



# **Finance Committee Meeting 2023**

**September 8, 2023**



## **Finance Committee Meeting**

**Friday, September 8, 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**

**Mitch Winick, 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 6-10*

## **Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 11-29*

## **Scheduled Items/Discussion Items**

3. Receive and Approve July 2023 Financial Report. *Pages 30-42*

**Daniel Leon, CFO**

## **Adjournment**

**NEXT FINANCE COMMITTEE MEETING  
FRIDAY, October 13, 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, September 8, 2023**  
**Consent Items**

**Attachment A**

<b>1.</b> <i>Pages 11-12</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 with The Buzz PR, LLC for marketing and public relations services, extending the agreement an additional one (1) year period (November 1, 2023 through October 31, 2024) for a revised full agreement term of November 1, 2020 through October 31, 2024 and adding \$35,000 for a revised total agreement amount not to exceed \$235,000.
<b>2.</b> <i>Pages 13-14</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Addendum with The Gordian Group to the Sourcewell Contract 050421 for administrative services of the Job Order Contracting (JOC) program, with no change to the agreement term of September 16, 2021 through June 7, 2025 and adding \$250,000 for a revised total spending limit not to exceed \$600,000.
<b>3.</b> <i>Pages 15-16</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, extending the agreement an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full agreement term of July 1, 2018 through December 31, 2025, and adding \$575,000 for a revised total agreement amount not to exceed \$2,300,000.
<b>4.</b> <i>Pages 17-18</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, adding \$40,000 for a revised total agreement amount not to exceed \$250,000, with no change to the full agreement term of February 1, 2017 through May 30, 2024.
<b>5.</b> <i>Pages 19-21</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13598) with Pacific Health Alliance for project administration ("PA") services for the County of Monterey's Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional one (1) year period (January 1, 2024 through December 31, 2024) for a revised full agreement term of August 1, 2017 through December 31, 2024, and adding \$400,000 for a revised total agreement amount not to exceed \$2,265,000.
<b>6.</b> <i>Pages 22-23</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Jackson Physician Search, LLC for recruitment and placement of physician services, extending the agreement for an additional one (1) year (October 1, 2023 through September 30, 2024) for a revised full term of October 1, 2022 through September 30, 2024, with an increase of \$200,000 for a revised total agreement amount not to exceed \$300,000.
<b>7.</b> <i>Pages 24-25</i>	a. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8363-Appropriation Unit NMC001) to reallocate three (3) Office Assistant III positions

	<p>and one (1) Senior Secretary position to four (4) Principal Office Assistant positions as indicated in Attachment A effective September 23, 2023;</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</p>
<p><b>8.</b> <i>Pages 26-27</i></p>	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Hospital Maintenance Mechanic and Hospital Maintenance Supervisor classifications as indicated in Attachment A effective September 23, 2023; and</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</p>
<p><b>9.</b> <i>Pages 28-29</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-15877) with Adelheid Ebenhoech M.D. to provide family medicine services extending the term by twenty-four months (September 20, 2023 to September 19, 2025) for a revised full agreement term of September 20, 2022 to September 20, 2025, and adding \$300,000 for a revised total not to exceed amount of \$600,000 in the aggregate; and</p> <p>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% (\$30,000) of the original contract amount and do not increase the total contract amount above \$630,000.</p>



## **Finance Committee Meeting**

**Friday, August 11, 2023**

**8:30 AM**

**NATIVIDAD ROOM**

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

## **MINUTES**

### **Participation in meetings**

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**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.**



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

**Absent:** None

**NMC Staff/County:** Andrea Rosenberg, Daniel Leon, Nancy Buscher, Ari Entin, Jeanne-Ann Balza, Dr. Craig Walls, and Janine Bouyea

**Call to Order**

**Marcia Atkinson, Chair**

**Roll Call**



***Present***

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

***Absent***

***None***

**Agenda Additions/Corrections**

**Noemi Breig**

- ***Correction to Consent Item 2, Attachment A, Item 10 Board Report for Lucile Salter Packard Children's Hospital at Stanford under title section a. should read August 31, 2024.***

**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.

***MOTION: Motion to approve the minutes of July 14, 2023, Finance Committee Meeting moved by Libby Downey, seconded by Dr. Marc Tunzi, and approved unanimously.***

**Consent Items**

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

***MOTION: Trustee Marcia Atkinson pulled item 10 so that she could abstain from voting on the item. A motion was made by Trustee Libby Downey and seconded by Trustee Dr. Marc Tunzi to approve the Consent Calendar and approved unanimously.***

***A further motion was made by Trustee Libby Downey and seconded by Trustee Dr. Marc Tunzi to approve Items 1 through 9 and Item 11 and approved unanimously.***

**Scheduled Items/Discussion Items**

3. Receive and Approve June 2023 Financial Report.

**Daniel Leon, CFO**

***Daniel Leon presented the June Financials and presented on transfer of the Funds from Natividad's Enterprise Fund to the Strategic Capital Fund.***

***MOTION: Motion to accept the June 2023 Financial Report moved by Libby Downey, seconded by Dr. Marc Tunzi, and approved unanimously.***

**Adjournment at 8:54 AM**

***Recorded by Noemi Breig***



**Finance Committee Meeting**  
**Friday, August 11, 2023**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	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.
2.	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.
3.	<p>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.</p> <p>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.</p>
4.	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.
5.	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.
6.	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.
7.	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.
8.	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.
9.	<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>
10.	<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 (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 <del>August 31, 2023</del>, <b>August 31, 2024</b>, 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>
11.	<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>

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

**The Buzz PR, LLC Amendment No. 3**

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

### **..Title**

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 with The Buzz PR, LLC for marketing and public relations services, extending the agreement an additional one (1) year period (November 1, 2023 through October 31, 2024) for a revised full agreement term of November 1, 2020 through October 31, 2024 and adding \$35,000 for a revised total agreement amount not to exceed \$235,000

### **..Report**

#### **RECOMMENDATION:**

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

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 with The Buzz PR, LLC for marketing and public relations services, extending the agreement an additional one (1) year period (November 1, 2023 through October 31, 2024) for a revised full agreement term of November 1, 2020 through October 31, 2024 and adding \$35,000 for a revised total agreement amount not to exceed \$235,000

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

The Buzz PR, LLC is a full-service public relations, communications, and event agency. Our lead Account Manager has worked with Natividad Marketing and Human Resources Departments for more than a decade to provide public relations and a strong brand presence through, events, public relations support and copy writing relationship building. The Buzz PR, LLC helps the hospital deliver timely and relevant content across several channels to reach a wide audience.

Marketing and public relations reports are regularly shared with the Natividad Board of Trustees.

Support services for communications and events are beneficial to Natividad to establish the hospital as an essential health care provider of choice in our community and a leader for inspiring healthy lives.

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

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

The Office of County Counsel has reviewed and approved this amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 8, 2023.

**FINANCING:**

The cost for this Amendment No. 3 is \$35,000 of which \$35,000 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 services rendered in this agreement help promote access and awareness to health services.

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

Prepared by: Janine Bouyea, Chief People Operations Officer, 783-2701

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

Attachments:

The Buzz PR, LLC Amendment 3  
The Buzz PR, LLC Amendment 2  
The Buzz PR, LLC Amendment 1  
The Buzz PR, LLC Agreement

Attachments on file with the Clerk of the Board



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

### **The Gordian Group Amendment No. 2**

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

#### **..Title**

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Addendum with The Gordian Group to the Sourcewell Contract 050421 for administrative services of the Job Order Contracting (JOC) program, with no change to the agreement term of September 16, 2021 through June 7, 2025 and adding \$250,000 for a revised total spending limit not to exceed \$600,000.

#### **..Report**

#### **RECOMMENDATION:**

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

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Addendum with The Gordian Group to the Sourcewell Contract 050421 for administrative services of the Job Order Contracting (JOC) program, with no change to the agreement term of September 16, 2021 through June 7, 2025 and adding \$250,000 for a revised total spending limit not to exceed \$600,000.

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

In April 9, 2013, the Board of Supervisors approved an agreement between the County of Monterey and The Gordian Group, Inc. to provide administrative services for the Job Order Contracting (JOC) System. Sourcewell (formerly the National Joint Powers Alliance, aka "NJPA") is a public agency operating under the enabling authority outlined in Minnesota Statute 123A.21, which allows participating nationwide government and education agencies ("Members") to reduce the cost of purchasing by leveraging their combined national purchasing power through cooperative efforts. On May 4, 2021, Sourcewell released RFP 050421 for Indefinite Quantity Construction Contracting Systems and Related Services and The Gordian Group (Gordian) responded and was awarded a service contract. Services offered and accepted within Gordian's proposal in response to the Sourcewell RFP include Job Order Contracting (JOC) administrative services.

The County of Monterey is a member of Sourcewell and per the terms of the RFP 050421 which allow all public agencies within the U.S. to procure off of the contract awarded from RFP 071415, NMC is procuring administrative services rendered for Job Order Contracting (JOC) projects from Gordian by piggybacking off the Sourcewell Contract agreement 050421-GGI Other Monterey County departments also currently utilize Gordian's services for JOC projects by piggybacking off the Sourcewell contract as well. NMC is one of the implementers of the County's Job Order Contracting (JOC) program for the County. The County contracts with The Gordian Group, Inc. (Gordian) to provide the JOC system.

The Gordian contract is procured through a cooperative award made by Sourcewell (formally National Joint Powers Association). Natividad Medical Center is requesting to increase the Sourcewell Contract 050421 total spending limit in the amount of \$250,000 for a revised total spending limit not to exceed \$600,000 without needing to change the contract term. To incorporate the County's standard risk provisions and other relevant terms and conditions into the service obligations, NMC and Gordian executed a new Sourcewell on September 16, 2021 through June 7, 2025 in the amount of \$600,000.



The JOC program currently provided to the County by The Gordian Group, Inc. is referred to as the JOC Complete Solution®, which includes assistance with developing each job order from identification to job order issuance.

In addition to job order development services, the County has identified the need for The Gordian Group, Inc. to provide the JOC Complete Solution Plus™ option, which includes construction management services to manage job orders from job order issuance to completion of the punch list to job order close-out, construction estimating services, and project budgeting and planning, on a project-by-project basis as requested by the County.

A five percent (5%) License Fee to utilize the JOC Program is payable to The Gordian Group, Inc. only when a Job Order is issued to a JOC Contractor. Optionally, as needed, the County may utilize JOC Project Management services for an additional 5.95% fee. The Gordian Group, Inc. fees are contained in the overall eligible project budgets.

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

The Office of County Counsel has reviewed and approved amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 8, 2023.

#### **FINANCING:**

The cost for this amendment No. 2 is \$250,000 of which \$70,000 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:**

Construction projects help facilitate the overall patient experience, and improve physical hospital infrastructure.

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

Prepared by: Brian Griffin, Project Manager, 783-2605

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

#### **Attachments:**

Amendment No. 2 to Addendum with The Gordian Group  
Amendment No. 1 to Addendum with The Gordian Group  
Addendum with The Gordian Group to the Sourcewell Contract 050421  
Sourcewell Contract 050421 with Gordian Group  
Sourcewell RFP #050421 for Construction Contracting System Services

Attachments on file with the Clerk of the Board

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

### **Spin Recruitment Services Amendment No. 5**

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

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, extending the agreement an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full agreement term of July 1, 2018 through December 31, 2025, and adding \$575,000 for a revised total agreement amount not to exceed \$2,300,000.

#### **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. 5 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, extending the agreement an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full agreement term of July 1, 2018 through December 31, 2025, and adding \$575,000 for a revised total agreement amount not to exceed \$2,300,000.

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

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

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

The Office of County Counsel has reviewed and approved this amendment No. 5 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 8, 2023.

**FINANCING:**

The cost for this amendment No. 5 is \$575,000 of which \$287,500 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 services rendered in this Agreement provide the additional support NMC needs to fill hard to fill healthcare positions in order to continue providing reliable and quality patient care to NMC patients.

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

Prepared by: Janine Bouyea, Chief People Operations Officer, 783-2701

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

**Attachments:**

- Spin Recruitment Inc. Amendment No. 5
- Spin Recruitment Inc. Amendment No. 4
- Spin Recruitment Inc. Amendment No. 3
- Spin Recruitment Inc. Amendment No. 2
- Spin Recruitment Inc. Amendment No. 1
- Spin Recruitment Inc. Agreement

Attachments on file with the Clerk of the Board

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

**Nancy Lomeli dba Sal's Taxi Amendment No. 5**

**Legistar Number:**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, adding \$40,000 for a revised total agreement amount not to exceed \$250,000, with no change to the full agreement term of February 1, 2017 through May 30, 2024.

### **..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. 5 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, adding \$40,000 for a revised total agreement amount not to exceed \$250,000, with no change to the full agreement term of February 1, 2017 through May 30, 2024.

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

NMC provides complimentary local transportation to patients through Sal's taxi, which aims to ease access to medical care, promote patient safety, and comply with SB1152 discharge of homeless patients. Sal's taxi also provides time sensitive transportation of laboratory specimen and/or materials from Natividad to other laboratories and vice versa.

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

The Office of County Counsel has reviewed and approved this amendment No. 5 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 8, 2023.

#### **FINANCING:**

The cost for this amendment No. 5 is \$40,000, which is included in the Fiscal Year 2023-24 Budget.

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

The services rendered in this agreement provide ease of access to medical services in Monterey County.

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

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

**Attachments:**

Sal's Taxi Amendment No. 5

Sal's Taxi Amendment No. 4

Sal's Taxi Renewal and Amendment No. 3

Sal's Taxi Amendment No. 2

Sal's Taxi Renewal and Amendment No. 1

Sal's Taxi Agreement for Services

Attachments on file with the Clerk of the Board

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

**Pacific Health Alliance Amendment No. 6**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13598) with Pacific Health Alliance for project administration ("PA") services for the County of Monterey's Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional one (1) year period (January 1, 2024 through December 31, 2024) for a revised full agreement term of August 1, 2017 through December 31, 2024, and adding \$400,000 for a revised total agreement amount not to exceed \$2,265,000.

### **..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. 6 to the agreement (A-13598) with Pacific Health Alliance for project administration ("PA") services for the County of Monterey's Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional one (1) year period (January 1, 2023 through December 31, 2024) for a revised full agreement term of August 1, 2017 through December 31, 2024, and adding \$400,000 for a revised total agreement amount not to exceed \$2,265,000.

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

The Affordable Care Act (ACA) was enacted to provide Medicaid (Medi-Cal) and other coverage options through the exchange to many low-income individuals with the goal of decreasing the number of uninsured individuals. However, many Monterey County residents remain uninsured and unable to pay for costly medical care, procedures, and prescription medications. Of the uninsured, it is estimated that there are approximately 30,000 to 50,000 adult residents over the age of 25 living in Monterey County without any medical insurance due to their documentation status.

In response to this need, the Board of Supervisors approved an allocation of \$500,000 from the general fund in August 2015 establishing the County's Pilot Project for the Remaining Uninsured to provide limited scope pharmaceuticals, laboratory tests and radiology services. These services were provided by the Health Department's Federally Qualified look-alike health clinics, which serve designated medically underserved populations under the applicable Scope of Project with HRSA (Health Resources and Services Administration) and by Natividad. The County's Pilot Project for the Remaining Uninsured was implemented in November 2015 through September 2017 and served approximately 2,005 individuals.

In May 2017, the Board of Supervisors directed staff to proceed with implementation of an expanded Pilot Project allowing for the provision of primary and specialty care ambulatory services for fiscal year (FY) 2017-18 funded by the Natividad Enterprise Fund in the amount of \$2 million: \$1.8 million for patient care and \$200,000 for PA services. On June 27, 2017, the Board of Supervisors approved and authorized the current Agreement with Pacific Health Alliance (PHA) for the County of Monterey's Pilot Project for the Remaining Uninsured, effective July 1, 2017 through June 30, 2018 to assist with the project management and reporting.



The Pilot Project, named Esperanza Care, became effective October 1, 2017. The enrollment cap of 2,500 individuals was raised to 3,500 by the Board of Supervisors effective April 1, 2018. Amendment 1 continued the agreement through December 31, 2019. Effective July 1, 2019, the per member per month reimbursement rate increases by twenty-five cents (\$.25). In addition, amendment 2 extended the term to December 31, 2020, and added an additional \$400,000 to the PA Agreement for a total of \$900,000. Amendment 3 extended the term to December 31, 2021, and added an additional \$250,000 to the PA Agreement for a total of \$1,150,000. Amendment 4 extended the term to December 31, 2022 and added an additional \$300,000 to the PA Agreement for a total of \$1,450,000. Effective July 1, 2021 the Board of Supervisors raised the enrollment cap to 4,500 and increased the annual expenditure amount from \$2 million to \$2.5 million from the Natividad Enterprise Fund. Amendment 5 extended the term to December 31, 2023 and added an additional \$415,000 to the PA Agreement for a total of \$1,865,000. This Amendment 6 extends the term to December 31, 2024 and adds an additional \$400,000 to the PA Agreement for a total of \$2,265,000.

Esperanza Care will roll over to FY 2023-24 with the same scope of services with an additional expenditure of \$2.5 million from the Natividad Enterprise Fund. Enrollees in Esperanza Care are required to re-apply for the Esperanza Care at least annually.

Since the inception, Monterey County will have spent \$16million (\$500,000 from the general fund and \$16 million from the Natividad Enterprise Fund) on Esperanza Care, by the end of FY 2023-24.

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

The Office of County Counsel has reviewed and approved this amendment No. 6 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 6 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 8, 2023

#### **FINANCING:**

The cost for this amendment No. 6 is \$400,000 of which 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:**

This amendment provides for the smooth transition of the existing Pilot Project for the Remaining Uninsured for FY 2023-24. It offers equitable opportunities for health choices and healthcare which will improve the health and quality of life for Monterey County residents.

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

Prepared by: Nancy Majewski, Managed Care Operations Manager, 783-2385  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

Pacific Health Alliance Amendment No. 6

Pacific Health Alliance Amendment No. 5

Pacific Health Alliance Amendment No. 4

Pacific Health Alliance Amendment No. 3

Pacific Health Alliance Amendment No. 2

Pacific Health Alliance Amendment No. 1

Pacific Health Alliance Agreement

Attachments on file with the Clerk of the Board

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

**Jackson Physician Search, LLC Amendment No. 1**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Jackson Physician Search, LLC for recruitment and placement of physician services, extending the agreement for an additional one (1) year (October 1, 2023 through September 30, 2024) for a revised full term of October 1, 2022 through September 30, 2024, with an increase of \$200,000 for a revised total agreement amount not to exceed \$300,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the Agreement with Jackson Physician Search, LLC for recruitment and placement of physician services, extending the agreement for an additional one (1) year (October 1, 2023 through September 30, 2024) for a revised full term of October 1, 2022 through September 30, 2024, with an increase of \$200,000 for a revised total agreement amount not to exceed \$300,000.

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

Jackson Physician Search is a national organization that specializes in permanent recruitment of physician and advanced practice professionals. NMC utilizes their services to recruit qualified physicians to fill vacancies in multiple medical specialties necessary for the successful operation of the hospital. NMC wishes to amend its existing agreement with Jackson Physician Search so that they can continue to provide the same services without interruption.

#### **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. This Amendment No. 1 has also been reviewed and approved by the Board of Trustees Executive Committee on September 8, 2023.

#### **FINANCING:**

The cost for this Amendment No. 1 is \$200,000 which is included in the FY2023-24 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:**

Jackson Physician Search, LLC No. 1  
Jackson Physician Search, LLC Agreement

Attachments on file with the Clerk of the Board

## **..Title**

Adopt Resolution to:

- a. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8363-Appropriation Unit NMC001) to reallocate three (3) Office Assistant III positions and one (1) Senior Secretary position to four (4) Principal Office Assistant positions as indicated in Attachment A effective September 23, 2023;
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

## **..Report**

### **RECOMMENDATION:**

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

Adopt Resolution to:

- a. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8363-Appropriation Unit NMC001) to reallocate three (3) Office Assistant III positions and one (1) Senior Secretary position to four (4) Principal Office Assistant positions as indicated in Attachment A effective September 23, 2023;
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

### **SUMMARY/DISCUSSION:**

Natividad Medical Center (NMC) is seeking consideration from the Board of Supervisors to adopt a resolution to reallocate four existing positions to more closely represent the actual duties performed by members of our staff. These positions have increased in complexity over the years and their duties have changed to the extent where modifications to this allocation are needed. The Health Information Management/Medical Records department has experienced significant changes over the years with the implementation of electronic health/medical records and the processes to request and subsequently retrieve records has become more complex with the involvement of the record keeping process.

### **OTHER AGENCY INVOLVEMENT:**

The Monterey County Human Resources Department and Monterey County Office of County Counsel have reviewed this recommendation.

### **FINANCING:**

The salary and benefits increased costs for the current positions (4.0 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$13,811 and then \$17,955 annually thereafter. The funding for personnel costs is provided by NMC's enterprise fund comprised of patient services revenues received from commercial insurance, state, and federal government agencies. 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: Janine Bouyea, Hospital Assistant Administrator, (831) 783-2701

Approved by: 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 Appendix A to adjust the salary ranges of the Hospital Maintenance Mechanic and Hospital Maintenance Supervisor classifications as indicated in Attachment A effective September 23, 2023; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

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

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

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Hospital Maintenance Mechanic and Hospital Maintenance Supervisor classifications as indicated in Attachment A effective September 23, 2023; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

**SUMMARY/DISCUSSION:**

A base wage compensation study of the Hospital Maintenance Mechanic classification series was requested by Natividad Medical Center (NMC) administrative staff. The reasons cited for the request were recruitment difficulties and to check for salary alignment with the County's comparable agencies identified in the County's Compensation Philosophy approved in December 2021.

The base wage analysis of the County's comparable agencies found that based on the duties performed, the Hospital Maintenance Mechanic classification was matched to four (4) of the six (6) hospital comparable agencies: Hazel Hawkins, Salinas Valley Health, San Mateo Medical Center, and Santa Clara Valley Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Alameda Health System and Contra Costa Regional Medical Center. The Hospital Maintenance Mechanic classification is approximately 28.06% below the salary mean of the comparable agency's classifications.

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, the base wage salary of the Hospital Maintenance Mechanic classification would need to be increased by approximately 28.06% at top step in order to align with the labor market average. Furthermore, the base salary of the Hospital Maintenance Supervisor classification would need to be increased by approximately 28.06% at top step in order to maintain the current 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:

The salary and benefits increased costs for the current positions (8.0 FTE filled, 2.0 vacant) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$181,638 or \$216,430 annually. The funding for personnel costs is provided by NMC's enterprise fund comprised of patient services revenues received from commercial insurance, state, and federal government agencies. 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**

### **Adelheid Ebenhoech, First Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-15877) with Adelheid Ebenhoech M.D. to provide family medicine services extending the term by twenty-four months (September 20, 2023 to September 19, 2025) for a revised full agreement term of September 20, 2022 to September 20, 2025, and adding \$300,000 for a revised total not to exceed amount of \$600,000 in the aggregate; 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% (\$30,000) of the original contract amount and do not increase the total contract amount above \$630,000.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-15877) with Adelheid Ebenhoech M.D. to provide family medicine services extending the term by twenty-four months (September 20, 2023 to September 19, 2025) for a revised full agreement term of September 20, 2022 to September 20, 2025, and adding \$300,000 for a revised total not to exceed amount of \$600,000 in the aggregate; 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% (\$30,000) of the original contract amount and do not increase the total contract amount above \$630,000.

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

NMC operates the Prunedale Clinic providing care and treatment to patients in North Monterey County. NMC has an agreement with Dr. Adelheid Ebenhoech to provide to provide family medicine services in the clinic two to three days a week. NMC wishes to amend the agreement with Dr. Ebenhoech to extend the term an additional twenty-four (24) months in so that Dr. Ebenhoech can continue to provide the same services without interruption. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

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

#### **FINANCING:**

The cost of this Amendment is \$300,000. The total cost of this Agreement is \$600,000 for the period September 20, 2022 to September 19, 2025 (36 months). \$200,000 is included in the Fiscal Year 2023/2024 Adopted Budget. The remaining balance will be budgeted in the subsequent fiscal year. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

Approved by: Charles R. Harris, Chief Executive Officer, 783.2551

Attachments:

First Amendment  
Agreement

Attachments on File at the Clerk of the Board

# FINANCIAL STATEMENTS

JULY 31, 2023

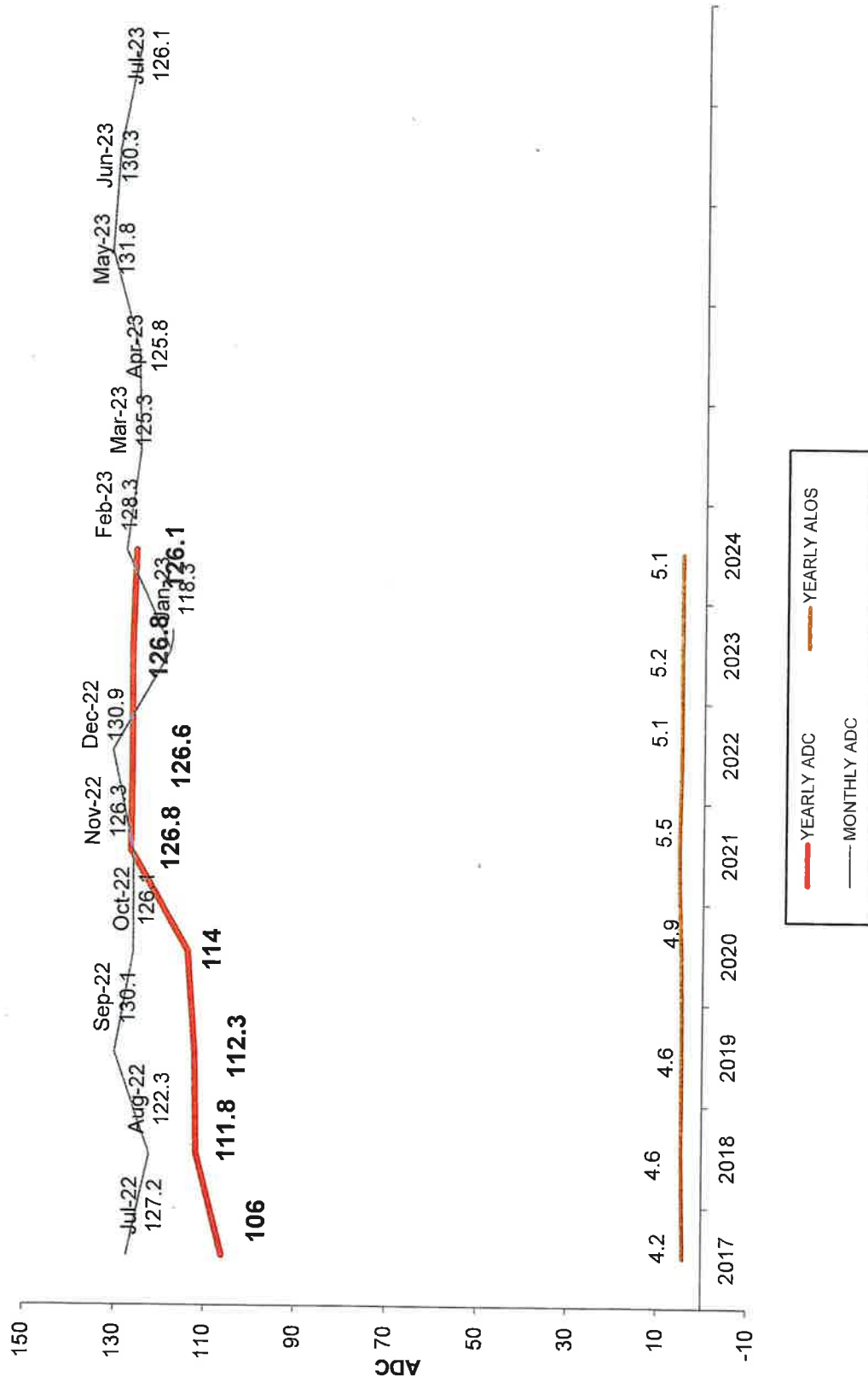
## **FINANCIAL STATEMENTS**

**JULY 31, 2023**

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# NATIVIDAD STATISTICAL REPORT July 31, 2023

Month-To-Date					Year-To-Date				
05-23	06-23	07-23	Budget		Budget	Current	Prior Yr	%	
<b>PT DAYS BY SERVICE</b>					<b>STAFFED BEDS</b>				
1	262	185	199	206	NICU	15	206	199	249
2	1,974	1,952	1,918	1,982	Med/Surg	57	1,982	1,918	2,022
3	222	188	216	205	ICU	10	205	216	256
4	102	87	48	106	Peds	12	106	48	80
5	812	768	778	776	Acute Rehab	28	776	778	784
6	299	315	318	298	OB/Gyn	27	298	318	248
7	3,671	3,495	3,477	3,574	TOTAL ACUTE	149	3,574	3,477	3,639
8	416	413	433	270	Psychiatric	19	270	433	298
9	4,087	3,908	3,910	3,844	TOTAL DAYS	168	3,844	3,910	3,937
10	264	287	298	300	Nursery	18	300	298	324
<b>AVERAGE DAILY CENSUS</b>					<b>CY/IPY</b>				
11	92.2	90.9	87.1	90.3	Acute	121	90.3	87.1	92.1
12	26.2	25.6	25.1	25.0	Acute Rehab	28	25.0	25.1	25.3
13	13.4	13.8	14.0	8.7	Psychiatric	19	8.7	14.0	9.6
14	131.8	130.3	126.1	124.0	TOTAL	168	124.0	126.1	127.0
15	8.5	9.6	9.6	9.7	Nursery	18	9.7	9.6	10.5
<b>PERCENTAGE OF OCCUPANCY</b>									
16	76.2%	75.1%	72.0%	74.6%	Acute	74.6%	72.0%	76.1%	-5.4%
17	93.6%	91.4%	89.6%	89.3%	Acute Rehab	89.3%	89.6%	90.4%	-0.8%
18	70.5%	72.6%	73.7%	45.8%	Psychiatric	45.8%	73.7%	50.5%	45.8%
19	78.5%	77.6%	75.1%	73.8%	TOTAL	73.8%	75.1%	75.6%	-0.7%
20	47.2%	53.3%	53.3%	53.9%	Nursery	53.9%	53.3%	58.3%	-8.6%
<b>ADMISSIONS</b>									
21	660	647	668	642	Acute	642	668	617	8.27%
22	58	55	58	57	Acute Rehab	57	58	57	1.75%
23	46	40	48	43	Psychiatric	43	48	54	-11.11%
24	764	742	774	742	TOTAL	742	774	728	6.32%
25	177	182	191	185	Nursery	185	191	188	1.60%
26	198	189	197	189	Deliveries	189	197	208	-5.29%
<b>DISCHARGES</b>									
27	632	640	634	620	Acute	620	634	596	6.38%
28	62	52	60	58	Acute Rehab	58	60	53	13.21%
29	46	37	47	42	Psychiatric	42	47	47	0.00%
30	740	729	741	720	TOTAL	720	741	696	6.47%
31	159	162	170	172	Nursery	172	170	180	-5.56%
<b>AVERAGE LENGTH OF STAY</b>									
32	5.3	5.3	5.1	5.2	Acute(Hospital wide no babies)	5.2	5.1	5.4	-5.56%
33	14.0	14.0	13.4	13.5	Acute Rehab	13.5	13.4	13.8	-2.90%
34	2.6	2.8	2.5	2.6	OB/Gyn	2.6	2.5	2.1	19.05%
35	9.0	10.3	9.0	6.2	Psychiatric	6.2	9.0	5.5	63.64%
36	1.5	1.6	1.6	1.6	Nursery	1.6	1.6	1.7	-5.88%
<b>OUTPATIENT VISITS</b>									
37	5,333	4,975	4,780	4,529	Emergency Room	4,529	4,780	4,759	0.44%
38	540	546	576	546	ER Admits	546	576	521	10.56%
39	70.7%	73.6%	74.4%	73.6%	ER Admits as a % of Admissions	73.6%	74.4%	71.6%	3.99%
40	6,692	6,369	6,088	6,019	Clinic Visits	6,019	6,088	5,285	15.19%
<b>ANCILLARY PROCEDURES BILLED</b>									
41	56,477	54,674	53,213	54,320	Lab Tests	54,320	53,213	55,122	-3.46%
42	4,273	4,332	4,322	3,974	Radiology Procedures	3,974	4,322	4,095	5.54%
43	269	236	248	272	MRI Procedures	272	248	226	9.73%
44	114	138	55	106	Nuclear Med Procedures	106	55	130	-57.69%
45	1,335	1,313	1,252	1,238	Ultrasound Procedures	1,238	1,252	1,208	3.64%
46	2,045	2,032	2,167	2,018	CT Scans	2,018	2,167	2,037	6.38%
47	387	404	403	367	Surgeries	367	403	364	10.71%
48	7.23	7.36	7.46	7.56	FTE'S PER AOB	7.56	7.46	7.52	-0.80%
49	1,371.2	1,361.6	1,368.3	1,349.7	TOTAL PAID FTE'S	1,349.7	1,368.3	1,345.5	1.70%
50	5,880	5,550	5,688	5,534	ADJUSTED PATIENT DAYS	5,534	5,688	5,543	2.61%

**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED  
FOR FY2024**

	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	YTD
<b>REVENUE</b>													
<b>Patient Revenue:</b>													
Inpatient	75,825,124												75,825,124
Pro Fees	4,930,938												4,930,938
Outpatient	36,720,170												36,720,170
<b>Total Patient Revenue</b>	<b>117,476,232</b>												<b>117,476,232</b>
<b>Deductions from revenue</b>													
Contractual Deductions	89,537,030												89,537,030
Bad Debt	3,902,355												3,902,355
Unable to Pay	32,434												32,434
<b>Total Contractual Discounts</b>	<b>93,471,819</b>												<b>93,471,819</b>
<b>Net Patient Revenue</b>	<b>24,004,414</b>												<b>24,004,414</b>
<b>As a percent of Gross Revenue</b>	<b>20.43%</b>												<b>20.43%</b>
<b>Total Government Funding</b>	<b>7,172,655</b>												<b>7,172,655</b>
<b>Other Operating Revenue:</b>													
Rent Income	126,949												126,949
Interest Income	563,942												563,942
NMF Contribution	60,000												60,000
Other Income	462,213												462,213
<b>Total Other Operating Revenue</b>	<b>1,213,104</b>												<b>1,213,104</b>
<b>TOTAL REVENUE</b>	<b>32,390,173</b>												<b>32,390,173</b>
<b>EXPENSE</b>													
<b>Salaries, Wages &amp; Benefits</b>													
Registery	18,420,876												18,420,876
Phys/Residents SWB & Contract Fees	1,009,571												1,009,571
Purchased Services	4,994,554												4,994,554
Supplies	3,049,135												3,049,135
Insurance	2,811,489												2,811,489
Utilities and Telephone	408,031												408,031
Interest Expense	390,173												390,173
Depreciation & Amortization	37,914												37,914
Other Operating Expense	1,042,305												1,042,305
<b>TOTAL EXPENSE</b>	<b>461,297</b>												<b>461,297</b>
<b>NET INCOME(LOSS)</b>	<b>32,625,344</b>												<b>32,625,344</b>
	(235,172)												(235,172)
<b>Normalization for Extraordinary Items</b>													
Slate One Time Grant													
Kaiser Settlement													
American Rescue Plan (ARPA) Rural Fund													
Families First C-19 Response													
Total Extraordinary Items													
<b>NET INCOME BEFORE Extraordinary Items</b>	<b>\$ (235,172)</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$ (235,172)</b>
<b>CAPITAL CONTRIBUTIONS</b>													
County Contribution													
<b>CHANGE IN NET ASSETS</b>	<b>\$ (235,172)</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$ (235,172)</b>

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF JULY 31, 2023**

	CURRENT MONTH				YEAR -TO -DATE			
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)	
			\$ VAR.	% VAR			\$ VAR.	% VAR
R E V E N U E								
Patient Revenue:								
1	\$	75,825,124	\$	78,990,412	\$	75,825,124	\$	78,990,412
2		4,930,938		6,610,412		4,930,938		6,610,412
3		36,720,170		37,628,202		36,720,170		37,628,202
4		117,476,232		123,229,026		117,476,232		123,229,026
5								
6		89,537,030		94,323,598		89,537,030		94,323,598
7		3,902,355		3,130,158		3,902,355		3,130,158
8		32,434		84,818		32,434		84,818
9		93,471,819		97,538,574		93,471,819		97,538,574
10		24,004,414		25,690,452		24,004,414		25,690,452
		20.43%		20.85%		20.43%		20.85%
11		7,172,655		6,659,860		7,172,655		6,659,860
Total Government Funding								
Other Operating Revenue:								
12		126,949		126,917		126,949		126,917
13		563,942		245,833		563,942		245,833
14		60,000		60,000		60,000		60,000
15		462,213		440,901		462,213		440,901
16		1,213,104		873,651		1,213,104		873,651
17		32,390,173		33,223,963		32,390,173		33,223,963
TOTAL REVENUE								
EXPENSE								
18		18,420,876		18,903,869		18,420,876		18,903,869
19		1,009,571		778,633		1,009,571		778,633
20		4,994,554		5,139,369		4,994,554		5,139,369
21		3,049,135		2,869,069		3,049,135		2,869,069
22		2,811,489		2,790,834		2,811,489		2,790,834
23		408,031		372,870		408,031		372,870
24		390,173		410,055		390,173		410,055
25		37,914		50,330		37,914		50,330
26		1,042,305		1,163,451		1,042,305		1,163,451
27		461,297		439,172		461,297		439,172
28		32,625,344		32,917,652		32,625,344		32,917,652
29		(235,172)		306,311		(235,172)		306,311
30								
31		-		-		-		-
32		-		-		-		-
33		-		-		-		-
34	\$	(235,172)	\$	306,311	\$	(235,172)	\$	306,311
COUNTY CONTRIBUTION								
CHANGE IN NET ASSETS								
		</						

**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY**  
**NATIVIDAD**  
**AS OF JULY 31, 2023**

	CURRENT MONTH				YEAR-TO-DATE			
			Variance fav. (unfav)				Variance fav. (unfav)	
	Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR
	5,688	5,534	154	2.8%	5,688	5,534	154	2.8%
			REVENUE				ADJUSTED PATIENT DAYS	
			ADJUSTED PATIENT DAYS				ADJUSTED PATIENT DAYS	
1	\$				\$			
2	13,331	14,275	(944)	(6.6) %	13,331	14,274	(943)	-6.6%
3	867	1,195	(328)	(27.4)	867	1,195	(328)	(27.4)
4	6,456	6,800	(344)	(5.1)	6,456	6,799	(344)	(5.1)
5	20,654	22,269	(1,615)	(7.3)	20,654	22,268	(1,614)	(7.2)
6	15,742	17,046	1,304	7.6	15,742	17,044	1,303	7.6
7	686	566	(120)	(21.3)	686	566	(120)	(21.3)
8	6	15	10	62.8	6	15	10	62.8
9	16,433	17,627	1,193	6.8	16,433	17,625	1,192	6.8
10	4,220	4,643	(422)	(9.1)	4,220	4,642	(422)	(9.1)
11	20.43%	20.85%			20.43%	20.85%		
12	1,261	1,204	58	4.8	1,261	1,203	58	4.8
13			Total Government Funding				Total Government Funding	
14			Total Government Funding				Total Government Funding	
15			Other Operating Revenue:				Other Operating Revenue:	
16	22	23	(1)	(2.7)	22	23	(1)	(2.7)
17	99	44	55	123.2	99	44	55	123.2
18	11	11	(0)	(2.7)	11	11	(0)	(2.7)
19	81	80	2	2.0	81	80	2	2.0
20	213	158	55	35.1	213	158	55	35.1
21	5,695	6,004	(309)	(5.2)	5,695	6,004	(309)	(5.1)
22			TOTAL REVENUE				TOTAL REVENUE	
23	3,239	3,416	178	5.2	3,239	3,416	177	5.2
24	177	141	(37)	(26.1)	177	141	(37)	(26.2)
25	878	929	51	5.5	878	929	51	5.4
26	536	518	(18)	(3.4)	536	518	(18)	(3.4)
27	494	504	10	2.0	494	504	10	2.0
28	72	67	(5)	(6.5)	72	67	(5)	(6.5)
29	69	74	6	7.4	69	74	6	7.4
30	7	9	2	26.7	7	9	2	26.7
31	183	210	27	12.8	183	210	27	12.8
32	81	79	(2)	(2.2)	81	79	(2)	(2.2)
33	5,736	5,949	213	3.6	5,736	5,948	212	3.6
34			TOTAL EXPENSE				TOTAL EXPENSE	
35	(41)	55	(97)	(174.7)	(41)	55	(97)	(174.7)
36			NET INCOME(LOSS)				NET INCOME(LOSS)	
37			CAPITAL CONTRIBUTIONS				CAPITAL CONTRIBUTIONS	
38			County Contribution				County Contribution	
39			CHANGE IN NET ASSETS				CHANGE IN NET ASSETS	
40	(41)	55	(97)	(175) %	(41)	55	(97)	(174.7) %
41			\$				\$	
42			2,844				2,844	

**NATIVIDAD  
BALANCE SHEET  
AS OF JULY 31, 2023**

	CURRENT MONTH			YEAR - TO - DATE		
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
						% CHG.
1	\$ 160,817,808	\$ 140,309,549	\$ (20,508,259)	\$ 160,817,808	\$ 140,309,549	(12.8) %
2	30,483,667	30,483,667	-	30,483,667	30,483,667	-
3	58,357,243	60,812,372	2,455,129	58,357,243	60,812,372	4.2
4	53,071,963	68,549,872	15,477,909	53,071,963	68,549,872	29.2
5	5,092,844	5,168,846	76,002	5,092,844	5,168,846	1.5
6	4,763,399	5,641,530	878,131	4,763,399	5,641,530	18.4
7	312,586,924	310,965,836	(1,621,088)	312,586,924	310,965,836	(0.5)
8	357,891,980	358,409,940	517,960	357,891,980	358,409,940	0.1
9	(234,462,089)	(235,504,394)	(1,042,305)	(234,462,089)	(235,504,394)	(0.4)
10	123,429,891	122,905,546	(524,345)	123,429,891	122,905,546	(0.4)
11	227,682,935	230,746,824	3,063,889	227,682,935	230,746,824	1.3
12	\$ 663,699,750	\$ 664,618,206	\$ 918,456	\$ 663,699,750	\$ 664,618,206	0.1 %
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						
13	24,717,473	26,985,166	2,267,693	24,717,473	26,985,166	9.2
14	15,584,826	18,837,176	3,252,350	15,584,826	18,837,176	20.9
15	145,517,537	145,517,537	(0)	145,517,537	145,517,537	(0.0)
16	4,003,251	4,003,251	-	4,003,251	4,003,251	-
17	15,303,282	10,991,684	(4,311,598)	15,303,282	10,991,684	(28.2)
18	205,126,369	206,334,814	1,208,445	205,126,369	206,334,814	0.6
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						
19	3,165,990	3,111,173	(54,817)	3,165,990	3,111,173	(1.7)
20	-	-	-	-	(54,817)	-
21	17,610,555	17,610,555	0	17,610,555	17,610,555	0.0
22	20,776,545	20,721,728	(54,817)	20,776,545	20,721,728	(0.3)
23	424,208,325	437,796,835	13,588,511	424,208,325	437,796,835	3
24	13,588,511	(235,172)	(13,823,683)	13,588,511	(235,172)	(101.7)
25	437,796,836	437,561,664	(235,172)	437,796,836	437,561,664	(0.1)
26	\$ 663,699,750	\$ 664,618,206	\$ 918,457	\$ 663,699,750	\$ 664,618,206	0.1 %

**NATIVIDAD  
STATE AND COUNTY RECEIVABLES  
AS OF 07/31/23**

**BALANCE SHEET**

	<u>Beq. Balance</u>	<u>Accruals</u>	<u>Reclas and Adj</u>	<u>Prior Years Final Rec'n</u>	<u>Family 1st Corona Response</u>	<u>IGT</u>	<u>Payments</u>	<u>Ending Balance</u>
Medi-Cal Waiver (DSH + SNCP)	1,224,882	1,233,333				7,552,884		10,011,099
Hospital Fee	(3)	83,333						83,330
Rate Range IGT-CCAH-	11,664,000	1,166,500						12,830,500
MCMC EPP	14,000,000	1,283,333						15,283,333
MCMC QIP	24,000,000	2,833,333						26,833,333
SB1732	(133,065)	233,333						100,268
AB 915	381,616	318,363						699,979
Medical GME	(660,431)	83,333				325,968	(388,091)	(639,220)
Family First-COVID 19	(126,001)				41,667			(84,334)
<b>GOVERNMENT RECEIVABLES</b>	<b>50,350,998</b>	<b>7,234,861</b>	<b>-</b>	<b>-</b>	<b>41,667</b>	<b>7,878,853</b>	<b>(388,091)</b>	<b>65,118,288</b>
A/R UCSF & TOURO University	-	7,533						7,533
Miscellaneous Revenue	86,449	91,212					(52,590)	125,071
A/R Office Buildings	7,600	126,949					(23,345)	111,204
Medical HPE	40,955	25,000						65,955
Interest Accrued Positive Cash	577,500	563,942						1,141,442
Accrued Donations	755,683	60,000					(366,987)	448,696
A/R Jail-PG&E	95,548	116,405						211,954
Health Department	157,229	162,500						319,729
A/R Watsonville	1,000,000							1,000,000
<b>OTHER RECEIVABLES</b>	<b>2,720,964</b>	<b>1,153,541</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(442,922)</b>	<b>3,431,584</b>
<b>STATE RECEIVABLES</b>	<b>\$ 53,071,962</b>	<b>\$ 8,388,402</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 41,667</b>	<b>\$ 7,878,853</b>	<b>\$ (831,013)</b>	<b>\$ 68,549,872</b>

**P & L**

	<u>YTD Jul-23</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 1,233,333
Rate Range IGT-CCAH-	1,166,500
Esperanza Care	(208,334)
Family First C-19 Response-FMAP Enhance-	41,667
Medical GME	83,333
HPE	25,000
Hospital Fee	83,333
MCMC EPP	1,283,333
HD Residency Support	(41,667)
MCMC QIP	2,833,333
AB915	318,363
Medicare Bi-Weekly Payment	121,128
SB 1732	233,333
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 7,172,655</b>

# NATIVIDAD STATEMENT OF CASH FLOWS AS OF JULY 31, 2023

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 160,817,808	\$ 160,817,808
2		
3	(235,172)	(235,172)
4	-	-
5	1,042,305	1,042,305
6	807,134	807,134
7		
8	(2,455,129)	(2,455,129)
9	(15,477,909)	(15,477,909)
10	(954,134)	(954,134)
11	2,267,693	2,267,693
12	3,252,350	3,252,350
13	(0)	(0)
14	-	0
15	(4,311,598)	(4,311,598)
16	(17,678,727)	(17,678,727)
17		
18		
19	(517,960)	(517,960)
20	-	-
21	(517,960)	(517,960)
22		
23	(54,817)	(54,817)
24	(3,063,889)	(3,063,889)
25	-	-
26	(3,118,706)	(3,118,706)
27	(20,508,259)	(20,508,259)
28	\$ 140,309,549	\$ 140,309,549

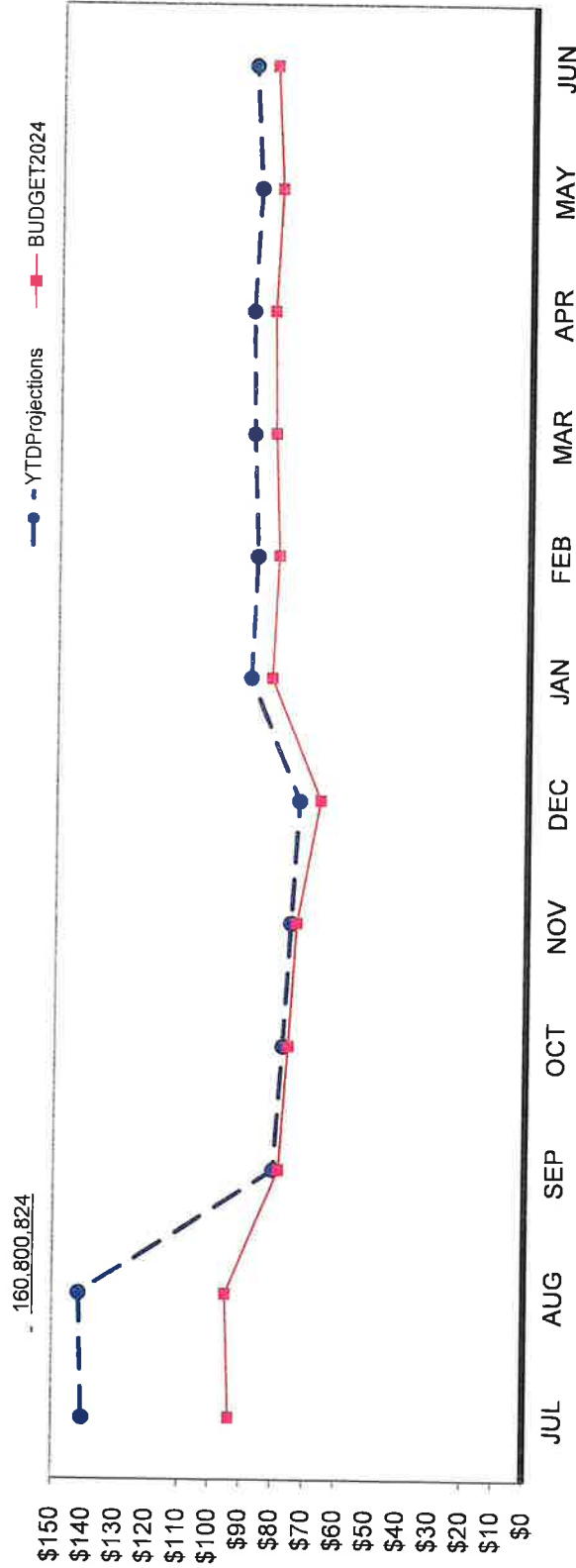


**NATIVIDAD  
RECONCILIATION OF GOVERNMENT FUNDING  
FISCAL YEAR 2024**

	<b><u>BDGT-24</u></b>	<b><u>ESTIMATE FY2024</u></b>	<b><u>Variance to Budget</u></b>
Medi-Cal DSH Waiver	\$ 14,800,000	\$ 14,800,000	\$ -
EPP	15,400,000	\$ 15,400,000	-
QIP	28,000,000	\$ 34,000,000	6,000,000
AB915	3,820,000	\$ 3,820,000	-
SB1732	2,800,000	\$ 2,800,000	-
CCAH Rate Range	14,000,000	\$ 14,000,000	-
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)	-
Medical GME	1,000,000	\$ 1,000,000	-
Medicare Bi-Weekly Payments	1,300,000	\$ 1,300,000	-
Provider Fee	1,000,000	\$ 1,000,000	-
	<b>\$ 79,920,000</b>	<b>\$ 85,920,000</b>	<b>\$ 6,000,000</b>



## Cash Flow Performance Fiscal Year 2024 (in Millions)



	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	140.3	141.7	80.0	77.4	75.1	72.8	88.6	86.8	88.2	88.8	86.7	88.7
BDGT	93.6	95.0	78.2	75.6	73.3	66.0	81.8	80.0	81.4	82.0	79.9	81.9
Variance	46.7	46.7	1.8	1.8	1.8	6.8	6.8	6.8	6.8	6.8	6.8	6.8

NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2024

	ACTUAL JUL	ESTIMATE AUG	ESTIMATE SEP	ESTIMATE OCT	ESTIMATE NOV	ESTIMATE DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	-160,800,824	-140,292,565	-141,687,356	-79,980,124	-77,326,088	-75,057,522	-72,807,513	-88,569,511	-86,773,574	-88,174,724	-88,786,248	-86,679,087	160,800,824
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cap)	21,808,531	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	295,235,824
Provider Fee	-	0	0	0	0	0	250,000	250,000	250,000	0	0	250,000	1,000,000
RR IGT CCAH	-	166,667	166,667	166,667	166,667	166,667	166,667	166,667	166,667	166,667	166,667	166,667	1,000,000
SHORTR DOYLE	-	0	0	0	0	0	0	0	0	0	0	0	500,000
HPE	-	0	0	0	0	0	0	0	0	0	0	0	500,000
Foundation Donations	494,657	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	275,000
Mical Weaver FY 22-23/GPP	-	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	1,194,657
Fund Aid	-	0	0	0	0	0	0	0	0	0	0	0	14,800,000
SB1732	-	0	0	0	0	0	0	0	0	0	0	0	0
HEALTH DEPARTMENT REIMB	-	346,522	346,522	346,522	346,522	346,522	346,522	346,522	346,522	346,522	346,522	346,522	2,800,000
MCAL GME	-	139,646	139,646	139,646	139,646	139,646	139,646	139,646	139,646	139,646	139,646	139,646	1,538,104
AB915	-	0	0	0	0	0	0	0	0	0	0	0	1,388,081
Rent Income	23,345	123,592	123,592	123,592	123,592	123,592	123,592	123,592	123,592	123,592	123,592	123,592	3,820,000
QIP	-	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	1,382,453
EPP	-	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	25,000,000
Phys SPA	-	541,837	2,204,819	498,003	900,274	2,099,610	720,692	558,219	854,476	1,206,590	614,476	1,801,004	11,599,698
Fund 404 Transfer	-	0	0	0	0	0	0	0	0	0	0	0	0
Interest Income	209,493	0	737,499	0	0	0	0	0	737,499	0	0	737,499	2,945,990
Miscellaneous Revenue	22,984,117	33,230,435	32,947,437	33,605,801	30,142,204	32,326,038	47,912,022	30,050,148	33,787,384	34,148,520	29,856,407	36,100,433	397,095,948
Total Cash Receipts	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	15,873,556	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	120,459,675
IGT MEDICAL GME	325,968	-	-	-	-	-	-	-	-	-	-	-	325,968
GPP CY2022	-	-	-	-	-	-	-	-	-	-	-	-	-
RR IGT CCAH	-	-	-	-	-	-	-	-	-	-	-	-	-
Building Lease / Rental Equipment	194,125	190,159	184,021	190,159	184,021	190,159	190,159	171,752	190,159	184,021	190,159	184,021	2,242,915
COP Principal & Interest Payments	-	-	4,492,210	4,492,210	-	-	-	-	-	-	-	-	4,989,000
Payroll and Benefits	18,088,256	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	247,833,218
Expenses Core	-	-	-	-	-	-	-	-	-	-	-	-	-
COWCAP	4,933,569	-	-	-	-	-	-	-	-	-	-	-	4,933,569
Data Processing	1,010,147	297,516	297,516	297,516	297,516	297,516	297,516	297,516	297,516	297,516	297,516	297,516	4,982,823
Pension Fund Transfer to County	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer From 451 to 404 & IGT Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenses Fund 404	-	541,837	2,204,819	498,003	900,274	2,099,610	720,692	558,219	854,476	1,206,590	614,476	1,801,004	9,886,475
Capital Expenditures	412,397	1,578,104	1,578,104	379,034	685,205	1,598,029	548,524	424,845	650,348	918,345	467,882	1,370,758	11,999,698
Total Cash Disbursements	43,492,378	31,835,644	54,654,669	36,210,657	32,480,750	34,576,048	32,150,625	31,846,088	32,386,234	33,536,996	31,963,568	34,047,033	483,163,686
Increase/(Decrease)	(20,508,259)	1,394,781	(61,707,232)	(2,604,056)	(2,318,546)	(2,250,009)	15,761,997	(1,795,936)	1,401,149	611,524	(2,107,161)	2,053,401	(72,668,336)
Ending Cash Fund 451	140,292,565	141,687,356	79,980,124	77,376,068	75,057,522	72,807,513	88,569,511	86,773,574	88,174,724	88,786,248	86,679,087	86,732,488	86,732,488
<b>(+) Cash In Transit</b>													
(+) Petty Cash and CC	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash as per 6/L	140,292,565	141,687,356	79,980,124	77,376,068	75,057,522	72,807,513	88,569,511	86,773,574	88,174,724	88,786,248	86,679,087	86,732,488	86,732,488
<b>Fund 404</b>													
Beginning Balance	64,093,731	64,093,731	63,551,893	61,347,075	60,849,071	59,948,798	57,849,188	57,128,497	56,570,278	55,716,802	54,505,212	53,894,736	53,894,736
Transfer In from fund 451	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer Out Fund 404	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash Fund 404	64,093,731	64,093,731	63,551,893	61,347,075	60,849,071	59,948,798	57,849,188	57,128,497	56,570,278	55,716,802	54,505,212	53,894,736	53,894,736
<b>Fund 451 &amp; 404</b>													
Ending Cash Fund 451 & 404	204,386,295	205,239,248	141,327,198	138,225,139	135,095,320	130,656,701	145,698,007	143,343,652	143,890,595	143,285,460	140,573,823	140,626,220	140,626,220