining Joint Commission accreditation. The provision of interpretation services also helps Natividad Medical Center to improve the quality of healthcare and reduce liability for medical errors due to a breakdown in communication.

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

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on August 11, 2023.

**FINANCING:**

The cost for this amendment No. 1 is \$465,000 of which \$75,000 is included in the FY 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The agreement provides Natividad Medical Center with the additional support it needs to maintain compliant with multiple federal and state laws while providing reliable and quality patient care, the outcome of 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: Victor Sosa, CMI, Hospital Interpreter Services Manager, 796-1612  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

**Attachments:**

Health Care Interpreter Network Amendment No. 1  
Health Care Interpreter Network Agreement

Attachments on file with the Clerk of the Board

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

### **Amendment 6 to Debt Collection Services Master Agreements per RFP #9600-64**

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

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 6 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one year (October 1, 2023 through September 30, 2024) for a revised full agreement term of October 1, 2016 through September 30, 2024 and adding \$1,000,000 for a revised total aggregate amount for all contracts not to exceed \$10,270,000.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to one (1) future amendments to the agreement that do not cause an increase of more than ten percent 10% (\$240,000) of the original Agreement amount, that will not increase the total Agreement amount above 10,510,000 and which does not significantly alter the scope of work.

#### **..Report**

#### **RECOMMENDATION:**

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

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 6 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one year (October 1, 2023 through September 30, 2024) for a revised full agreement term of October 1, 2016 through September 30, 2024 and adding \$1,000,000 for a revised total aggregate amount for all contracts not to exceed \$10,270,000.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to one (1) future amendments to the agreement that do not cause an increase of more than ten percent 10% (\$240,000) of the original Agreement amount, that will not increase the total Agreement amount above 10,510,000 and which does not significantly alter the scope of work.

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

Natividad Medical Center utilizes two outside contractors, per RFP 9600-64 to collect on Natividad Medical Center's self-pay patients and bad debt collections. The contractor shall receive three (3) daily data files of all self-pay patients from Natividad Medical Center's Meditech system. With this information, the contractors will be responsible to send three (3) collection notices to the patient within a 150-day time-frame requesting payment. The contractors are responsible for arranging and setting up a payment plan for services incurred at Natividad Medical Center. If there is no response, the patients account is put into a bad debt collection for further collection efforts. Liens are applied as appropriate.

Payment is based on the amount of debt collected and is, therefore, an unknown, so the agreement documents themselves do not state a total agreement amount specifically. Natividad Medical Center is requesting an increased aggregate dollar limit for both agreements not to exceed \$10,270,000 which reflects an estimated amount Natividad Medical Center might pay for debt collection fees through the end of the term September 30, 2025.

### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 6 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 6 has also been reviewed and approved by Natividad Medical Center's Finance Committee and by its Board of Trustees on August 11, 2023.

### **FINANCING:**

The cost for this amendment No. 6 is \$1,000,000 of which \$750,000 is included in the Fiscal Year 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

The Debt Collection Services agreements give Natividad Medical Center the ability to collect patient's monetary responsibilities for the services they have incurred at Natividad Medical Center and place liens as appropriate.

- ☐ 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:

Receivable Solutions, Inc. Amendment No. 6  
Credit Consulting Services, Inc. Amendment No. 6  
Receivable Solutions, Inc. Renewal & Amendment No. 5  
Credit Consulting Services, Inc. Renewal & Amendment No. 5  
Receivable Solutions, Inc. Amendment No. 4  
Credit Consulting Services, Inc. Amendment No. 4  
Receivable Solutions, Inc. Amendment No. 3  
Credit Consulting Services, Inc. Amendment No. 3  
Receivable Solutions, Inc. Amendment No. 2  
Credit Consulting Services, Inc. Amendment No. 2  
Receivable Solutions, Inc. Amendment No. 1  
Credit Consulting Services, Inc. Amendment No. 1  
Receivable Solutions, Inc. Agreement  
Credit Consulting Services, Inc. Agreement

Attachments on file with the Clerk of the Board

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

**Locumtenens.com LLC Amendment No. 2**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Agreement (A-16146) with Locumtenens.com LLC for recruitment and assignment of physician services, extending the agreement for an additional one (1) year (August 26, 2023 through August 25, 2024) for a revised full term of August 26, 2022 through August 25, 2024, with an increase of \$1,500,000 for a revised total agreement amount not to exceed \$2,100,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Agreement (A-16146) with Locumtenens.com LLC for recruitment and assignment of physician services, extending the agreement for an additional one (1) year (August 26, 2023 through August 25, 2024) for a revised full term of August 26, 2022 through August 25, 2024, with an increase of \$1,500,000 for a revised total agreement amount not to exceed \$2,100,000.

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

In order to find highly qualified temporary physicians and other locum tenens, such as advanced practitioners, who match the position we are trying to cover and are available on sometimes very short notice, it is necessary to contract with multiple locum tenens agencies to provide referral of locum tenens physicians. Locum tenens are physicians who temporarily take the place of physicians during periods when physicians (employed or contracted) are not available (e.g., vacation; illness; continuing medical education; etc.).

This Amendment No. 2 allows NMC to continue utilizing the services needed to provide reliable and quality patient care without interruption during staffing shortages.

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

The Office of County Counsel has reviewed and approved this Amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. This Amendment No. 2 has also been reviewed and approved by the Board of Trustees Executive Committee on August 11, 2023.

#### **FINANCING:**

The cost for this Amendment No. 2 is \$1,500,000 which is included in FY 2023-24 Adopted Budget. Amounts for the remaining years of the agreement will be included in those budgets as appropriate.



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

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

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783-2506

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

### Attachments:

Locumtenens.com LLC Amendment No. 2

Locumtenens.com LLC Amendment No. 1

Locumtenens.com LLC Agreement

Attachments on file with the Clerk of the Board

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

### **Quinn Company dba Quinn Power Systems 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-12707) with Quinn Company d/b/a Quinn Power Systems for maintenance of generators and automatic transfer switch services, extending the agreement an additional one (1) year period (July 1, 2023 through June 30, 2024) for a revised full agreement term of July 1, 2015 through June 30, 2024, and adding \$79,000 for a revised total agreement amount not to exceed \$300,892.

#### **..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-12707) with Quinn Company d/b/a Quinn Power Systems for maintenance of generators and automatic transfer switch services, extending the agreement an additional one (1) year period (July 1, 2023 through June 30, 2024) for a revised full agreement term of July 1, 2015 through June 30, 2024, and adding \$79,000 for a revised total agreement amount not to exceed \$300,892.

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

NMC owns multiple Caterpillar Diesel Emergency Generators and maintain reliability by doing routine preventative maintenance and testing. Quinn Power Systems has the ability to provide emergency generator and automatic transfer switch preventive maintenance and testing services for NMC.

The Life Safety Code requires the hospital to provide reliable emergency electrical power to alarm systems, exit route and exit sign illumination, emergency communication systems, elevators, equipment that could cause patient harm when it fails, including life support systems, blood, bone, and tissue storage systems, medical air compressors, medical and surgical vacuum systems, and areas in which loss of power could result in patient harm, including operating rooms, recovery rooms, obstetrical delivery rooms, nurseries, and urgent care areas. Maintaining the reliability of the emergency electrical system requires periodic preventive maintenance to be performed. In addition, the Joint Commission requires that monthly emergency generator tests are conducted with a dynamic load that is at least 30% of the nameplate rating of the generator or meets the manufacturer's recommended prime movers' exhaust gas temperature. If the hospital does not meet either the 30% of nameplate rating or the recommended exhaust gas temperature during any of the monthly tests then they must test each emergency generator once every 12 months using supplemental (dynamic or static) loads of: 25% of nameplate rating for 30 minutes, followed by 50% of nameplate rating for 30 minutes, followed by 75% of nameplate rating for 60 minutes, for a total of 2 continuous hours.

At least once every 12 months, hospitals must test each emergency generator under dynamic or static load that is at least 30% of the nameplate rating of the generator or meets the manufacturers recommended prime movers' exhaust gas temperature for a minimum of 4 continuous hours.

In addition to the generator maintenance and testing, the automatic transfer switches are required to 21

be maintained in operating condition to provide automatic restoration of power for emergency circuits within ten seconds after normal power failure. This renewal and amendment No. 4 will extend the agreement with Quinn Power Systems for an additional one year. It will also add funds to the agreement to account for contractually permitted cost increase. These services help to assure the Health and Safety of our patients and enable Natividad Medical Center to remain compliant and up to code.

#### **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 August 11, 2023.

#### **FINANCING:**

The cost for this renewal and amendment No. 4 is \$79,000 which is included in the FY 2023-24 Adopted Budget.

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

The services rendered in this agreement provide Natividad Medical Center with the additional support it needs to be able to provide reliable and quality patient care which improves the health and quality of life for patients and their families. This agreement allows patients and visitors with a protected environment where they feel safe and watched over.

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

Prepared by: Felipe Enriquez, Director of Engineering and Safety, 783-2614  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

#### **Attachments:**

Quinn Power Systems Renewal and Amendment 4  
Quinn Power Systems Amendment 3  
Quinn Power Systems Renewal and Amendment 2  
Quinn Power Systems Amendment 1  
Quinn Power Systems Agreement

Attachments on file with the Clerk of the Board

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

**InfoImage of California Renewal and Amendment No. 3**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-13141) with InfoImage of California for medical billing services, extending the agreement an additional one (1) year (July 1, 2023 through June 30, 2024) for a revised full term of January 1, 2016 through June 30, 2024, and adding \$30,000 for a revised total agreement amount not to exceed \$390,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-13141) with InfoImage of California for medical billing services, extending the agreement for an additional one (1) year (July 1, 2023 through June 30, 2024) for a revised full term of January 1, 2016 through June 30, 2024, and adding \$30,000 for a revised total agreement amount not to exceed \$390,000.

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

InfoImage provides services to NMC which includes the mailings of patient statements for services rendered. InfoImage aligns and mails statements to patients on a daily basis.

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

The Office of County Counsel has reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on August 11, 2023, and by its Board of Trustees on August 11, 2023.

#### **FINANCING:**

The cost for this renewal and amendment No. 3 is \$30,000 which is included in the FY 2023-24 Adopted Budget.

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

InfoImage services provides patients itemization details of services received while seen at NMC. Patient reimbursements are made from statements received. These services help NMC deliver high-quality patient care.

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

Prepared by: Tracy Short, Director of Patient Financial Services, (831) 783-2347  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

InfoImage of California Renewal and Amendment No. 3  
InfoImage of California Amendment No. 2  
InfoImage of California Renewal and Amendment No. 1  
InfoImage of California Agreement

Attachments on file with the Clerk of the Board

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

**Huron Consulting Services, LLC Renewal & Amendment No. 2**  
**Number:** \_\_\_\_\_

**Legistar**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 2 to the agreement with Huron Consulting Services, LLC for advisory consulting services, to add \$12,743 for past due services, for a revised total agreement amount not to exceed \$256,743 with no change to the agreement term of June 1, 2021 through May 31, 2023.

### **..Report**

#### **RECOMMENDATION:**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 2 to the agreement with Huron Consulting Services, LLC for advisory consulting services, to add \$12,743 for past due services, for a revised total agreement amount not to exceed \$256,743 with no change to the agreement term of June 1, 2021 through May 31, 2023.

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

NMC originally entered into a service agreement with Huron Consulting Services (Huron) for analysis and benchmarking services to be performed for specific Professional Service Agreements such as call pay coverage and medical directorship services. The data and consulting provided assists NMC leadership in defining governance processes, contract components, and ongoing benchmark techniques. NMC is now wishing to amend the agreement to add services. The new services will help identify workforce management improvements within its radiology department. It will include a robust assessment which will ultimately lead to opportunities for optimized workflows and improved patient care.

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

The Office of County Counsel has reviewed and approved this renewal & amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal & amendment No. 2 has been reviewed and approved by Natividad Medical Center's Finance Committee and by its Board of Trustees on August 14, 2023.

#### **FINANCING:**

The cost for this renewal & amendment No. 2 is \$12,743 of which is included in the Fiscal Year 2023-24 Adopted Budget.

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

The consulting services provided by Huron yield data that assists hospital administration with strategic planning as well as operational and financial decision making.



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

Prepared by: Daniel Leon, Chief Financial Officer, 783-2561

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

Attachments:

Huron Consulting Services, LLC Renewal & Amendment No. 2

Huron Consulting Services, LLC Amendment No. 1

Huron Consulting Services, LLC Agreement

Attachments on file with the Clerk of the Board

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

**The Advisory Board Company Amendment No. 4**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Letter of Agreement (A-13407) with The Advisory Board Company for inround, nursing executive center, health care it advisor, and healthcare advisory services, extending the agreement an additional five (5) year period (September 1, 2023 through August 31, 2028) for a revised full agreement term of December 31, 2015 through August 31, 2028, and adding \$434,000 for a revised total agreement amount not to exceed \$1,597,342.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Letter of Agreement (A-13407) with The Advisory Board Company for inround, nursing executive center, health care it advisor, and healthcare advisory services, extending the agreement an additional five (5) year period (September 1, 2023 through August 31, 2028) for a revised full agreement term of December 31, 2015 through August 31, 2028, and adding \$434,000 for a revised total agreement amount not to exceed \$1,597,342.

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

The Advisory Board is the leading provider of comprehensive performance improvement services to the health care industry including operational best practices and insights, performance technologies and analytic tools, management training, technology evaluation, and consulting support.

The Advisory Board Company has over 3,800 organizations as clients including hospitals, physician groups, health systems, and academic medical centers. Their commitment to best-practice standards and insistence on continual improvements come from their experience of over 30 years in the industry.

Natividad's request for an amendment to the existing agreement will include the Nursing Executive Center, Healthcare IT Advisor. The Nursing Executive Center (NEC) helps nurse leaders develop market-leading strategies, equips them and their teams with best practices, and accelerates implementation of proven approaches to improve patient care. The Healthcare IT Advisor provides advice and strategies in the present constant and rapid change with technology for both clinical and general hospital operational needs while making sure it meets regulatory requirements.

The Advisory Board's new subscription model also provides Natividad with Revenue Cycle, Healthcare Industry Committee, Cardiovascular Roundtable, and many other modules for the same subscription price.

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

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 11, 2023.

## **FINANCING:**

The cost for this amendment No. 4 is \$434,000 of which \$86,800 is included in the FY 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

This agreement is for executive level planning and consulting services, the outcome of which will contribute to a more efficient use of resources within the organization.

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

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

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

### Attachments:

- The Advisory Board Company Amendment No. 4
- The Advisory Board Company Amendment No. 3
- The Advisory Board Company Amendment No. 2
- The Advisory Board Company Amendment No. 1
- The Advisory Board Company Letter of Agreement

Attachments on file with the Clerk of the Board

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

### **GE Healthcare for MUSE Cardiology System Software Agreement**

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

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with GE Healthcare for MUSE cardiology system software at NMC for an amount not to exceed \$114,288 with an agreement term September 1, 2023 through August 31, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and liability 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 GE Healthcare for MUSE cardiology system software at NMC for an amount not to exceed \$114,288 with an agreement term September 1, 2023 through August 31, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and liability provisions within the agreement.

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

The MUSE Cardiology Information System is a software system that promotes rapid diagnosis via electronic Electrocardiograms (ECG's) via a treadmill, allowing Cardiologists to review current and historical data, read the ECG, and assist fellow clinicians in making faster decisions for patients. An electrocardiography (ECG or EKG) test is the process of recording the electrical activity of the heart over a period of time.

On May 18, 2018, the Monterey County Board of Supervisors approved a quotation and addendum with GE Healthcare which constituted a support agreement for the MUSE Cardiology software in use at NMC. That agreement expired in May of 2023. This is a new agreement to allow for continued use plus support of the MUSE cardiology software system at NMC.

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

The Office of County Counsel has reviewed and approved this agreement, and the Auditor-Controller has reviewed and 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 August 11, 2023.

#### **FINANCING:**

The cost for this agreement is \$114,288, of which \$38,096 is included in the Fiscal Year 2023-24 Adopted Budget.

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

This agreement allows for continued use of the MUSE cardiology system at NMC and includes maintenance and support for the software. It is a requirement that medical equipment used in patient care, such as the MUSE cardiology system, be regularly maintained for optimum and reliable performance, thereby contributing to quality patient care.

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

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

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

Attachments:

GE Healthcare Service Quotation/Agreement

Attachments on file with the Clerk of the Board

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

### **Lucile Salter Packard Children's Hospital Second Amendment**

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide maternal fetal medicine services and medical director services of the Child Advocacy Center (CAC) extending the term by twelve months (September 1, 2023 to August 31, 2024) for a full revised agreement term September 1, 2021 through August 31, 2023, and adding \$300,000 for a revised amount not to exceed \$726,880 in the aggregate,; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to this agreement where the amendments do not significantly change the scope of work, do not exceed 10% (\$34,848) of the original contract amount and do not increase the total contract amount above \$761,728.

#### **..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 the Second Amendment to the Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide maternal fetal medicine services and medical director services of the Child Advocacy Center (CAC) extending the term by twelve months (September 1, 2023 to August 31, 2024) for a full revised agreement term September 1, 2021 through August 31, 2023, and adding \$300,000 for a revised amount not to exceed \$726,880 in the aggregate,; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) amendments to this agreement where the amendments do not significantly change the scope of work, do not exceed 10% (\$34,848) of the original contract amount and do not increase the total contract amount above \$761,728.

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

NMC offers comprehensive maternal care services including antepartum, intrapartum and postpartum care to women in Monterey County. To help reduce maternal mortality and morbidity, the American College of Obstetricians and Gynecologist established maternal levels of care and recommends Level III maternal centers have board certified maternal fetal medicine (MFM) physicians available for consultation and management of highly complex, critically ill, or unstable maternal patients.

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



development of the services, review of policies and supervision of the ancillary services in the CAC.

NMC would like to amend its agreement with LPCH 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 as to payment provisions. The Amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

FINANCING:

The cost for this amendment is \$300,000. The total not to exceed amount of this agreement is \$426,880. \$213,440 is included in the Fiscal Year 2023/2024 Adopted Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 758-2506

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

Attachments:

Second

First Amendment

Agreement

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

### **Transfer of Funds from Natividad Medical Center's Enterprise Fund 451 to Strategic Capital Fund 404.**

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

#### **..Title**

a. Authorize the Auditor-Controller to complete the transfer of funds from Natividad Medical Center's Enterprise Fund NMC001-451-9600-8142 to the Strategic Capital Fund NMC002-404-9600-8142 in the amount of \$64,941,551 for major capital expenditures.

#### **..Report**

#### **RECOMMENDATION:**

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

a. Authorize the Auditor-Controller to complete the transfer of funds from Natividad Medical Center's Enterprise Fund NMC001-451-9600-8142 to the Strategic Capital Fund NMC002-404-9600-8142 in the amount of \$64,941,551 for major capital expenditures.

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

Natividad Medical Center's Appropriation Unit NMC002, Fund 404, named Strategic Capital Fund was created years ago for the purpose to support the funding for major capital projects and expenditures during the years. Major capital projects were approved by the Board of Supervisors during the annual budget approval. Included in the transfer is a partial amount to reserve for an overall hospital system conversion or upgrade presently under review.

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

Not Applicable

#### **FINANCING:**

No impact to the General Fund.

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

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

Prepared by: Daniel Leon, Chief Financial Officer, 831-783-2561

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

# FINANCIAL STATEMENTS

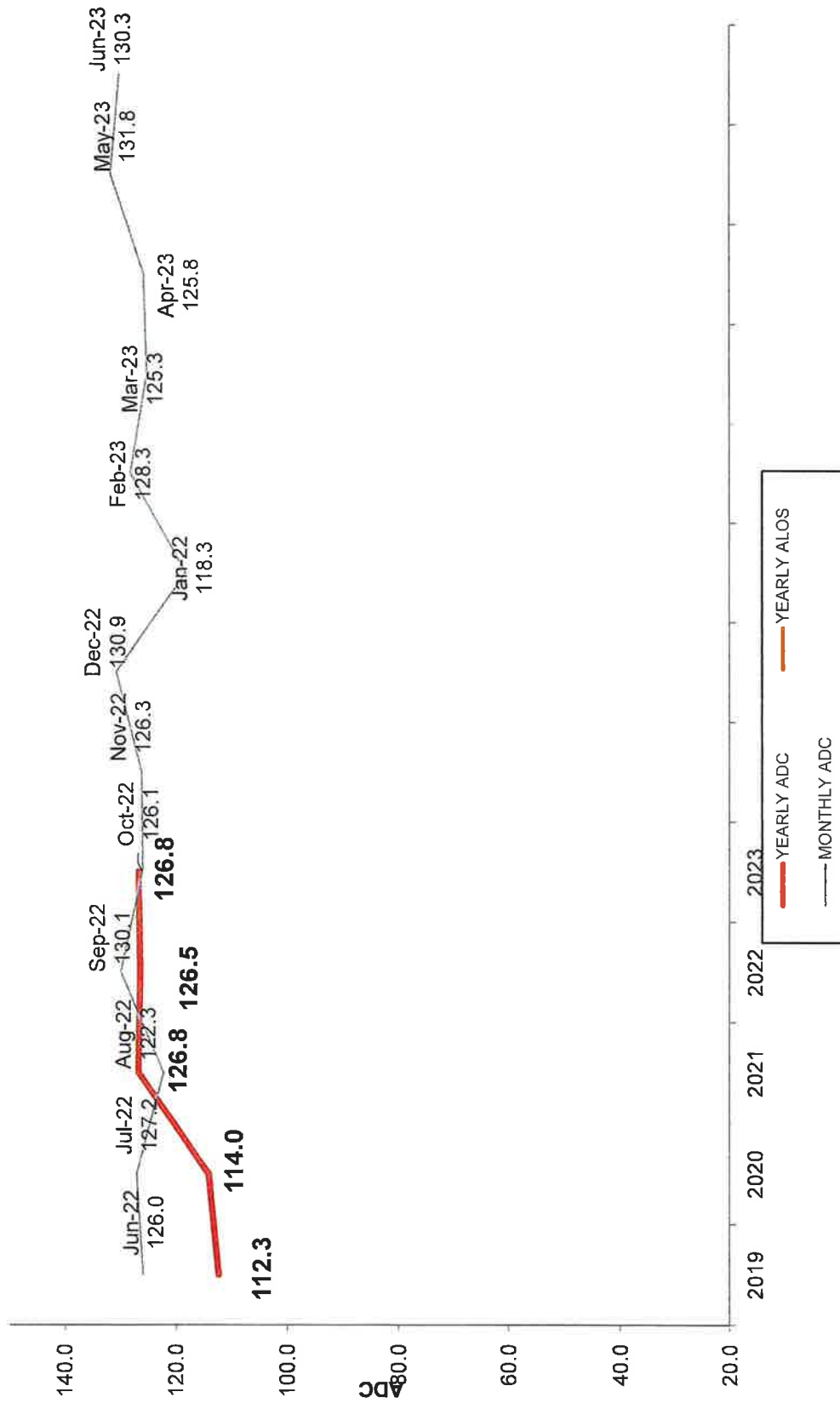
JUNE 30, 2023

## FINANCIAL STATEMENTS

**JUNE 30, 2023**

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# NATIVIDAD STATISTICAL REPORT June 30, 2023

Month-To-Date					Year-To-Date					
04-23	05-23	06-23	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/IPY			
1	177	262	185	231	NICU	15	2,815	2,379	2,717	-12.44%
2	1,935	1,974	1,952	1,577	Med/Surg	57	19,191	23,561	21,016	12.11%
3	155	222	188	316	ICU	10	3,845	2,354	3,473	-32.23%
4	90	102	87	82	Peds	12	998	1,200	825	45.45%
5	775	812	768	721	Acute Rehab	28	8,773	9,407	9,237	1.84%
6	301	299	315	314	OB/Gyn	27	3,824	3,618	3,945	-8.29%
7	3,433	3,671	3,495	3,242	TOTAL ACUTE	149	39,446	42,519	41,213	3.17%
8	342	416	413	448	Psychiatric	19	5,449	3,759	4,969	-24.35%
9	3,775	4,087	3,908	3,690	TOTAL DAYS	168	44,895	46,278	46,182	0.21%
10	307	264	287	285	Nursery	18	3,462	3,507	3,805	-7.83%
AVERAGE DAILY CENSUS										
11	88.6	92.2	90.9	84.0	Acute	121	84.0	90.7	87.6	3.54%
12	25.8	26.2	25.6	24.0	Acute Rehab	28	24.0	25.8	25.3	1.98%
13	11.4	13.4	13.8	14.9	Psychiatric	19	14.9	10.3	13.6	-24.26%
14	125.8	131.8	130.3	123.0	TOTAL	168	123.0	126.8	126.5	0.24%
15	10.2	8.5	9.6	9.5	Nursery	18	9.5	9.6	10.4	-7.69%
PERCENTAGE OF OCCUPANCY										
16	73.2%	76.2%	75.1%	69.4%	Acute		69.4%	75.0%	72.4%	3.5%
17	92.1%	93.6%	91.4%	85.7%	Acute Rehab		85.7%	92.1%	90.4%	2.0%
18	60.0%	70.5%	72.6%	78.4%	Psychiatric		78.4%	54.2%	71.6%	-24.3%
19	74.9%	78.5%	77.6%	73.2%	TOTAL		73.2%	75.5%	77.1%	-2.1%
20	56.7%	47.2%	53.3%	52.8%	Nursery		52.8%	53.3%	57.8%	-7.7%
ADMISSIONS										
21	617	660	647	625	Acute		7,599	7,742	7,860	-1.50%
22	52	58	55	51	Acute Rehab		621	697	666	4.65%
23	44	46	40	42	Psychiatric		517	518	586	-11.60%
24	713	764	742	718	TOTAL		8,737	8,957	9,112	-1.70%
25	188	177	182	172	Nursery		2,092	2,174	2,305	-5.68%
26	198	198	189	184	Deliveries		2,233	2,333	2,470	-5.55%
DISCHARGES										
27	584	632	640	607	Acute		7,390	7,454	7,656	-2.64%
28	53	62	52	53	Acute Rehab		642	699	675	3.56%
29	39	46	37	43	Psychiatric		527	505	597	-15.41%
30	676	740	729	703	TOTAL		8,559	8,658	8,928	-3.02%
31	185	159	162	158	Nursery		1,922	2,022	2,139	-5.47%
AVERAGE LENGTH OF STAY										
32	5.3	5.3	5.3	5.1	Acute(Hospital wide no babies)		5.1	5.2	5.1	1.96%
33	14.9	14.0	14.0	14.1	Acute Rehab		14.1	13.5	13.9	-2.88%
34	2.2	2.6	2.8	2.6	OB/Gyn		2.5	2.5	2.5	0.00%
35	7.8	9.0	10.3	10.5	Psychiatric		10.5	7.3	8.5	-14.12%
36	1.6	1.5	1.6	1.7	Nursery		1.7	1.6	1.7	-5.88%
OUTPATIENT VISITS										
37	5,045	5,333	4,975	4,395	Emergency Room		53,475	59,510	53,072	12.13%
38	526	540	546	530	ER Admits		6,450	6,476	6,738	-3.89%
39	73.8%	70.7%	73.6%	73.8%	ER Admits as a % of Admissions		73.8%	72.3%	73.9%	-2.23%
40	6,036	6,692	6,369	5,814	Clinic Visits		70,743	72,839	71,187	2.32%
ANCILLARY PROCEDURES BILLED										
41	54,006	56,477	54,674	52,903	Lab Tests		643,649	650,937	659,834	-1.35%
42	4,012	4,273	4,332	3,724	Radiology Procedures		45,311	47,909	45,422	5.48%
43	232	269	236	198	MRI Procedures		2,406	2,986	2,489	19.97%
44	74	114	138	111	Nuclear Med Procedures		1,351	1,266	1,337	-5.31%
45	1,261	1,335	1,313	1,257	Ultrasound Procedures		15,295	15,248	15,275	-0.18%
46	1,982	2,045	2,032	1,854	CT Scans		22,553	23,352	22,440	4.06%
47	344	387	404	360	Surgeries		4,379	4,477	4,314	3.78%
48	7.50	7.23	7.36	7.59	FTE'S PER AOB		7.59	7.51	7.61	-1.31%
49	1,358.3	1,371.2	1,361.6	1,317.2	TOTAL PAID FTE'S		1,317.2	1,370.9	1,356.0	1.10%
50	5,434	5,880	5,550	5,209	ADJUSTED PATIENT DAYS		63,370	66,595	65,069	2.35%

**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>													
1 Patient Revenue:													
2 Inpatient	\$ 80,986,844	\$ 77,180,401	\$ 79,038,524	\$ 77,385,880	\$ 75,440,723	\$ 77,206,476	\$ 71,646,473	\$ 70,713,671	\$ 77,408,186	\$ 73,109,836	\$ 82,270,687	\$ 81,199,613	\$ 923,326,293
3 Pro Fees	5,591,547	5,807,524	6,387,558	8,137,668	5,365,202	6,134,534	6,777,270	4,705,213	5,745,956	4,516,345	6,235,667	5,081,031	70,495,633
4 Outpatient	35,405,962	37,401,751	37,401,751	35,342,866	35,597,725	37,460,016	33,697,360	31,476,013	35,620,346	38,087,249	38,823,200	35,253,940	436,474,534
5 Total Patient Revenue	121,976,037	121,374,905	122,827,834	121,866,409	117,383,186	120,801,127	112,120,103	108,898,897	119,774,468	115,695,430	127,333,573	122,534,483	1,430,436,460
6 Deductions from revenue													
7 Contractual Deductions	92,824,795	91,983,613	93,382,949	93,074,417	90,487,408	92,948,916	85,343,234	82,272,876	92,281,591	88,528,488	97,988,451	92,718,951	1,093,395,688
8 Bad Debt	4,135,680	3,582,657	3,474,041	3,360,575	2,042,247	1,808,544	2,481,122	380,355	1,308,451	2,086,283	3,105,125	2,174,210	29,951,290
9 Unable to Pay	74,058	101,418	72,826	78,371	114,030	57,984	137,427	287,967	379,545	103,449	227,955	123,260	1,738,311
10 Total Contractual Discounts	97,034,533	95,547,688	96,909,816	96,513,363	92,643,685	94,815,444	87,971,783	82,921,158	93,665,587	90,720,220	101,021,532	95,016,442	1,125,085,289
11 Net Patient Revenue	24,841,505	25,827,218	25,918,018	25,353,046	24,709,501	25,985,683	24,148,320	23,977,699	25,804,881	24,975,210	26,312,041	27,518,041	306,351,171
12 As a percent of Gross Revenue	20.38%	21.28%	21.10%	20.79%	21.06%	21.51%	21.54%	22.43%	21.54%	21.59%	20.66%	22.46%	21.35%
13 Total Government Funding	22,040,564	6,142,406	6,542,406	6,542,406	6,542,406	6,542,406	6,542,406	6,542,406	6,542,406	6,542,406	6,542,406	6,542,406	94,363,256
14 Other Operating Revenue:													
15 Interest Income	121,586	125,489	122,788	123,288	123,291	123,287	123,287	123,288	123,286	123,287	123,286	126,949	1,483,116
16 NMIF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	720,000
17 Other Income	422,577	369,569	453,849	500,007	328,052	348,870	468,061	407,848	501,061	493,929	411,084	337,304	5,042,312
18 Total Other Operating Revenue	685,163	636,058	779,137	1,378,436	703,843	724,857	1,714,158	785,736	875,847	949,716	1,286,874	1,251,079	11,768,704
19 TOTAL REVENUE	47,587,232	32,605,682	33,239,561	33,253,888	31,955,750	33,252,746	32,404,884	31,303,841	33,224,134	32,471,840	34,145,829	36,058,737	411,484,131
<b>E X P E N S E</b>													
20 Salaries, Wages & Benefits	17,705,905	17,388,839	16,907,579	17,586,134	16,699,006	17,856,057	18,360,953	17,378,680	18,330,518	18,028,982	18,628,625	18,669,119	213,541,397
21 Registry	1,249,749	1,820,554	2,825,174	2,806,706	2,401,163	2,063,207	1,983,904	1,684,002	1,236,307	1,074,283	1,101,261	1,132,271	21,380,581
22 Phys/Residents SWB & Contract Fees	4,409,799	4,682,933	4,560,966	4,959,072	4,960,696	5,022,598	5,489,680	4,918,588	5,455,301	5,189,984	5,444,035	5,084,768	60,159,450
23 Purchased Services	2,984,755	2,910,170	3,017,710	3,138,207	3,030,355	2,876,521	3,304,252	3,242,941	3,365,244	3,276,673	3,276,673	4,655,109	39,034,389
24 Supplies	2,780,492	3,195,791	3,250,784	2,981,740	3,086,093	3,393,424	3,079,320	2,693,202	2,723,934	2,784,408	2,822,079	3,093,731	35,004,998
25 Insurance	369,180	369,179	369,180	369,179	369,180	369,187	369,179	369,180	369,179	369,179	369,179	373,759	4,485,117
26 Utilities and Telephone	435,801	443,051	392,416	317,661	314,856	345,748	411,361	391,647	378,609	243,455	336,951	343,915	4,365,351
27 Interest Expense	53,821	53,821	53,821	53,821	53,821	53,821	53,821	53,821	53,821	53,821	53,821	53,821	645,852
28 Depreciation & Amortization	1,043,263	1,042,677	1,110,693	1,138,241	1,074,166	1,064,324	1,063,115	1,071,739	1,064,457	1,068,457	1,063,021	1,042,329	12,847,254
29 Other Operating Expense	527,095	448,909	484,081	518,759	494,081	448,527	500,247	435,542	479,939	518,350	512,167	468,664	5,775,401
30 TOTAL EXPENSE	31,539,560	32,355,924	32,972,424	33,853,812	32,406,554	33,477,500	34,599,936	32,223,435	33,445,171	32,601,241	33,598,484	34,821,579	397,895,629
31 NET INCOME(LOSS)	16,027,672	249,758	287,137	(599,924)	(450,804)	(224,754)	(2,195,052)	(919,594)	(221,037)	(128,401)	547,345	1,237,158	13,588,502
<b>Normalization for Extraordinary Items</b>													
32 State One Time Grant	(15,897,563)	-	-	-	-	-	-	-	-	-	-	-	(15,897,563)
33 Kaiser Settlement	-	-	-	-	-	-	-	-	-	-	-	-	-
34 American Rescue Plan (ARPA) Rural Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
35 Provider Fee	-	-	-	-	-	-	-	-	-	-	-	-	-
36 Total Extraordinary Items	(15,897,563)	-	-	-	-	-	-	-	-	-	-	-	(15,897,563)
37 NET INCOME BEFORE Extraordinary Items	130,109	249,758	287,137	(599,924)	(450,804)	(224,754)	(2,195,052)	(919,594)	(221,037)	(128,401)	547,345	1,237,158	13,588,502
<b>CAPITAL CONTRIBUTIONS</b>													
38 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
39 CHANGE IN NET ASSETS	-	-	-	-	-	-	-	-	-	-	-	-	-

**NATIVIDAD**

CAPITAL CONTRIBUTIONS



**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY**  
**NATIVIDAD**  
**AS OF JUNE 30, 2023**

CURRENT MONTH										YEAR -TO -DATE			
		Variance fav. (unfav)				Variance fav. (unfav)							
		\$ VAR.		% VAR		\$ VAR.		% VAR		Prior Yr			
		341		6.6%		3,225		5.1%		65,001			
		Budget				Budget							
		5,208				63,370							
		Actual				Actual							
		5,550				66,595							
REVENUE													
ADJUSTED PATIENT DAYS													
Patient Revenue:													
Inpatient													
Pro Fees													
Outpatient													
Total Patient Revenue													
Deductions from revenue													
Contractual Deductions													
Bad Debt													
Unable to Pay													
Total Contractual Discounts													
Net Patient Revenue													
As a percent of Gross Revenue													
Total Government Funding													
Other Operating Revenue:													
Rent Income													
Interest Income													
NMF Contribution													
Other Income													
Total Other Operating Revenue													
TOTAL REVENUE													
EXPENSE													
Salaries, Wages & Benefits													
Registry													
Phys/Residents SWB & Contract Fees													
Purchased Services													
Supplies													
Insurance													
Utilities and Telephone													
Interest Expense													
Depreciation & Amortization													
Other Operating Expense													
TOTAL EXPENSE													
NET INCOME(LOSS)													
CAPITAL CONTRIBUTIONS													
County Contribution													
192 %										148.1 %			
CHANGE IN NET ASSETS										%			
24										800			

**NATIVIDAD  
BALANCE SHEET  
AS OF JUNE 30, 2023**

		CURRENT MONTH			YEAR - TO - DATE		
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
							% CHG.
1	\$	159,562,904	\$	1,254,904	\$	148,370,912	8.4
2		30,983,667		(500,000)		36,483,667	-
3		57,060,284		1,296,959		59,647,950	(2.2)
4		(22,895,883)		75,968,846		18,328,900	189.6
5		5,076,274		16,570		4,952,512	2.8
6		4,987,506		(224,107)		4,763,399	7.6
7		234,773,752		77,813,172		312,586,924	14.8
8		356,452,930		1,439,050		357,891,980	2.3
9		(233,419,784)		(1,042,305)		(234,462,089)	(5.7)
10		123,033,146		396,745		123,429,891	(3.7)
11		227,885,485		(202,550)		227,682,935	9.6
12	\$	585,692,382	\$	78,007,367	\$	608,038,368	9.2
13		23,526,393		1,191,080		22,873,986	8.1
14		10,975,619		4,609,207		16,543,184	(5.6)
15		74,731,723		70,785,814		99,918,834	45.6
16		4,003,251		-		3,817,583	4.9
17		15,064,357		238,925		15,303,282	0.4
18		128,301,343		76,825,026		158,392,440	29.5
19		3,220,807		(54,817)		3,823,796	(20.6)
20		-		-		-	-
21		17,610,555		-		17,610,555	(18.5)
22		20,531,362		(54,817)		20,776,545	(18.3)
23		424,208,325		-		424,208,326	-
24		12,351,353		1,237,158		13,588,511	100.0
25		438,559,678		1,237,158		437,796,837	3.2
26	\$	585,692,382	\$	78,007,367	\$	608,038,368	9.2
		CURRENT ASSETS					
		CASH					
		FUND AID					
		ACCOUNTS RECEIVABLE NET					
		STATE/COUNTY RECEIVABLES					
		INVENTORY					
		PREPAID EXPENSE					
		TOTAL CURRENT ASSETS					
		PROPERTY, PLANT & EQUIPMENT					
		LESS: ACCUMULATED DEPRECIATION					
		NET PROPERTY, PLANT & EQUIPMENT					
		OTHER ASSETS					
		TOTAL ASSETS					
		CURRENT LIABILITIES					
		ACCRUED PAYROLL					
		ACCOUNTS PAYABLE					
		MCARE/MEDICAL LIABILITIES					
		CURRENT PORTION OF DEBT					
		OTHER ACCRUALS					
		TOTAL CURRENT LIABILITIES					
		LONG TERM LIABILITIES					
		LT ACCRUED LIABILITIES					
		UN EARNED CONTRIBUTIONS					
		LONG TERM PORTION OF C.O.P's					
		TOTAL LONG TERM DEBT					
		FUND BALANCES					
		ACCUMULATED FUND					
		CHANGE IN NET ASSETS					
		TOTAL FUND BALANCES					
		TOTAL LIAB. & FUND BALANCES					

**NATIVIDAD  
STATE AND COUNTY RECEIVABLES  
AS OF 06/30/23**

**BALANCE SHEET**

	Req. Balance	Accruals	Reclas and Adj	Prior Years Final Rec'n	Family 1st. Corona Response	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH + SNCP)	6,296,199.77	14,300,004.00				23,699,412.29	(43,070,734.30)	1,224,882
Hospital Fee	0	1,742,698					(1,742,701)	(3)
Rate Range IGT-CCAH-	2,368,583	11,664,000	12,735,142			10,537,334	(25,641,059)	11,664,000
MCMC EPP	4,119,907	14,000,004	16,487,647			9,528,992	(30,134,550)	14,000,000
MCMC QIP	3,219,696	24,000,004	42,063,025			20,577,663	(65,860,388)	24,000,000
SB1732	(0)	2,799,996				29,932	(2,962,993)	(133,065)
AB 915	(0)	3,745,440					(3,363,824)	381,616
Medical GME	1	999,996				1,462,253	(3,122,680)	(660,431)
Family First-COVID 19	180,590				500,004		(341,897)	338,697
AR UCSF & TURO University	-	229,667					(229,667)	-
AR Mee Memorial	199,936	1,943,602	(367,565)				(1,619,895)	166,077.67
AR Office Buildings	448	1,407,373					(1,400,222)	7,599
Medical HPE	(5,589)	300,000					(253,456)	40,955
Interest Accrued Positive Cash	-	3,409,951					(3,366,777)	43,174
Accrued Donations	949,125	720,000					(913,443)	755,682
AR Jail-PG&E	0	1,280,126					(1,184,577)	95,549
Health Department	-	2,933,401					(2,776,172)	157,228
AR Watsonville	1,000,000							1,000,000
<b>STATE RECEIVABLES</b>	<b>\$ 18,328,897</b>	<b>\$ 85,476,262</b>	<b>\$ 70,918,248</b>	<b>\$ -</b>	<b>\$ 500,004</b>	<b>\$ 65,833,566</b>	<b>\$ (187,985,034)</b>	<b>\$ 53,071,953</b>

**P & L**

	YTD Jun-23
Medi-Cal DSH /SNCP/PHYS SPA	\$ 14,300,004
Rate Range IGT-CCAH-	11,664,000
Esperanza Care	(2,500,000)
Family First C-19 Response-FMAP Enhance-	500,004
State One Time Grant	15,897,563
Medical GME	999,996
HPE	300,000
Hospital Fee	1,742,698
MCMC EPP	14,000,004
HD Residency Support	(500,004)
MCMC QIP	24,000,004
AB915	3,745,440
Medicare GME	1,413,551
CARES Act Fund Aid	6,000,000
SB 1732	2,798,996
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 94,363,256</b>

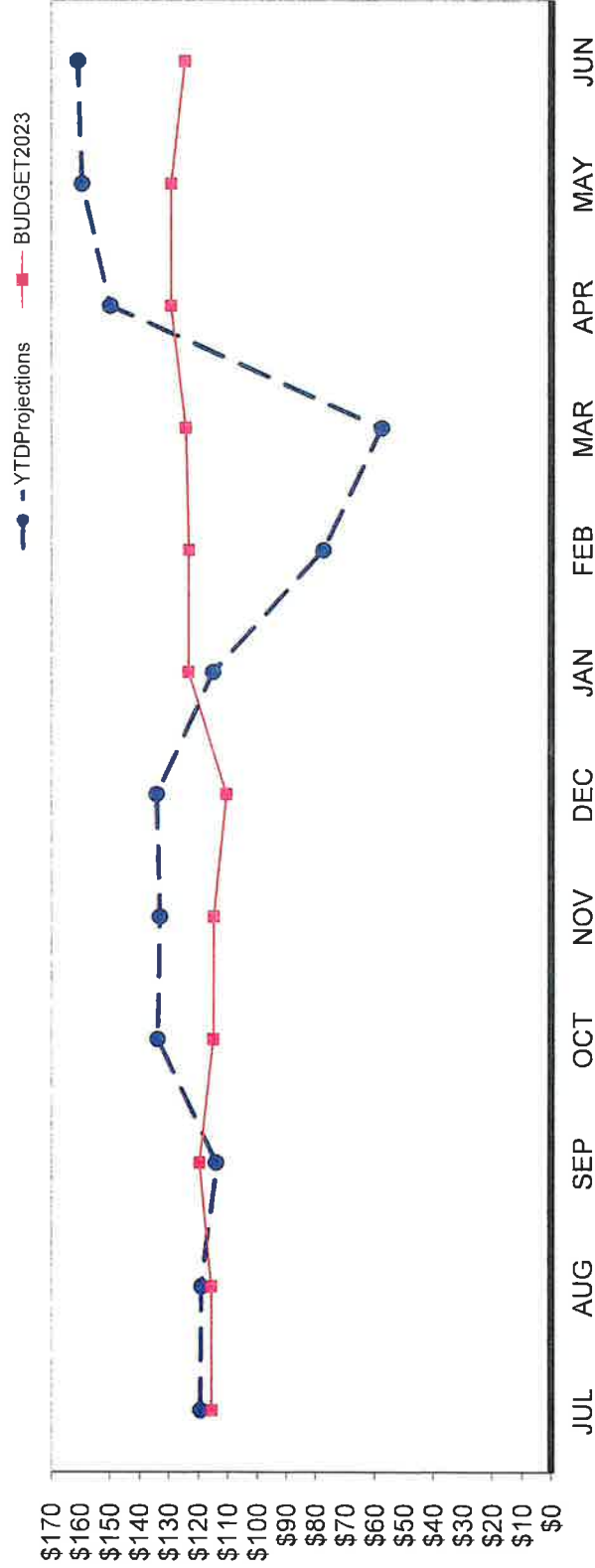
# **NATIVIDAD** **STATEMENT OF CASH FLOWS** **AS OF JUNE 30, 2023**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 159,562,904	\$ 148,370,912
2		
3	1,237,158	13,588,510
4	-	-
5	1,042,305	\$ 12,690,374
6	2,279,463	26,278,884
7		
8	(1,296,959)	1,290,707
9	500,000	6,000,000
10	(75,968,946)	(34,743,063)
11	207,537	(476,551)
12	1,191,080	1,843,487
13	4,609,207	(958,358)
14	70,785,814	45,598,703
15	-	185,668
16	238,925	64,429
17	266,758	18,805,022
18		
19	(1,439,050)	(7,951,714)
20	-	-
21	(1,439,050)	(7,951,714)
22		
23	(54,817)	(4,661,057)
24	202,550	(20,024,239)
25	-	-
26	147,733	(24,685,296)
27	1,254,904	12,446,896
28	\$ 160,817,808	\$ 160,817,808

**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	13,000,000	(500,000)
EPP	14,000,000	14,000,000	-
QIP	20,800,000	24,000,000	3,200,000
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	1,413,559	113,559
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	1,742,705	742,705
	\$ 68,910,440	\$ 94,364,268	\$ 25,453,826

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



	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	119.3	119.0	114.0	133.9	133.3	134.3	115.1	77.5	57.8	149.8	159.6	160.8
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	(8.4)	(45.8)	(66.6)	20.5	30.4	36.2

NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2023

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ACTUAL MAY	ACTUAL JUN	Total YTD
Beginning Balance	148,361,531	119,287,502	118,956,517	113,989,955	133,397,182	133,245,926	128,652,054	115,103,767	77,532,765	57,806,296	149,534,802	159,550,623	148,361,531
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cop)	20,444,664	27,944,664	25,227,104	28,642,244	26,564,873	19,975,713	29,716,134	23,899,291	27,674,051	22,335,363	24,050,656	26,630,666	303,155,464
Prescriber Fee	-	-	-	-	-	-	484,103	426,199	426,199	-	-	426,199	1,742,700
RR 16T CCAH	-	-	-	-	-	-	-	-	-	-	-	-	25,077,645
Stimulus - Family First Response COVID-19	500,000	600,392	626,413	505,996	584,404	560,904	583,522	500,000	568,954	500,000	500,000	624,799	7,545,347
SHORT DOYLE	-	-	257,966	290,437	52,298	467,463	307,661	127,347	270,643	94,032	11,391	360,057	2,245,216
HPE	-	65,444	-	50,437	-	97,117	-	-	40,459	-	-	-	253,457
Fundation Donations	128,000	15,377	-	431,293	140,446	-	314,605	246,692	1,247	1,247	263,261	79,959	1,623,480
Alcon Worker FY 22-23 GRP	-	9,154,813	-	8,703,404	-	-	-	1,174,843	1,241,258	20,016,364	-	-	40,260,482
Volser	-	-	-	-	-	-	-	-	815,000	-	-	-	815,000
SBI732	-	-	366,684	-	-	-	-	2,596,309	-	-	-	-	2,962,993
HEALTH DEPARTMENT DEIMB	-	-	-	-	331,379	301,908	140,950	144,470	297,537	-	311,760	147,658	1,675,751
MCAL GME	-	-	604,947	408,929	-	604,947	-	-	604,947	-	-	898,609	3,122,879
AB915	-	-	-	-	-	-	-	-	-	-	3,393,874	-	3,393,874
Rent Income	15,883	163,065	139,566	138,671	91,129	139,566	138,670	124,235	123,287	123,287	159,112	159,112	1,475,940
QIP	-	-	-	14,384,779	-	-	-	-	-	-	-	-	14,384,779
Phys SPA	-	-	145,536	-	-	1,395,762	-	-	-	-	-	-	1,395,762
Fund 104 Transfer	-	251,684	683,673	310,261	384,100	400,866	123,550	93,167	35,202	568,394	370,475	159,684	3,401,066
Interest Income	-	-	-	697,141	-	-	1,397,810	232,208	1,891,026	-	-	-	3,946,777
Miscellaneous Revenue	280,081	243,303	-	-	-	-	-	-	-	-	-	-	523,384
Total Cash Receipts	21,369,260	38,458,732	28,064,311	54,813,592	28,126,830	23,947,335	33,167,008	29,566,161	32,097,538	119,888,787	62,524,791	31,194,231	503,250,973
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	18,316,669	7,955,339	8,561,837	12,022,153	9,580,126	11,128,945	15,734,905	11,631,947	16,695,890	5,289,056	12,674,700	8,750,136	137,911,084
TGT MEDICAL GME	614,722	-	-	200,091	-	-	280,091	-	-	287,350	-	-	1,462,253
OPF C/2022	4,952,577	-	4,708,726	-	-	-	505,707	-	13,532,632	-	-	-	23,699,412
16T QIP	-	-	-	-	-	-	-	-	-	-	-	-	20,577,863
16T EPP	-	4,572,394	-	-	-	-	-	20,577,683	-	-	-	-	8,526,981
RR 16T CCAH	-	-	-	-	-	-	-	4,954,597	-	-	-	-	10,557,354
Building Lease / Rental Equipment	230,974	460,749	242,596	253,040	230,859	209,309	141,108	169,402	185,549	180,000	222,728	191,457	2,717,761
COP Principal & Interest Payments	-	-	-	4,452,216	-	-	-	-	536,791	-	-	-	4,989,007
Payroll and Benefits	17,386,527	24,544,528	17,024,686	17,057,853	17,414,979	17,632,684	26,799,727	16,161,077	19,145,450	19,618,772	18,461,350	16,784,307	232,072,101
Expenses Core	23,625	54,856	391,938	25,123	345,704	30,834	381,043	19,582	43,105	349,802	25,525	22,575	1,663,812
Workers Camp Allocation	-	-	1,137,142	-	379,047	379,047	379,047	379,047	379,047	379,047	379,047	379,047	4,169,519
COWCAP	4,510,031	-	-	-	-	-	-	-	-	-	-	-	4,510,031
Data Processing	1,018,468	-	-	-	-	-	-	17,566	-	170,468	-	-	1,500,106
Pension Fund Transfer to County	3,379,696	-	-	-	-	-	-	-	-	-	-	-	3,379,696
Transfer From 451 to 404 & 16T Fund	-	251,694	683,673	310,261	384,100	400,866	123,550	93,167	35,202	568,394	370,475	199,684	20,080,000
Capital Expenditures Fund 404	-	1,350,157	330,725	445,608	505,151	559,312	611,514	576,361	1,270,381	1,037,171	417,465	1,437,115	8,560,960
Total Cash Disbursements	30,443,386	38,793,717	33,090,073	34,046,365	28,819,806	30,341,208	44,935,293	67,137,343	51,824,026	27,870,261	52,808,969	26,941,127	490,808,777
Increase/(Decrease)	(29,074,029)	(300,985)	(4,986,562)	19,967,227	(691,256)	(6,393,873)	(11,748,287)	(37,570,982)	(19,726,469)	92,028,506	9,715,821	1,253,104	12,442,186
Ending Cash Fund 451	119,287,502	118,956,517	113,989,955	133,937,182	133,245,926	126,852,054	115,103,767	77,532,765	57,806,296	149,534,802	159,550,623	160,803,227	160,803,227
(*) Cash In Transit	-	-	-	-	-	-	-	-	-	-	-	-	-
(*) Petty Cash and CC	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash as per G/L	119,287,161	118,967,950	113,981,705	133,948,912	133,259,654	134,316,728	115,127,563	77,541,519	57,816,399	149,844,796	159,562,904	160,817,008	160,817,008
<b>Fund 404</b>													
Beginning Balance	67,494,796	67,494,796	67,243,102	66,559,429	66,249,168	65,885,068	65,484,202	65,360,652	65,267,485	65,232,283	64,863,869	64,293,414	64,293,414
Transfer In from fund 451	-	-	(251,694)	(683,673)	(310,261)	(400,866)	(123,550)	(93,167)	(35,202)	(568,394)	(370,475)	(199,684)	(199,684)
Transfer Out fund 404	67,494,796	67,243,102	66,559,429	66,249,168	65,885,068	65,484,202	65,360,652	65,267,485	65,232,283	64,863,869	64,293,414	64,093,730	64,093,730
Ending Cash Fund 404	166,782,298	166,196,619	160,528,384	200,106,350	199,130,994	192,336,256	180,464,419	142,800,270	123,036,580	214,488,691	223,844,037	224,897,457	224,897,457