



Board of Trustees Meeting 2023

November 9, 2023





NMC Board of Trustees Regular Meeting

Thursday, November 9, 2023

9:00 AM

STEINBECK ROOM

2ND Floor, Building 300

AGENDA

Participation in meetings

While the Natividad Board of Trustees meeting room remains open, members of the public may participate in this Natividad Board of Trustees 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: 959 7127 9338 when prompted.

You will then enter the Password: 668499 when prompted.

Or, to attend the Natividad Board of Trustees meeting by Zoom computer audio at:

<https://natividad.zoom.us/j/95971279338?pwd=ZzFqbU9xZ08wQTBXVU9XMjFrZy91dz09>

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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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TO ADDRESS THE BOARD DURING PUBLIC COMMENT: Members of the public may address comments to the Board 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.

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Members of the Natividad Medical Center Board of Trustees are appointed by the Monterey County Board of Supervisors. Membership and terms of office are established by the Natividad Medical Center Bylaws.

1. Call to Order

2. Roll Call

3. **Pledge of Allegiance**

4. **Additions and Corrections by Clerk** *Page 1-9 – Board Clerk*

The Clerk of the Board of Trustees will announce agenda corrections and proposed additions, which may be acted on by the Board as provided in Sections 54954.2 of the California Government Code.

5. **Minutes**

- Approve the Minutes of October 13, 2023 Board of Trustees Meeting. *Page 10-18*

6. **Board Comments**

7. **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**

This portion of the meeting is reserved for persons to address the Board on any matter not on this agenda but under the jurisdiction of the Board of Trustees. Board 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 Board at a future meeting.

8. **Ceremonial Resolution**

Adopt a resolution honoring Fernando Elizondo upon completing his two year term as Chairperson of Natividad Board of Trustees.

9. **Consent Calendar**

Approve the following policies, procedures, rules, and regulations:

9a. Policies/Procedures/Forms/Manuals (listed and available upon request)

Medical Staff Policies

- Emergency Use of an Investigational Drug, Biologic Product or Medical Device – No Changes
- Health Screening Attestation Requirements

Privilege Forms/Practice Prerogatives/Standardized Procedure

- Clinical Psychology
- Family Medicine
- Internal Medicine
- Neonatal Nurse Practitioners
- Mental Health Nurse Practitioners

Policies/Manuals/Forms

No Changes

- DIAG-1050 Radiation Safety

- DIAG-1301 Safe Use of Ultrasound Gel
- DIAG-1400 Minors and Developmentally Delayed Adults Imaging Protocol
- DIAG-1027 Pregnancy Screening Breast Feeding
- DIAG-1026 ALARA Philosophy Regulatory Guidelines
- DIAG-1006 Clinical Indications for Mammography

Revised Policies

- DIET-1014 Food Storage and Shelf-Life Policy
- DIET-1027 Dishwasher Considerations
- DIET-1082 Receiving Food & Supplies
- 1-9010 Teleradiology On-Call Coverage
- 1-9020 Call Back procedures for Diagnostic Imaging Modalities
- ADMIT-0014 Admitting: Trauma Activation-Registration
- DIAG-1307 Infection Control for Ultrasound Equipment Cleaning and Disinfection
- IC-495 Respiratory Illness Visitation Policy
- IC-505 SARS-COV-2 Patient Testing Guidelines
- IC-520 Diagnosis and Management of Patients with Known or Suspected Clostridioides Difficile

Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Item 9b – 9o of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.

9b. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with TW-Security, LLC, Page 19-20 (CONSENT)

Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 3 to the agreement with TW-Security, LLC for HIPAA compliance services, extending the agreement an additional three (3) year period (January 1, 2024 through December 31, 2026) for a revised full agreement term of January 1, 2021 through June 30, 2026, and adding \$450,000 for a revised total agreement amount not to exceed \$558,750.

9c. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with AE & Associates, LLC, Page 21-22 (CONSENT)

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-15698) with AE & Associates, LLC for coding, audits, onsite training, and remote coding support services, extending the agreement an additional one (1) year period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2019 through July 31, 2025), and adding \$400,000 for a revised total agreement amount not to exceed \$689,616.

9d. * Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Quality/Compliance Administrator to Hospital Quality Director Classification, Page 23-24 (CONSENT)

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendices A and B to retitle the classification of Quality/Compliance Administrator to Hospital Quality Director and adjust the salary range as indicated in Attachment A effective December 2, 2023; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

- 9e. * **Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Certified Sterile Processing Technician and Senior Certified Sterile Processing Technician Classifications, Page 25-27 (CONSENT)**
- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classifications of Certified Sterile Processing Technician and Senior Certified Sterile Processing Technician with the salary ranges as indicated in Attachment A effective December 2, 2023;
 - b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8333-Appropriation Unit NMC001) to reallocate seven (7) Central Sterile Technician positions to seven (7) Certified Sterile Processing Technician positions and one (1) Senior Central Sterile Technician position to one (1) Senior Certified Sterile Processing Technician position as indicated in Attachment A effective December 2, 2023;
 - c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.
- 9f. * **Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Pharmacy Technician and Senior Pharmacy Technician Classifications, Page 28-29 (CONSENT)**
- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Pharmacy Technician and Senior Pharmacy Technician classifications as indicated in Attachment A effective December 2, 2023; and
 - b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.
- 9g. * **Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Director of Respiratory Care Services Classification, Page 30-31 (CONSENT)**
- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Director of Respiratory Care Services classification as indicated in Attachment A effective December 2, 2023; and
 - b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.
- 9h. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with J. Anthony Shaheen, M.D., Inc., Page 32-33 (CONSENT)**
- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with J. Anthony Shaheen, M.D., Inc. to provide urology services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of October 1, 2022 to December 31, 2025 and adding \$300,000 for a revised not to exceed amount of \$400,000 in the aggregate; and
 - b. Authorize the CEO for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.
- 9i. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Wolters Kluwer Health, Inc., Page 34-35 (CONSENT)**
- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to

execute amendment No. 1 to the Agreement (A-14570) with Wolters Kluwer Health, Inc. for web-based Nursing Education subscriptions, licenses, and maintenance support services at NMC, extending the Agreement for an additional two (2) year term (December 10, 2023 through December 9, 2025) for a revised full term of December 10, 2019 through December 9, 2025, and adding \$218,177 for a revised total agreement amount not to exceed \$422,959.

9j. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with David Flemming, M.D., Page 36-37 (CONSENT)**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with David Flemming, M.D. to provide urology services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of October 1, 2022 to December 31, 2025 and adding \$300,000 for a revised not to exceed amount of \$400,000 in the aggregate; and
- b. Authorize the CEO for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.

9k. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Delphine Engel M.D., Page 38-39 (CONSENT)**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and critical care surgical services for an amount not to exceed \$400,000 for the period January 1, 2024 to December 31, 2025; and
- b. Authorize the CEO or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent 10% (\$40,000) of the original contract amount and do not increase the total contract amount above \$440,000.

9l. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Marta Zulik M.D., Page 40-41 (CONSENT)**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement (A-14537) with Marta Zulik, M.D. to provide pulmonary critical care services, extending the term by twenty-four months (January 1, 2023 to December 31, 2025) for a revised full agreement term of November 1, 2019 to December 31, 2025, but not adding funds to the aggregate not to exceed amount; and
- b. Authorize the CEO or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$40,000) of the original contract amount and do not increase the total contract amount above \$440,000.

9m. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Victoria Chew, M.D., Page 42-43 (CONSENT)**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-14569) with Victoria Chew, M.D. to provide family medicine services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of November 1, 2018 to December 31, 2025, but with no change to the

aggregate not to exceed amount of \$400,000; and

- b. Authorize the Chief Executive Officer for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.

9n. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with UCSF Pediatric Cardiology, Page 44-45 (CONSENT)**

- a. Authorize the Chief Executive Office for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-14492) with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric cardiology services extending the term by twelve months (January 1, 2024 to December 31, 2024) for a revised full agreement term of January 1, 2018 to December 31, 2024, but with no change to the aggregate not to exceed amount of \$500,000; and
- b. Authorize the CEO 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 contract amount above \$510,000.

9o. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Natividad Medical Foundation, Page 46-47 (CONSENT)**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an amendment to the agreement with Natividad Medical Foundation (NMF) for NMC's specially requested services and for NMF's philanthropic services, defined as "donor cultivation and solicitation" (e.g., The Agricultural Leadership Council) extending the agreement term an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full agreement term January 1, 2020 through December 31, 2025, and adding an amount not to exceed \$1,837,688 for a revised total agreement amount of \$5,144,576.

10. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Jose Mario Pauda M.D., which is in the final stages of negotiation Page 48-49 (Dr. Craig Walls)**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Jose Mario Pauda M.D. to provide family medicine services for an amount not to exceed \$300,000 for the period January 1, 2024 to December 31, 2024; and
- b. Authorize the CEO 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% (\$300,000) of the original contract amount and do not increase the total contract amount above \$330,000.

11. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Central Coast Head & Neck Surgeons, which is in the final stages of negotiation Page 50-51 (Dr. Craig Walls)**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13164) with Central Coast Head & Neck Surgeons to provide

otolaryngology and audiology services, modifying the compensation arrangements and extending the term by months (July 1, 2024 to December 31, 2024) to comply with federal guidelines, for a full revised term of July 1, 2016 to December 31, 2024, but with no change to the aggregate not to exceed amount of \$6,000,000; and

- b. Authorize the CEO for NMC or his designee 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% (\$150,000) of the original contract amount and not increase the total contract amount above \$6,150,000.

12. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Precision Orthopedics, which is in the final stages of negotiation** Page 52-53 (*Dr. Craig Walls*)

Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Precision Orthopedics to provide orthopedic services, adding \$2,000,000 for an amount not to exceed amount of \$13,000,000 in the aggregate, but with no change to the original Agreement term for the period April 1, 2021 to March 31, 2024.

13. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Monterey Anesthesia Professionals, which is in the final stages of negotiation** Page 54-55 (*Dr. Craig Walls*)

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-15091) with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, extending the term by three months (January 1, 2024 to March 31, 2024) for a revised full agreement term of January 1, 2021 to March 31, 2024 and adding \$2,400,000 for a revised not to exceed amount of \$22,200,000 in the aggregate; and
- b. Authorize the CEO 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 exceed 10% (\$1,200,000) of the original contract amount and not increase the total contract amount above \$23,400,000.

14. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Brainlab Inc., which is in the final stages of negotiation** Page 56-57 (*Dr. Charles Harris*)

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-16197) with BrainLab Inc. for a software-based guided neurosurgery system, extending the agreement an additional two (2) year period (March 23, 2024 through March 22, 2026) for a revised full agreement term of March 23, 2022 through March 22, 2026 and adding \$725,263 for a revised total agreement amount not to exceed \$1,054,025.

15. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Databank IMX, which is in the final stages of negotiation** Page 58-59 (*Janine Bouyea*)

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 8 to the agreement (A-12677) with Databank IMX for OnBase software maintenance, extending the agreement an additional six (6) month period (January 1, 2024 through June 30, 2024) for a revised full agreement term of January 1, 2015 through June 30, 2024 and adding \$24,431 for a revised total agreement amount not to exceed \$620,776.

16. **Accept Oral Report from Natividad Chief Financial Officer** – *Daniel Leon, CFO*
 - a. September 2023 YTD Financial Reports *Page 60-72*
17. **Receive Oral Report from Natividad Chief Executive Officer** - *Dr. Charles Harris, CEO*
 - a. Receive an Oral report on behalf of the Natividad Vice Chief of Staff – *Dr. Valerie Vigil*
 - b. 3rd Year Resident – *Dr. Francis Rangel-Ventura*
18. **Receive Oral Report from Natividad Chief Nursing Officer** - *Nancy Buscher, CNO*
19. **Closed Session Public Comment**
This public may comment on Closed Session items prior to the Board's recess to Closed Session.
20. **Closed Session under Government Code Section 54950**
 - a. Pursuant to Health & Safety Code section 1462, and in accordance with Government Code Section 54954.5, the Board will receive a report and confer involving hospital trade secret. Discussion will concern a proposed new service, program or facility. Estimated date of public disclosure: June 30, 2024.
 - b. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive Medical Quality Assurance Reports.
21. **Reconvene on Public Agenda Items**
22. **Accept and approve October 2023 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.** *Page 73-76*
23. **Approve Board of Trustees 2024 Proposed Meeting Dates** *Page 77*

Adjournment

**Next Board of Trustees Meeting
Friday, January 12, 2024
9:00 AM
Natividad Room
1st Floor, Building 200**



NMC Board of Trustees Regular Meeting

Friday, October 13, 2023

9:00 AM

NATIVIDAD ROOM

1st Floor, Building 200

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Board of Trustees: Marcia Atkinson, Libby Downey, Dr. Chad Harris, Supervisor Chris Lopez, Sonia De La Rosa, Manuel Osorio, Simon Salinas, and Mitch Winick

Absent: Dr. Marc Tunzi, Fernando Elizondo, and Bettye Saxon

NMC Staff/County: Stacy Saetta, Daniel Leon, Andrea Rosenberg, Nancy Buscher, Dr. Craig Walls, Ari Entin, Cher Krause, Marwin Vinluan, Tammy Perez, Hillary Fish, Jennifer Williams, Dr. Valarie Vigil, and Noemi Breig

1. **Call to Order**

2. **Roll Call**

Present

*Marcia Atkinson
Libby Downey
Dr. Charles Harris
Sonia De La Rosa
Manuel Osorio
Simon Salinas
Mitch Winick*

Absent

*Dr. Marc Tunzi
Fernando Elizondo
Supervisor Chris Lopez
Bettye Saxon*

3. **Pledge of Allegiance**

4. **Additions and Corrections by Clerk**— *Board Clerk*

- *None*

5. **Minutes**

- Approve the Minutes of September 8, 2023 Board of Trustees Meeting.

MOTION: *Motion to approve the minutes of September 8, 2023, Board of Trustees Meeting, by Manuel Osorio, seconded by Simon Salinas, and approved unanimously.*

6. **Board Comments**

- *Board Member Manuel Osorio wanted to comment on the great conference they attended this month.*

7. **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**

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8. **Consent Calendar**

Approve the following policies, procedures, rules, and regulations:

8a. Policies/Procedures/Forms/Manuals (listed and available upon request)

Rules & Regulations

- Acceptable Board Certification for Nurse Practitioners (Adding American Association of Critical Care and Pediatric Nursing Certification Board.

APP Rules & Regulations

- Acceptable Board Certification for Nurse Practitioners (Adding American Association of Critical Care and Pediatric Nursing Certification Board.

Privilege Forms/Practice Prerogatives/Standardized Procedure

- Child Abuse Pediatrics
- Nurse Practitioner in Pediatric Forensics
- Standardized Procedure for Outpatient Infusion Nurses

Policies/Manuals/Forms

New

- LDU-6015 Cervical Cerclage

No Changes

- 1:0520 Spontaneous Awakening Trials (SATS) and Spontaneous Breathing Trials (SBT/Ventilator Weaning Guidelines)
- ED-1220 Splint Application
- IC-140 Investigation & Management of Outbreaks, Suspected Outbreaks and/or Epidemics
- IC-345 Hand Hygiene and Glove Use for Clinical and Dietary Staff

Revised Policies

- 1:0030 Surrogate Decision Making for Health Care
- 1:0240 Bedside Swallowing Screen
- 1:0385 Registered Nurse Compounding in Emergency Situations
- 1:1350 Alarm Management
- 1:2410 Drug Endangered Children
- 1:2800 Bio-Ethical Issue Management
- 1:9500 Toys, Cleaning of
- 5:7010 Employee Exposure to Infectious Disease
- 5:7050 Safe Patient Handling
- 7:0870 Quality Assessment and Performance Improvement Plan
- DIET-1027 Dishwasher Considerations
- IC-470 Best Practices for Prevention of Surgical Site Infections
- IC-490 Intravascular Therapy, Adult Patient (CLABSI Prevention)
- IC-505 Guidelines for SARS-COV-2 Patient Testing and Evaluation for False Positive Results
- Natividad Plan for the Provision of Nursing Care
- NURADM-0300 Nursing Documentation
- NURADM-0600 Nursing Process
- NUR-ADM-0900 Nursing Procedures and Skills
- PERI-6575 Identification of Newborns
- ANC-4564
- 1:3100 Critical Result Policy
- ANC-3343 Use of Blood Bank Identification Bands

Additions for Joint Conference No Changes

- 5:0500 Employee Step Increase
- 5:0700 Employee Reference Verification
- 5:0800 Current Licensure, Certification and Registration
- 5:2100 Prohibiting Retaliation

Revised Policies

- 1:4600 Occurrence Reporting Process (QRR)
- 5:0400 Personal Identification
- 5:0525 Healthcare Observation Program
- 5:0900 Payroll Policies – Timekeeping
- 5:1800 Personal Phone Calls

Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Item 8b – 8q of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.

8b. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Quinn Company, (CONSENT)

- a. 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.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the agreement.

8c. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Automatic Door Systems Inc., (CONSENT)

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14573) with Automatic Door Systems, Inc. for maintenance and repair services for all automatic doors, extending the agreement an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full agreement term of January 1, 2020 through December 31, 2025, and adding \$80,000 for a revised total agreement amount not to exceed \$272,500.

8d. * Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Physical Therapist Assistant Classification, (CONSENT)

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Physical Therapist Assistant classification as indicated in Attachment A effective November 18, 2023; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

- 8e. * **Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Hospital Revenue Cycle Examiner Classification, (CONSENT)**
- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Hospital Revenue Cycle Examiner classification as indicated in Attachment A effective November 18, 2023; and
 - b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.
- 8f. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Laerdal Medical Corporation, (CONSENT)**
- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Laerdal Medical Corporation for turnkey SimCapture cloud subscription service at NMC for an amount not to exceed \$21,273 with an agreement term November 13, 2023 through November 12, 2028.
 - b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, limitations on liability, and limitations on damages provisions within the agreement.
- 8g. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with San Jose Boiler Works, Inc., (CONSENT)**
- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with San Jose Boiler Works, Inc for preventative maintenance and repair services on boilers at NMC for an amount not to exceed \$330,000 with an agreement term November 13, 2023 through November 12, 2026.
 - b. Authorize the Chief Executive Officer for Natividad Medical Center 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 10% (\$33,000) of the original cost of the agreement per each amendment, for total contract liability of (\$363,000).
- 8h. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Professional Research Consultants, Inc., (CONSENT)**
- Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Professional Research Consultants, Inc. for healthcare industry market research design, analysis, support, training, and consulting services at NMC for an amount not to exceed \$65,000 with an agreement term November 13, 2023 through November 12, 2024.
- 8i. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Virtusa Corporation, (CONSENT)**
- Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Virtusa Corporation for CareDiscovery Quality Measures and CareDiscovery Electronic Quality Measures, and add Hybrid Measures software subscription services at NMC, extending the agreement for an additional two (2) year period though January 25, 2026 for a full agreement term of January 26, 2021 through January 25, 2026, with an increase of \$152,169 for a full agreement amount not to exceed \$367,623.
- 8j. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Locumtenens.com LLC., (CONSENT)**
- Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the Agreement (A-16146) with Locumtenens.com LLC for

recruitment and assignment of physician services to increase by \$600,000 for a revised total agreement amount not to exceed \$2,700,000 with no change to the agreement term (August 26, 2022 through August 25, 2024).

8k. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Press Ganey Associates, LLC., (CONSENT)

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-14571) with Press Ganey Associates, LLC., for the addition of its Employee Engagement & NDNQI Survey, extending the agreement an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full Agreement term of January 1, 2020 through December 31, 2025 and adding an additional \$100,000 for a revised total agreement amount not to exceed \$925,335.

8l. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with First Databank, Inc., (CONSENT)

Authorize the Chief Executive Officer for Natividad Medical Center his designee to execute amendment No. 3 to the agreement (A-15-311) with First Databank, Inc. for pharmacy licensing services, extending the agreement an additional three (3) year period (January 1, 2024 through December 31, 2026) for a revised full agreement term of January 1, 2014 through December 31, 2026, and adding \$163,920 for a revised total agreement amount not to exceed \$528,993.

8m. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Health Management Associates, Inc., (CONSENT)

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 8 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment, county ambulatory clinics and health plan member access for Natividad, extending the agreement an additional one (1) year period (January 2, 2024 through January 1, 2025) for a revised full agreement term of January 2, 2017 through January 1, 2025, and adding \$100,000 for a revised agreement amount not to exceed \$580,000 with no changes to the scope of work.

8n. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Pureserve Building Services, Inc., (CONSENT)

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14660) with Pureserve Building Services, Inc. for professional building maintenance services, extending the agreement an additional one (1) year period (May 1, 2024 through April 30, 2025) for a revised full agreement term of May 1, 2014 through April 30, 2025 and adding \$122,000 for a revised total agreement amount not to exceed \$515,116.

8o. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with King & Spalding, (CONSENT)

- a. Authorize the County Counsel to execute an Agreement for Specialized Attorney Services ("Agreement") with King and Spalding LLP for independent consulting and legal services with respect to healthcare matters at Natividad Medical Center ("Natividad"), for an amount not to exceed \$600,000 with an agreement term November 1, 2023, through October 31, 2026; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute up to three (3) future amendments to this Agreement where in total the amendments do not exceed 10% (\$60,000) of the agreement amount, for a revised total contract amount of \$660,000,

and do not significantly change the scope of work.

8p. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Central Coast Nephrology, (CONSENT)**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Central Coast Nephrology to provide nephrology services for an amount not to exceed \$825,000 for the period November 1, 2023 to December 31, 2025; and
- 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% (\$82,500) of the original contract amount and do not increase the total contract amount above \$907,500.

8q. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Access Physicians California, P.C., (CONSENT)**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Access TeleCare California, P.C. (formerly Tele-Physicians, P.C.) to provide tele-neurology services adding \$80,000 for a revised amount not to exceed \$880,000 in the aggregate, but with no change to the original Agreement term, April 1, 2022 to March 31, 2024.

MOTION: *Motion to approve Policies/Procedures/Forms/Manuals and contract items 8a-8q moved by Marcia Atkinson, seconded by Simon Salinas, and approved unanimously.*

Board Member Supervisor Chris Lopez joined the meeting.

9. **Accept Oral Report from Natividad Chief Financial Officer** – Daniel Leon, CFO

- a. August 2023 YTD Financial Reports

MOTION: *Motion to accept the August 2023 Financial Report, moved by Simon Salinas, seconded by Supervisor Chris Lopez, and approved unanimously.*

10. **Receive Oral Report from Natividad Chief Executive Officer** - Dr. Charles Harris, CEO

- a. Receive an Oral report on behalf of the Natividad Vice Chief of Staff – Dr. Valerie Vigil

11. **Receive Oral Report from Natividad Chief Nursing Officer** - Nancy Buscher, CNO

12. **Closed Session Public Comment**

This public may comment on Closed Session items prior to the Board's recess to Closed Session.

13. **Closed Session under Government Code Section 54950**

- a. Pursuant to Government Code section 54956.9(d)(2), the Board will confer with legal counsel regarding one matter of significant exposure to litigation. .
- b. Pursuant to Health & Safety Code section 1462, and in accordance with Government Code

Section 54954.5, the Board will receive a report and confer involving hospital trade secret. Discussion will concern a proposed new program. Estimated date of public disclosure: January 31, 2024.

- c. Pursuant to Health & Safety Code section 1462, and in accordance with Government Code Section 54954.5, the Board will receive a report and confer involving hospital trade secret. Discussion will concern a proposed new service, program or facility. Estimated date of public disclosure: June 30, 2024.
- d. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive Medical Quality Assurance Reports.

Board Members Marcia Atkinson and Sona De La Rosa left the meeting during Closed Session.

14. **Reconvene on Public Agenda Items**

15. **Accept and approve September 2023 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.**

MOTION: Motion to accept the report on September 2023 Credentials Report, moved by Mitch Winick, seconded by Manuel Osorio, and approved unanimously.

Adjournment: With no other business before the Board, the meeting was adjourned at 11:43 am

Recorded by Noemi Breig

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

TW-Security Amendment No. 3 Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 3 to the agreement with TW-Security, LLC for HIPAA compliance services, extending the agreement an additional three (3) year period (January 1, 2024 through December 31, 2026) for a revised full agreement term of January 1, 2021 through June 30, 2026, and adding \$450,000 for a revised total agreement amount not to exceed \$558,750.

..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. 3 to the agreement with TW-Security, LLC for HIPAA compliance services, extending the agreement an additional three (3) year period (January 1, 2024 through December 31, 2026) for a revised full agreement term of January 1, 2021 through June 30, 2026, and adding \$450,000 for a revised total agreement amount not to exceed \$558,750.

SUMMARY/DISCUSSION:

Natividad's IT department maintains the security and compliance of its systems by utilizing tools that allow us to observe regulations and standards all while achieving industry best-practices. Maintaining an effective and secure Electronic Health Record (EHR) while complying with Health Insurance Portability and Accountability Act (HIPAA) and cybersecurity rules is a priority. TW-Security, LLC will provide Natividad with the HIPAA Compliance and Cybersecurity services that will allow us to achieve this:

- HIPAA Security Rule, Privacy Rule, and Breach Notification Requirements Program Evaluation
- Cyber Maturity Program Evaluation
- Cybersecurity, Data Privacy, and Compliance Program Support

In this agreement, Natividad is requesting funding in an amount not to exceed \$450,000 to purchase HIPAA compliance and Cybersecurity services. This funding will allow Natividad to procure professional services to evaluate compliance with the HIPAA Security and Privacy Rules, and Breach Notification requirements. This evaluation will provide us with a high-level summary of Natividad's HIPAA programs and their key attributes. Additionally, TW-Security will evaluate Natividad's cybersecurity program, its key attributes and maturity with the goal of increasing awareness and fostering consistency with cybersecurity practices by recognizing the criticality of uninterrupted care delivery and patient safety to serve as a resource for cost-effectively reducing cybersecurity risks for health care organizations.

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 Natividad's Finance Committee on and by its Board of Trustees on November 9, 2023.

FINANCING:

The cost for this amendment No. 3 is \$450,000 of which \$150,000 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:

This purchase facilitates the use of HIPAA and cybersecurity programs and will assist with keeping our critical systems secure, compliant, and available.

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

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

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

Attachments:

TW-Security Amendment 3
TW-Security Amendment 2
TW-Security Amendment 1
TW-Security Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

AE & Associates, LLC Amendment No. 3

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-15698) with AE & Associates, LLC for coding, audits, onsite training, and remote coding support services, extending the agreement an additional one (1) year period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2019 through July 31, 2025), and adding \$400,000 for a revised total agreement amount not to exceed \$689,616.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-15698) with AE & Associates, LLC for coding, audits, onsite training, and remote coding support services, extending the agreement an additional one (1) year period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2019 through July 31, 2025), and adding \$400,000 for a revised total agreement amount not to exceed \$689,616.

SUMMARY/DISCUSSION:

In addition to the increase with audit reviews to ensure that all regulatory and coding assignments are accurate, we have a need for additional services such as Trauma Registry services and Family Practice Clinical coding which requires specialized state knowledge and expertise when appending service codes.

The service that AE & Associates, LLC provides to Natividad Medical Center ensures that the submission for reimbursement is accurate and the data submission to public entities meets the state standards and requirements. The appending of medical codes is based on the treatment and services provided to the patient. Patients are able to obtain resources and apply for other services to sustain their daily living.

Lastly, the difficulty with recruitment of qualified licensed coders in the various categories of coding complication, ongoing updates, third party reviews to ensure transparency has made it challenging for NMC.

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 November 9, 2023.

FINANCING:

The cost for this amendment No. 3 is \$400,000 of which \$200,000 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:

Natividad Medical Center has employed licensed coders and is a resident within Monterey County. They are dedicated and well versed in their profession of expertise.

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

Prepared by: Kim Williams-Neal, Director of Health Information Management, 783-2440

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

Attachments:

AE & Associates, LLC Amendment 3
AE & Associates, LLC Amendment 2
AE & Associates, LLC Amendment 1
AE & Associates, LLC Agreement

Attachments on file with the Clerk of the Board

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendices A and B to retitle the classification of Quality/Compliance Administrator to Hospital Quality Director and adjust the salary range as indicated in Attachment A effective December 2, 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 Appendices A and B to retitle the classification of Quality/Compliance Administrator to Hospital Quality Director and adjust the salary range as indicated in Attachment A effective December 2, 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 Quality/Compliance Administrator classification 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 hospital comparable agencies identified in the County's Compensation Philosophy approved in December 2021.

The base wage analysis of the County's hospital comparable agencies found that based on the duties performed, the Quality/Compliance Administrator classification was matched to two (2) of the six (6) hospital comparable agencies: Alameda Health System and Contra Costa Regional Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Hazel Hawkins, Salinas Valley Health, Santa Clara Valley Medical Center and San Mateo Medical Center. In accordance with the compensation philosophy as it applies to hospital specific classifications, since there were only two classification matches from the comparable agencies, the maximum average salary of the Bay Area Region of the Allied for Health compensation report was included in the calculation of the market based average salary to establish the third match. The Quality/Compliance Administrator classification is approximately 13.21% 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 Quality/Compliance Administrator classification would need to be adjusted by approximately 13.21% at top step in order to align with the labor market average.

It is further recommended that the classification be retitled from Quality/Compliance Administrator to Hospital Quality Director to be more reflective of the various functions of quality that fall under the oversight of this position.

OTHER AGENCY INVOLVEMENT:

The Human Resources Department concurs with the recommendations. County Employee Management Association (CEMA) has been notified of the recommendations.

FINANCING:

The salary and benefits increased costs for the current positions (1.0 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$5,267 and then \$10,534 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: Jennifer Lusk, Senior Personnel Analyst, (831) 783-2764

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

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

Attachments:

Attachment A

Resolution

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classifications of Certified Sterile Processing Technician and Senior Certified Sterile Processing Technician with the salary ranges as indicated in Attachment A effective December 2, 2023;
- b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8333-Appropriation Unit NMC001) to reallocate seven (7) Central Sterile Technician positions to seven (7) Certified Sterile Processing Technician positions and one (1) Senior Central Sterile Technician position to one (1) Senior Certified Sterile Processing Technician position as indicated in Attachment A effective December 2, 2023;
- c. 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 Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classifications of Certified Sterile Processing Technician and Senior Certified Sterile Processing Technician with the salary ranges as indicated in Attachment A effective December 2, 2023;
- b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8333-Appropriation Unit NMC001) to reallocate seven (7) Central Sterile Technician positions to seven (7) Certified Sterile Processing Technician positions and one (1) Senior Central Sterile Technician position to one (1) Senior Certified Sterile Processing Technician position as indicated in Attachment A effective December 2, 2023;
- c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) completed a classification and base wage compensation study of the Central Sterile Technician classification series that is responsible for cleaning, sterilizing, storing and distributing supplies and equipment used for patient care throughout the hospital. The objective of the study was to determine if there was enough market data available to support the creation of a certified version of the classification with a unique salary range, and if not, to recommend base wage salary changes to the existing non-certified classification aligned with available market data.

The classification study found that sufficient market data was available to support the creation of Central Sterile Technician classifications that possess and maintain either Certified Sterile Processing and Distribution Technician certification from the Certification Board for Sterile Processing and Distribution or Certified Registered Central Service Technician certification from the Healthcare Sterile Processing Association. As such, it is determined that there is a need to create the new classifications of Certified Sterile Processing Technician and Senior Certified

Sterile Processing Technician. Approval was sought for a Garza Consent Decree waiver and temporarily granted with stipulations from the Civil Rights Office (CRO) to create these classifications and require certifications that are the hospital industry standard at our comparable agencies. NMC will monitor the effects of the creation of and subsequent hiring into these classifications on the diversity of the department and report as required on an annual basis to the CRO.

To establish the salaries for the new classification, NMC completed a base wage compensation study and found that the job duties, responsibilities and certifications of the Certified Sterile Processing Technician position were matched to three (3) of the six (6) hospital comparable agencies: Hazel Hawkins Hospital, Santa Clara Valley Medical Center and San Mateo Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Contra Costa Medical Center, Alameda Health System and Salinas Valley Health. The base wage compensation survey mean at top monthly step is approximately \$5,899.

The County Compensation Philosophy requires a minimum of three (3) benchmark classification matches with our comparable agencies in order to provide sufficient data for analyzing and determining a base wage comparison. As a result, there is sufficient data to help support creating the new journey level classification of Certified Sterile Processing Technician with a top monthly salary of approximately \$5,899. Furthermore, it is recommended that a lead level classification of Senior Certified Sterile Processing Technician also be created with a salary set using the existing spread between the non-certified journey- and lead-level classifications which is currently 15% or a top monthly salary of approximately \$6,784.

NMC is seeking consideration from the Board of Supervisors to adopt a Resolution to create the new classifications of Certified Sterile Processing Technician and Senior Certified Sterile Processing Technician with the respective salaries and reallocate seven (7) filled Central Sterile Technician positions to seven (7) Certified Sterile Processing Technician positions and one (1) filled Senior Central Sterile Technician position to one (1) Senior Certified Sterile Processing Technician position.

OTHER AGENCY INVOLVEMENT:

The Monterey County Human Resources Department, and Monterey County Office of County Counsel have reviewed this recommendation. In addition, the Service Employees International Union (SEIU) Local 521 has been provided notice of these recommendations.

FINANCING:

The salary and benefits increased costs for the current positions (6.8 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$13,450 or \$24,978 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: 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 Pharmacy Technician and Senior Pharmacy Technician classifications as indicated in Attachment A effective December 2, 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 Pharmacy Technician and Senior Pharmacy Technician classifications as indicated in Attachment A effective December 2, 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 Pharmacy Technician 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 Pharmacy Technician classification was matched to five (5) of the six (6) hospital comparable agencies: Alameda Health System, Contra Costa Regional Medical Center, 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 Hazel Hawkins. The Pharmacy Technician classification is approximately 10.78% 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 Pharmacy Technician classification would need to be increased by approximately 10.78% at top step in order to align with the labor market average. Furthermore, the base salary of the Senior Pharmacy Technician classification would need to be increased by approximately 10.78% 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 (14.4 FTE filled, 1.7 vacant) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$64,267 and then \$112,230 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: Jennifer Lusk, Senior Personnel Analyst, (831) 783-2764

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

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

Attachments:

Attachment A

Resolution

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Director of Respiratory Care Services classification as indicated in Attachment A effective December 2, 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 range of the Director of Respiratory Care Services classification as indicated in Attachment A effective December 2, 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 Director of Respiratory Care Services classification 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 hospital comparable agencies identified in the County's Compensation Philosophy approved in December 2021.

The base wage analysis of the County's hospital comparable agencies found that based on the duties performed, the Director of Respiratory Care Services classification was matched to all six (6) hospital comparable agencies: Alameda Health System, Contra Costa Regional Medical Center, Hazel Hawkins, Salinas Valley Health, Santa Clara Valley Medical Center and San Mateo Medical Center. The Director of Respiratory Care Services classification is approximately 5.74% 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 Director of Respiratory Care Services classification would need to be adjusted by approximately 5.74% at top step in order to align with the labor market average.

OTHER AGENCY INVOLVEMENT:

The Human Resources Department concurs with the recommendations. County Employee Management Association (CEMA) has been notified of the recommendations.

FINANCING:

The salary and benefits increased costs for the current positions (1.0 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$5,672 and then \$10,534 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: 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

J. Anthony Shaheen, M.D., Inc. First Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with J. Anthony Shaheen, M.D., Inc. to provide urology services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of October 1, 2022 to December 31, 2025 and adding \$300,000 for a revised not to exceed amount of \$400,000 in the aggregate; and
- b. Authorize the CEO for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with J. Anthony Shaheen, M.D., Inc. to provide urology services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of October 1, 2022 to December 31, 2025 and adding \$300,000 for a revised not to exceed amount of \$400,000 in the aggregate; and
- b. Authorize the CEO for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.

SUMMARY/DISCUSSION:

NMC must arrange for the professional consultation and treatment for patients who present to the emergency department and hospitalized patients in need of medical care or treatment in urology. NMC to amend its agreement with J. Anthony Shaheen, M.D., Inc., so that Dr. Shaheen, a board-certified urologist, can continue to provide the vital call coverage 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 and the Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

FINANCING:

The cost to this Amendment is \$300,000. The total not to exceed amount of this Agreement is \$400,000 for the period October 1, 2022 to December 31, 2025. \$100,000 is included the Fiscal Year 2023/2024 Adopted Budget. The actual cost is dependent upon Dr. Shaheen's participation in the call schedule. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Wolters Kluwer Health, Inc. 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 (A-14570) with Wolters Kluwer Health, Inc. for web-based Nursing Education subscriptions, licenses, and maintenance support services at NMC, extending the Agreement for an additional two (2) year term (December 10, 2023 through December 9, 2025) for a revised full term of December 10, 2019 through December 9, 2025, and adding \$218,177 for a revised total agreement amount not to exceed \$422,959.

..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 (A-14570) with Wolters Kluwer Health, Inc. for web-based Nursing Education subscriptions, licenses, and maintenance support services at NMC, extending the Agreement for an additional two (2) year term (December 10, 2023 through December 9, 2025) for a revised full term of December 10, 2019 through December 9, 2025, and adding \$218,177 for a revised total agreement amount not to exceed \$422,959.

SUMMARY/DISCUSSION:

Lippincott programs are accepted as expert resources for clinical practice nationwide. Lippincott Procedures is a web-based, go-to source for step-by-step procedure guidelines to assist clinicians with the most current evidence-based practice and procedures. This includes over 1,700 procedures and skills for nursing, respiratory therapy and physical therapy that support safe and standardized delivery of patient care. It is a regulatory requirement that we provide current evidence-based resources for staff.

Lippincott Learning and Blended Learning are online, evidence-based, staff education and competency validation tools. They include 370 plus evidence-based online courses. Some of which offer continuing nursing education credits. The material includes courses developed in partnership with Joint Commission Resources. Courses are easily assigned for training and completion is electronically tracked.

The library includes customizable, evidence-based, online lessons that support instructor led training. These courses will be used in orientation, unit-based clinical practice training, remediation, and validating clinical competency.

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 NMC's Finance Committee and by its Board of Trustees on November 9, 2023.

FINANCING:

The cost for this amendment No. 1 is \$218,177 which \$69,893 is included in the FY 2023-24 Adopted Budget. Amounts for the remaining will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

NMC is dedicated to providing the best possible patient care to the people of Monterey County. It is critical that NMC staff have access to high-quality, evidence-based Nursing Education resources to continue delivering high-quality and safe 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: Lourdes Escolta, Director of Nursing Education, 783-2851

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

Attachments:

Wolters Kluwer Health, Inc. Amendment No. 1

Wolters Kluwer Health, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

David Flemming, M.D. First Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with David Flemming, M.D. to provide urology services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of October 1, 2022 to December 31, 2025 and adding \$300,000 for a revised not to exceed amount of \$400,000 in the aggregate; and
- b. Authorize the CEO for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with David Flemming, M.D. to provide urology services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of October 1, 2022 to December 31, 2025 and adding \$300,000 for a revised not to exceed amount of \$400,000 in the aggregate; and
- b. Authorize the CEO for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.

SUMMARY/DISCUSSION:

NMC must arrange for the professional consultation and treatment for patients who present to the emergency department and hospitalized patients in need of medical care or treatment in urology. NMC to amend its agreement with Dr. Flemming, so that Dr. Flemming, a board-certified urologist, can continue to provide the vital call coverage 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 and the Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

FINANCING:

The cost to this Amendment is \$300,000. The total not to exceed amount of this Agreement is \$400,000 for the period October 1, 2022 to December 31, 2025. \$100,000 is included the Fiscal Year 2023/2024 Adopted Budget. The actual cost is dependent on Dr. Flemming's participation in the call schedule. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Delphine Engel MD Agreement

..Title

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and critical care surgical services for an amount not to exceed \$400,000 for the period January 1, 2024 to December 31, 2025; and
- b. Authorize the CEO or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent 10% (\$40,000) of the original contract amount and do not increase the total contract amount above \$440,000.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and critical care surgical services for an amount not to exceed \$400,000 for the period January 1, 2024 to December 31, 2025; and
- b. Authorize the CEO or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent 10% (\$40,000) of the original contract amount and do not increase the total contract amount above \$440,000.

SUMMARY/DISCUSSION:

Natividad received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires critical care surgeons to be available in-house with a 15 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to maintain a core team of quality surgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit.

Natividad would like to enter into an agreement with Delphine Engel MD, a board-certified fellowship trained trauma surgeon to provide general and critical care surgical services as part of the comprehensive trauma services required for a Level II Trauma Center. Dr. Engel will participate in the on-call panel and will be paid a daily rate for the coverage services, which may increase due to availability and the need for coverage, but the rate of pay for services remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The total cost of this Agreement is \$400,000. The actual cost is contingent upon Dr. Engel's participation in the call panel which may fluctuate based on her availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the trauma services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2023/2024 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement are required for a Level II Trauma Center and 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: Dr. Charles R. Harris, Chief Executive Officer, 783.2551

Attachments:

Agreement

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Marta Zulik MD, Second Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement (A-14537) with Marta Zulik, M.D. to provide pulmonary critical care services, extending the term by twenty-four months (January 1, 2023 to December 31, 2025) for a revised full agreement term of November 1, 2019 to December 31, 2025, but not adding funds to the aggregate not to exceed amount; and
- b. Authorize the CEO or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$40,000) of the original contract amount and do not increase the total contract amount above \$440,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement (A-14537) with Marta Zulik, M.D. to provide pulmonary critical care services, extending the term by twenty-four months (January 1, 2023 to December 31, 2025) for a revised full agreement term of November 1, 2019 to December 31, 2025, but not adding funds to the aggregate not to exceed amount; and
- b. Authorize the CEO or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$40,000) of the original contract amount and do not increase the total contract amount above \$440,000.

SUMMARY/DISCUSSION:

NMC operates a ten (10) bed intensive care unit (ICU) for the care and treatment of hospitalized patients facing life-threatening illness or injury. In order to ensure 24 hour a day coverage of the ICU, it requires a team of critical care employee and independent contractor physicians, known as intensivists. NMC has an agreement with Dr. Zulik, a board certified pulmonary medicine and critical care physician, to cover daily rounding in the ICU from time to time as needed to cover for employed physicians who were not available (e.g., vacation; illness; continuing medical education; etc.). Dr. Zulik also provides outpatient services to patients in the Specialty Clinic. 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 agreement as to fiscal provisions. The amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

FINANCING:

There is no cost for this amendment. The total not to exceed amount of the Agreement is \$400,000 for the period November 1, 2019 to December 31, 2025. \$50,000 is included in the Fiscal Year 2023/2024 Adopted Budget. The remaining balance will be budgeted in subsequent

fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide 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: Dr. Charles R. Harris, Chief Executive Officer, 783.2551

Attachments:

Second Amendment

First Amendment

Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Victoria Chew, M.D. Third Amendment

TITLE:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-14569) with Victoria Chew, M.D. to provide family medicine services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of November 1, 2018 to December 31, 2025, but with no change to the aggregate not to exceed amount of \$400,000; and
- b. Authorize the Chief Executive Officer for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.

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 Third Amendment to the Professional Services Agreement (A-14569) with Victoria Chew, M.D. to provide family medicine services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of November 1, 2018 to December 31, 2025, but with no change to the aggregate not to exceed amount of \$400,000; and
- b. Authorize the Chief Executive Officer for Natividad Medical Center (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 exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.

SUMMARY/DISCUSSION:

Natividad operates Family Medicine Residency Program affiliated with the University of California's San Francisco Medical School with a total of 30 residents that practice in multiple settings including the inpatient labor and delivery unit. It is necessary for the Residency Program to maintain a core team of qualified family medicine physicians made up of employed and independent contractor physicians for patient care and the supervision of its residents. Natividad has an agreement Dr. Chew to provide family medicine services from time to time as needed. Natividad wishes to amend the agreement so that Dr. Chew can continue to provide the same services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

There is no cost to this Amendment. The total not to exceed amount of this agreement is \$400,000 for the period November 1, 2018 to December 31, 2025. \$100,000 is included the Fiscal Year 2023/2024 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Third Amendment
Second Amendment
First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UCSF Pediatric Cardiology Services Fourth Amendment

TITLE:

- a. Authorize the Chief Executive Office for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-14492) with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric cardiology services extending the term by twelve months (January 1, 2024 to December 31, 2024) for a revised full agreement term of January 1, 2018 to December 31, 2024, but with no change to the aggregate not to exceed amount of \$500,000; and
- b. Authorize the CEO 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 contract amount above \$510,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Office for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-14492) with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric cardiology services extending the term by twelve months (January 1, 2024 to December 31, 2024) for a revised full agreement term of January 1, 2018 to December 31, 2024, but with no change to the aggregate not to exceed amount of \$500,000; and
- b. Authorize the CEO 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 contract amount above \$510,000.

SUMMARY/DISCUSSION:

Natividad operates the D'Arrigo Family Specialty Services Outpatient Clinic offering over 15 different specialty care services including pediatric cardiology. NMC has an agreement with UCSF, for which J. Emilio Quezada Liuti, M.D., a board certified pediatric cardiologist, provides outpatient specialty care at least one day per week, thus allowing Monterey County children and their families to remain closer to home for specialized pediatric care. UCSF is paid a daily rate for services which may increase or decrease due to patient volumes. 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:

There is no cost for this amendment. The total not to exceed amount of the Agreement is \$500,000 for the period January 1, 2018 to December 31, 2024. \$50,000 is included in the Fiscal Year 2023/2024 Adopted Budget. 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: Dr. Charles R. Harris, Chief Executive Officer, 783.2551

Attachments:

Fourth Amendment
Third Amendment
Second Amendment
First Amendment
Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Natividad Medical Foundation Agreement

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an amendment to the agreement with Natividad Medical Foundation (NMF) for NMC's specially requested services and for NMF's philanthropic services, defined as "donor cultivation and solicitation" (e.g., The Agricultural Leadership Council) extending the agreement term an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full agreement term January 1, 2020 through December 31, 2025, and adding an amount not to exceed \$1,837,688 for a revised total agreement amount of \$5,144,576.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Natividad Medical Foundation (NMF) for NMC's specially requested services and for NMF's philanthropic services, defined as "donor cultivation and solicitation" (e.g., The Agricultural Leadership Council) extending the agreement term an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full agreement term January 1, 2020 through December 31, 2025, and adding an amount not to exceed \$1,837,688 for a revised total agreement amount of \$5,144,576.

SUMMARY/DISCUSSION:

Natividad Medical Foundation (NMF) philanthropically supports enhancements to Natividad Medical Center (NMC) through capital projects and programs that continually improve the health of the people, including the vulnerable, in Monterey County through coordinated, affordable, high quality health care. Philanthropic services include donor cultivation and solicitation (e.g., The Agricultural Leadership Council); special events; annual giving programs; community outreach in connection with fundraising; preparing and submitting foundation and government grant applications; administering restricted funds and foundation gifts; and major gift planning and fundraising.

NMF will also provide critical services requested by the hospital, including NMC/NMF Joint Community Relations.

In addition, NMF raises philanthropic donations each year to support high quality patient care, such as patient basic needs assistance in close collaboration with hospital social workers to ensure safe discharge from the hospital; a countywide diabetes prevention education program and blood sugar testing supplies for low-income diabetes patients; diversity, equity and inclusion initiatives; free diagnostic mammograms for economically disadvantaged women; assistance for women with cancer; and healing art for the hospital. NMF continues to prepare, secure, and provide fiscal management for government grants and contracts to support Natividad's programs.

In addition, NMF has provided philanthropic support for programs operated at and on behalf of NMC.

This amends an agreement from 2020.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 9, 2023.

FINANCING:

The cost for this agreement is \$1,837,688 of which \$450,000 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:

This agreement is for executive level 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: Charles Harris, MD, Chief Executive Officer, 783-2553

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

Attachments:

Natividad Medical Foundation Scope of Work

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Jose Mario Pauda MD Agreement

TITLE:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Jose Mario Pauda M.D. to provide family medicine services for an amount not to exceed \$300,000 for the period January 1, 2024 to December 31, 2024; and
- b. Authorize the CEO 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% (\$300,000) of the original contract amount and do not increase the total contract amount above \$330,000.

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 Professional Services Agreement with Jose Mario Pauda M.D. to provide family medicine services for an amount not to exceed \$300,000 for the period January 1, 2024 to December 31, 2024; and
- b. Authorize the CEO 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% (\$300,000) of the original contract amount and do not increase the total contract amount above \$330,000.

SUMMARY/DISCUSSION:

NMC operates various outpatient clinics providing care and treatment to patients in Monterey County. NMC would like to enter into an agreement with Dr. Mario Pauda to provide to provide family medicine services in the clinic three to four days a week. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Agreement is \$250,000 for the period January 1, 2024 to December 31, 2024. \$175,000 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: Dr. Charles R. Harris, Chief Executive Officer, 783.2551

Attachments:
Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Central Coast Head & Neck Surgeons, Fourth Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services, modifying the compensation arrangements and extending the term by months (July 1, 2024 to December 31, 2024) to comply with federal guidelines, for a full revised term of July 1, 2016 to December 31, 2024, but with no change to the aggregate not to exceed amount of \$6,000,000; and
- b. Authorize the CEO for NMC or his designee 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% (\$150,000) of the original contract amount and not increase the total contract amount above \$6,150,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services, modifying the compensation arrangements and extending the term by months (July 1, 2024 to December 31, 2024) to comply with federal guidelines, for a full revised term of July 1, 2016 to December 31, 2024, but with no change to the aggregate not to exceed amount of \$6,000,000; and
- b. Authorize the CEO for NMC or his designee 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% (\$150,000) of the original contract amount and not increase the total contract amount above \$6,150,000.

SUMMARY/DISCUSSION:

NMC must arrange for the provision of professional consultation and treatment and facial plastic, oral-maxillofacial, head and neck and dental surgery services of patients who present to the Emergency Department (ED) as required for a Level II Trauma Center. Central Coast Head and Neck Surgeons offers four board certified surgeons to provide 24 hours a day, 7 days a week otolaryngology, also known as ear, nose and throat (ENT), call coverage in the emergency department and audiology services to hospital inpatients and outpatients in the specialty clinic.

NMC would like to amend its agreement with Central Coast Head & Neck Surgeons to make modifications to the compensation arrangements and extend the term an additional six months to comply with federal guidelines for physician contracting. 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 and the Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

FINANCING:

There is no cost to this agreement. The total not to exceed amount of this Agreement is \$6,000,000 for the period July 1, 2016 to December 31, 2024. \$750,000 is included in the Fiscal Year 2023/2024 Adopted Budget and the remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Fourth Amendment
Third Amendment
Second Amendment
First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Precision Orthopedics Agreement

..Title

Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Precision Orthopedics to provide orthopedic services, adding \$2,000,000 for an amount not to exceed amount of \$13,000,000 in the aggregate, but with no change to the original Agreement term for the period April 1, 2021 to March 31, 2024.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Precision Orthopedics to provide orthopedic services, adding \$2,000,000 for an amount not to exceed amount of \$13,000,000 in the aggregate, but with no change to the original Agreement term for the period April 1, 2021 to March 31, 2024.

SUMMARY/DISCUSSION:

NMC must arrange for the provision of professional consultation and treatment of patients who present to the emergency department and outpatient specialty clinic in need of medical care or treatment in general orthopedic surgery and certain subspecialties (e.g. hand, spine and trauma) as required for a Level II Trauma Center.

NMC has an Agreement with Precision Orthopedics, for which board-certified orthopedic surgeons provide exclusive orthopedic services, including 24/7 dedicated emergency department call coverage; full-time orthopedic services in the specialty clinic; medical director services for general administration of the orthopedics department; and a physician liaison to the trauma program. NMC wishes to amend the existing Agreement and add funds due to increased services provided by the group. 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's Finance Committee and Board of Trustees.

FINANCING:

The cost of this Amendment is \$2,000,000. The total not to exceed amount of this Agreement is \$13,000,000 for the period April 1, 2021 to March 31, 2024 (36 months). \$5,000,00 is included in the Fiscal Year 2023/2024 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Second Amendment

First Amendment

Agreement

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey Anesthesia Professionals Second Amendment

..Title

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-15091) with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, extending the term by three months (January 1, 2024 to March 31, 2024) for a revised full agreement term of January 1, 2021 to March 31, 2024 and adding \$2,400,000 for a revised not to exceed amount of \$22,200,000 in the aggregate; and
- b. Authorize the CEO 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 exceed 10% (\$1,200,000) of the original contract amount and not increase the total contract amount above \$23,400,000.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-15091) with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, extending the term by three months (January 1, 2024 to March 31, 2024) for a revised full agreement term of January 1, 2021 to March 31, 2024 and adding \$2,400,000 for a revised not to exceed amount of \$22,200,000 in the aggregate; and
- b. Authorize the CEO 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 exceed 10% (\$1,200,000) of the original contract amount and not increase the total contract amount above \$23,400,000.

SUMMARY/DISCUSSION:

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

Due to increased surgical volumes and the need for increased anesthesia services in the operating rooms, NMC wishes to amend the existing agreement to add funds so that the group can continue to provide these critical anesthesia 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's Finance Committee and Board of Trustees.

FINANCING:

The cost of this amendment is \$2,400,000. The total not to exceed amount of this agreement is \$22,200,000 for the period January 1, 2021 to March 31, 2024. \$7,800,000 is included in the Fiscal Year 2023/2024 Adopted Budget. There is no impact to the General Fund.

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

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

Attachments:

Second Amendment

First Amendment

Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Brainlab Inc. 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 (A-16197) with BrainLab Inc. for a software-based guided neurosurgery system, extending the agreement an additional two (2) year period (March 23, 2024 through March 22, 2026) for a revised full agreement term of March 23, 2022 through March 22, 2026 and adding \$725,263 for a revised total agreement amount not to exceed \$1,054,025.

..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 (A-16197) with BrainLab Inc. for a software-based guided neurosurgery system, extending the agreement an additional two (2) year period (March 23, 2024 through March 22, 2026) for a revised full agreement term of March 23, 2022 through March 22, 2026 and adding \$725,263 for a revised total agreement amount not to exceed \$1,054,025.

SUMMARY/DISCUSSION:

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

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 have also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on November 9, 2023.

FINANCING:

The cost for these rental agreements is \$725,263 of which \$250,000 is included in the Fiscal Year 2023-24 Adopted Budget. Amounts for remaining years of the twelve-month agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

BrainLab Inc. Amendment No. 1

Brainlab Inc. Short Term Rental Agreement

Brainlab, Inc. 12-month Lease Terms and Conditions Agreement

Brainlab Financial Services Master Usage Agreement (MUA)

Brainlab Financial Services Usage Schedule Document

Brainlab Financial Services Certificate of Incumbency and Authority

Brainlab Financial Services Co-Obligor Addendum to MUA

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Databank IMX LLC Amendment No. 8

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 8 to the agreement (A-12677) with Databank IMX for OnBase software maintenance, extending the agreement an additional six (6) month period (January 1, 2024 through June 30, 2024) for a revised full agreement term of January 1, 2015 through June 30, 2024 and adding \$24,431 for a revised total agreement amount not to exceed \$620,776.

..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. 8 to the agreement (A-12677) with Databank IMX for OnBase software maintenance, extending the agreement an additional six (6) month period (January 1, 2024 through June 30, 2024) for a revised full agreement term of January 1, 2015 through June 30, 2024 and adding \$24,431 for a revised total agreement amount not to exceed \$620,776.

SUMMARY/DISCUSSION:

Natividad has had an agreement with Databank IMX since 2015 for the OnBase system to allow for the scanning of documents and records. This agreement includes software to scan, track, and purge data as needed in accordance with the approved Natividad Medical Center, County, State, and Federal Policies. Natividad Medical Center believes the OnBase system to be a valuable asset to its day to day operations.

Natividad Medical Center is requesting to amend the current Agreement to extend the term to cover ongoing system maintenance of the software which will allow Natividad to continue to scan records and information efficiently and in a timely manner for departments within the facility.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 8 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment No. 8 has also been reviewed and approved by Natividad Medical Center's Finance Committee and by its Board of Trustees on November 9, 2023.

FINANCING:

The cost for this amendment No. 8 is \$24,431 of \$24, 431 which is included in the Natividad Fiscal Year 2023-24 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a software system which stores records and information for Natividad Medical Center. The use of this system directly contributes to a more efficient and effective use of resources within the organization. This agreement brings improved technological capabilities and functionality

to Natividad Medical Center, enhancing and strengthening its technological functionality and reliability which fosters a sound, secure and sustainable physical infrastructure.

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

Prepared by: Janine Bouyea, Hospital Assistant Administrator, 783-2701

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

Attachments:

- Databank IMX LLC Amendment No. 8
- Databank IMX LLC Renewal and Amendment No. 7
- Databank IMX LLC Amendment No. 6
- Databank IMX LLC Amendment No. 5
- Databank IMX LLC Amendment No. 4
- Databank IMX LLC Amendment No. 3
- Databank IMX LLC Renewal and Amendment No. 2
- Databank IMX LLC Renewal and Amendment No. 1
- Databank IMX LLC Agreement

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

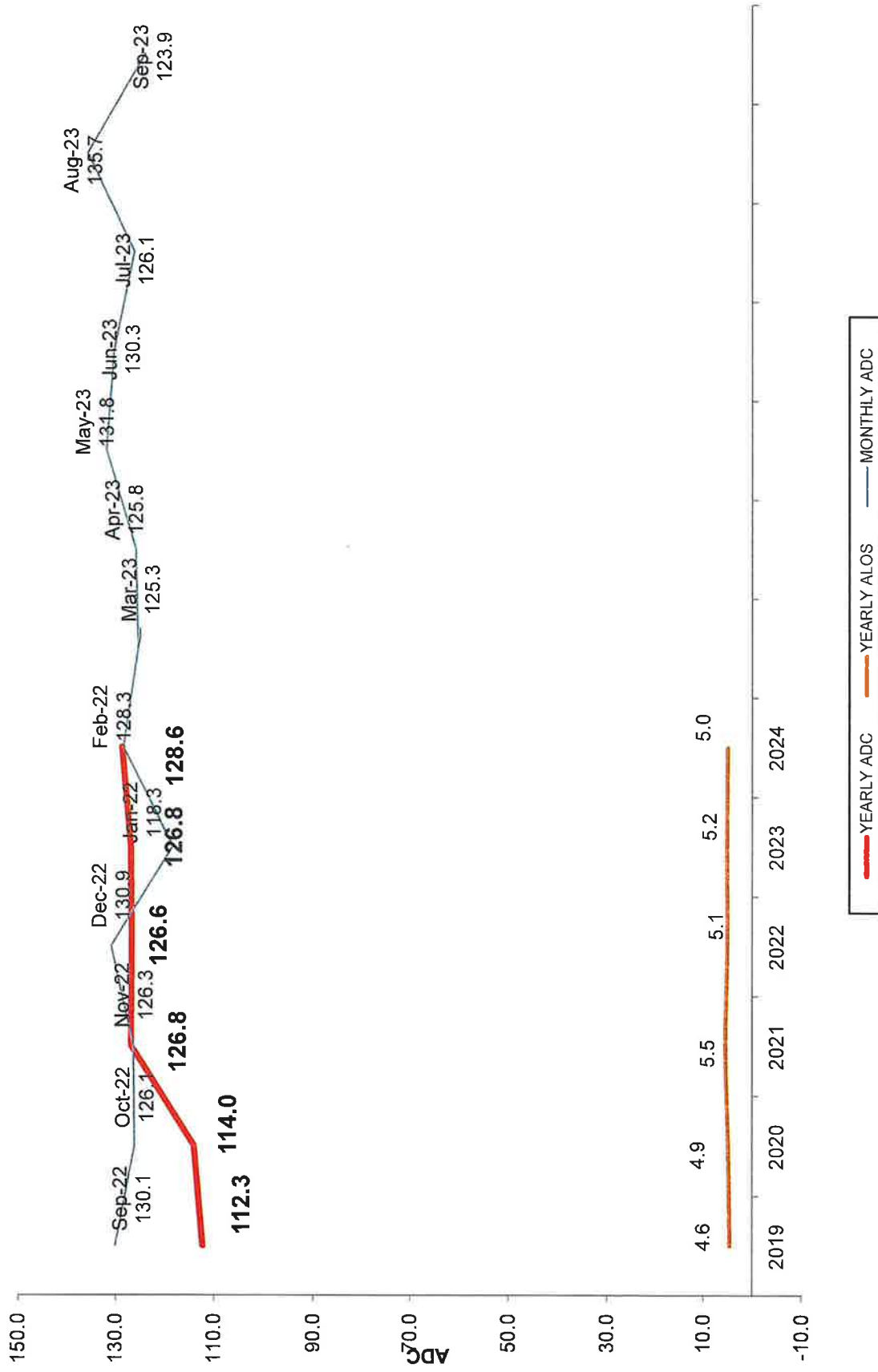
10/17/23

FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

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NATIVIDAD

STATISTICAL REPORT

September 30, 2023

Month-To-Date					Year-To-Date					
07-23	08-23	09-23	Budget			Budget	Current	Prior Yr	%	
					PT DAYS BY SERVICE	STAFFED BEDS	CY/IPY			
1	199	241	190	200	NICU	15	612	630	680	-7.35%
2	1,918	2,198	1,808	1,918	Med/Surg	57	5,882	5,924	5,920	0.07%
3	216	213	164	198	ICU	10	608	593	715	-17.06%
4	48	75	70	103	Peds	12	316	193	250	-22.80%
5	778	754	752	751	Acute Rehab	28	2,303	2,284	2,344	-2.56%
6	318	301	325	289	OB/Gyn	27	886	944	872	8.26%
7	3,477	3,782	3,309	3,459	TOTAL ACUTE	149	10,607	10,568	10,781	-1.98%
8	433	425	407	261	Psychiatric	19	800	1,265	845	49.70%
9	3,910	4,207	3,716	3,720	TOTAL DAYS	168	11,408	11,833	11,626	1.78%
10	298	310	311	290	Nursery	18	891	919	959	-4.17%
AVERAGE DAILY CENSUS										
11	87.1	97.7	85.2	90.3	Acute	121	90.3	90.0	91.7	-1.85%
12	25.1	24.3	25.1	25.0	Acute Rehab	28	25.0	24.8	25.5	-2.75%
13	14.0	13.7	13.6	8.7	Psychiatric	19	8.7	13.8	9.2	50.00%
14	126.1	135.7	123.9	124.0	TOTAL	168	124.0	128.6	126.4	1.74%
15	9.6	10.0	10.4	9.7	Nursery	18	9.7	10.0	10.4	-3.85%
PERCENTAGE OF OCCUPANCY										
16	72.0%	80.7%	70.4%	74.6%	Acute		74.6%	74.4%	75.8%	-1.9%
17	89.6%	86.8%	89.6%	89.3%	Acute Rehab		89.3%	88.6%	91.1%	-2.7%
18	73.7%	72.1%	71.6%	45.8%	Psychiatric		45.8%	72.6%	48.4%	50.0%
19	75.1%	80.8%	73.8%	73.8%	TOTAL		73.8%	76.5%	75.2%	1.7%
20	53.3%	55.6%	57.8%	53.9%	Nursery		53.9%	55.6%	57.8%	-3.8%
ADMISSIONS										
21	668	719	645	621	Acute		1,904	2,032	1,914	6.17%
22	58	57	61	55	Acute Rehab		170	176	173	1.73%
23	48	62	44	42	Psychiatric		128	154	144	6.94%
24	774	838	750	718	TOTAL		2,203	2,362	2,231	5.87%
25	191	199	178	179	Nursery		549	568	584	-2.74%
26	197	207	187	183	Deliveries		561	591	629	-6.04%
DISCHARGES										
27	634	708	635	600	Acute		1,840	1,977	1,858	6.40%
28	60	58	61	56	Acute Rehab		171	179	176	1.70%
29	47	69	40	41	Psychiatric		126	156	143	9.09%
30	741	835	736	697	TOTAL		2,137	2,312	2,177	6.20%
31	170	182	168	167	Nursery		511	520	545	-4.59%
AVERAGE LENGTH OF STAY										
32	5.1	5.0	5.0	5.2	Acute(Hospital wide no babies)		5.2	5.0	5.2	-3.85%
33	13.4	13.2	12.3	13.5	Acute Rehab		13.5	13.0	13.5	-3.70%
34	2.5	2.3	2.7	2.6	OB/Gyn		2.6	2.5	2.5	0.00%
35	9.0	6.9	9.3	6.2	Psychiatric		6.2	8.2	5.9	38.98%
36	1.6	1.6	1.7	1.6	Nursery		1.6	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	4,635	5,190	5,077	4,920	Emergency Room		15,088	14,902	14,776	0.85%
38	436	465	390	391	ER Admits		1,198	1,291	1,618	-20.21%
39	56.3%	55.5%	52.0%	54.4%	ER Admits as a % of Admissions		54.4%	54.7%	72.5%	-24.64%
40	6,088	7,044	6,324	5,825	Clinic Visits		17,863	19,456	18,155	7.17%
ANCILLARY PROCEDURES BILLED										
41	53,213	57,714	54,695	52,568	Lab Tests		161,207	165,622	165,940	-0.19%
42	4,322	4,887	4,298	3,846	Radiology Procedures		11,794	13,507	12,386	9.05%
43	248	257	238	263	MRI Procedures		808	743	734	1.23%
44	55	108	98	103	Nuclear Med Procedures		315	261	354	-26.27%
45	1,252	1,380	1,299	1,198	Ultrasound Procedures		3,674	3,931	3,819	2.93%
46	2,167	2,322	2,110	1,953	CT Scans		5,988	6,599	6,129	7.67%
47	403	500	394	355	Surgeries		1,090	1,297	1,096	18.34%
48	7.46	6.97	7.59	7.56	FTE'S PER AOB		7.56	7.33	7.51	-2.40%
49	1,368.3	1,373.7	1,396.8	1,349.7	TOTAL PAID FTE'S		1,349.7	1,379.6	1,363.4	1.19%
50	5,688	6,106	5,523	5,356	ADJUSTED PATIENT DAYS		16,423	17,322	16,693	3.77%

*ER Admits does not include LDED beginning JUL23.

**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
REVENUE													
Patient Revenue:													
1 Inpatient	75,825,124	81,181,440	75,600,355										232,606,919
2 Pro Fees	4,930,938	5,547,977	6,135,118										16,614,033
3 Outpatient	35,720,170	35,152,144	35,736,950										115,609,265
4 Total Patient Revenue	117,476,232	121,881,561	121,472,423										364,830,216
5 Deductions from revenue													
6 Contractual Deductions	89,537,030	94,105,959	91,652,157										275,295,146
7 Bad Debt	32,434	16,002	100,784										11,787,474
8 Total Contractual Discounts	93,471,819	98,573,214	95,186,807										149,220
9 Net Patient Revenue	24,004,414	27,308,347	26,285,616										287,231,840
10 As a percent of Gross Revenue	20.43%	21.69%	21.64%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	21.27%
11 Total Government Funding	7,172,655	7,172,655	7,733,219										22,078,529
12 Other Operating Revenue:													
13 Rent Income	126,949	118,418	122,684										368,051
14 Interest Income	563,942	563,396	563,942										1,691,280
15 NMF Contribution	60,000	60,000	60,000										180,000
16 Other Income	462,213	475,332	401,705										1,339,251
17 TOTAL REVENUE	32,390,173	35,658,149	35,167,166										103,255,488
EXPENSE													
18 Salaries, Wages & Benefits													
19 Registry	18,420,876	19,260,639	19,435,882										57,117,407
20 Phys/Residents SWB & Contract Fees	1,009,571	965,009	946,882										2,924,462
21 Purchased Services	4,994,554	5,108,351	5,491,514										15,594,519
22 Supplies	3,049,135	3,239,769	3,410,518										9,699,422
23 Insurance	2,811,489	3,204,107	3,085,841										9,101,437
24 Utilities and Telephone	408,031	408,857	408,444										1,225,332
25 Interest Expense	390,173	379,992	430,712										1,200,877
26 Depreciation & Amortization	37,914	37,914	37,914										113,743
27 Other Operating Expense	1,042,305	988,590	1,004,521										3,045,417
28 TOTAL EXPENSE	461,297	681,908	446,204										1,599,410
29 NET INCOME(LOSS)	32,625,344	34,298,137	34,668,544										101,622,025
30 Normalization for Extraordinary Items	(235,172)	1,400,012	468,622										1,633,463
31 State One Time Grant	-	-	-										-
32 Kaiser Settlement	-	-	-										-
33 American Rescue Plan (ARPA) Rural Fund	-	-	-										-
34 Families First C-19 Response	-	-	-										-
35 Total Extraordinary Items	-	-	-										-
36 CAPITAL CONTRIBUTIONS													
37 County Contribution													
38 CHANGE IN NET ASSETS													
39 NET INCOME BEFORE Extraordinary Items	\$ (235,172)	\$ 1,400,012	\$ 468,622	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,633,463

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF SEPTEMBER 30, 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	\$ 75,600,355	\$ 76,442,325	\$ (841,970)	(1.1)	\$ 232,606,919	\$ 234,423,149	\$ (1,816,230)	(0.8)	
2	6,135,118	6,397,163	(262,045)	(4.1)	16,614,033	19,617,987	(3,003,954)	(15.3)	
3	39,736,950	36,414,402	3,322,548	9.1	115,609,265	111,670,806	3,938,459	3.5	
4	121,472,423	119,253,890	2,218,533	1.9	364,830,216	365,711,942	(881,726)	(0.2)	
Deductions from Revenue									
5	91,652,157	91,280,902	(371,255)	(0.4)	275,295,146	279,928,098	4,632,952	1.7	
6	3,433,866	3,029,186	(404,680)	(13.4)	11,787,474	9,289,502	(2,497,972)	(26.9)	
7	100,784	82,082	(18,702)	(22.8)	149,220	251,718	102,498	40.7	
8	95,186,807	94,392,170	(794,637)	(0.8)	287,231,840	289,469,318	2,237,478	0.8	
9	26,285,616	24,861,720	1,423,896	5.7	77,598,377	76,242,624	1,355,753	1.8	
10	21.64%	20.85%			21.27%	20.85%			
As a percent of Gross Revenue									
Total Contractual Discounts									
Net Patient Revenue									
Total Government Funding									
11	7,793,219	6,659,860	1,073,359	16.1	22,078,529	19,979,580	2,098,949	10.51	
Other Operating Revenue:									
12	122,684	126,917	(4,233)	(3.3)	368,051	380,751	(12,700)	(3.3)	
13	563,942	245,833	318,109	129.4	1,691,280	737,499	953,781	129.3	
14	60,000	60,000	-	-	180,000	180,000	0	-	
15	401,705	440,895	(39,190)	(8.9)	1,339,251	1,322,697	16,554	1.3	
16	1,148,331	873,645	274,686	31.4	3,578,582	2,620,947	957,635	36.5	
Total Other Operating Revenue									
17	35,167,166	32,395,225	2,771,941	8.6	103,255,488	98,843,151	4,412,337	4.5	
TOTAL REVENUE									
EXPENSE									
18	19,435,892	18,474,058	(961,834)	(5.2)	57,117,407	56,281,796	(835,611)	(1.5)	
19	946,882	753,517	(193,365)	(25.7)	2,924,462	2,310,783	(613,679)	(26.6)	
20	5,491,614	5,065,960	(425,654)	(8.4)	15,594,519	15,344,698	(249,821)	(1.6)	
21	3,410,518	2,803,563	(606,955)	(21.6)	9,699,422	8,541,701	(1,157,721)	(13.6)	
22	3,085,841	2,700,791	(385,050)	(14.3)	9,101,437	8,282,459	(818,978)	(9.9)	
23	408,444	372,870	(35,574)	(9.5)	1,225,332	1,118,610	(106,722)	(9.5)	
24	430,712	396,828	(33,884)	(8.5)	1,200,877	1,216,938	16,061	1.3	
25	37,914	48,708	10,794	22.2	113,743	149,368	35,625	23.9	
26	1,004,521	1,125,916	121,395	10.8	3,045,417	3,452,818	407,401	11.8	
27	446,204	424,996	(21,208)	(5.0)	1,599,410	1,303,340	(296,070)	(22.7)	
28	34,698,544	32,167,207	(2,531,337)	(7.9)	101,622,025	98,002,511	(3,619,514)	(3.7)	
TOTAL EXPENSE									
NET INCOME(LOSS)									
29	468,622	228,018	240,604	105.5	1,633,463	840,640	792,823	94.3	
CAPITAL CONTRIBUTIONS									
30									
31	-	-	-	-	-	-	-	-	
32	-	-	-	-	-	-	-	-	
33	-	-	-	-	-	-	-	-	
34	\$ 468,622	\$ 228,018	\$ 240,604	105.5	\$ 1,633,463	\$ 840,640	\$ 792,823	94.3	
CHANGE IN NET ASSETS									
County Contribution									
Total									

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

		CURRENT MONTH		YEAR - TO - DATE		% CHG.
		BEGINNING	ENDING	BEGINNING	ENDING	
					INC/(DEC)	
1	\$	147,396,736	\$ 143,616,079	\$ 162,833,635	\$ 143,616,079	(11.8) %
2		30,483,667	29,983,667	30,483,667	29,983,667	(1.6) %
3		43,741,337	48,774,041	40,384,336	48,774,041	20.8
4		70,535,598	77,399,129	52,592,486	77,399,129	47.2
5		5,595,815	5,761,959	5,412,718	5,761,959	6.5
6		5,393,840	5,297,834	4,987,292	5,297,834	6.2
7		303,148,993	310,832,709	296,694,134	310,832,709	4.8
8		358,626,053	359,099,766	357,940,947	359,099,766	0.3
9		(236,540,599)	(237,545,120)	(234,499,704)	(237,545,120)	(1.3)
10		122,085,454	121,554,645	123,441,243	121,554,645	(1.5)
11		216,734,781	216,676,881	220,778,493	216,676,881	(1.9)
12	\$	641,967,228	\$ 649,064,235	\$ 640,913,870	\$ 649,064,235	1.3 %
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						
13		22,550,036	25,969,755	24,660,888	25,969,755	5.3
14		19,886,996	19,754,168	15,778,848	19,754,168	25.2
15		85,634,835	85,134,835	85,508,835	85,134,835	(0.4)
16		4,003,251	4,003,251	4,003,251	4,003,251	-
17		10,988,644	14,864,856	13,093,690	14,864,856	13.5
18		143,043,862	149,726,865	143,045,511	149,726,865	4.7
19		3,056,355	3,001,538	3,165,990	3,001,538	(5.2)
20		-	-	-	-	-
21		17,610,555	17,610,555	17,610,555	17,610,555	-
22		20,666,911	20,612,094	20,776,545	20,612,094	(0.8)
23		477,091,814	477,091,814	462,312,463	477,091,814	3
24		1,164,840	1,633,463	14,779,352	1,633,463	(88.9)
25		478,256,655	478,725,277	477,091,814	478,725,277	0.3
26	\$	641,967,228	\$ 649,064,235	\$ 640,913,870	\$ 649,064,235	1.3 %

**NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 09/30/23**

BALANCE SHEET	<u>Reg. Balance</u>	<u>Accruals</u>	<u>Recias 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	3,699,999		240,122		7,552,884	(11,831,667)	886,220
Hospital Fee	(3)	249,999						249,996
Rate Range IGT-CCAH-	11,664,000	3,499,500						15,163,500
MCMC EPP	14,000,000	3,849,999				6,206,776		24,056,775
MCMC QIP	24,000,000	8,499,999						32,499,999
SB1732	-	699,999					(315,901)	384,098
AB 915	-	955,089						955,089
Medical GME	-	336,139				325,968	(889,146)	(227,038)
Family First-COVID 19	(30,586,737)		30,609,668		125,001		(351,146)	(203,215)
GOVERNMENT RECEIVABLES	20,302,142	21,790,723	30,609,668	240,122	125,001	14,085,629	(13,387,861)	73,765,423
UCSF & TOURO University	-	22,900					(22,900)	-
Miscellaneous Receivable	53,622	267,279					(519,129)	(198,229)
Office Buildings	(43,583)	373,588					(373,588)	(43,583)
Medical HPE	40,955	75,000					(97,974)	17,981
Interest Accrued	-	1,691,826						1,691,826
Accrued Donations	755,683	180,000					(139,689)	795,994
Probation	-	268,144					(206,392)	61,752
Health Department	-	490,876					(182,912)	307,964
Watsonville	1,000,000							1,000,000
OTHER RECEIVABLES	1,806,677	3,369,613	-	-	-	-	(1,542,584)	3,633,706
STATE/COUNTY RECEIVABLES	\$ 22,108,819	\$ 25,160,336	\$ 30,609,668	\$ 240,122	\$ 125,001	\$ 14,085,629	\$ (14,930,445)	\$ 77,399,129

P & L	YTD SEP-23
Medi-Cal DSH /SNCP/PHYS SPA	\$ 3,699,999
Rate Range IGT-CCAH-	3,499,500
Esperanza Care	(625,002)
Family First C-19 Response-FMAP Enhance-	125,001
Medical GME	249,999
HPE	75,000
Hospital Fee	249,999
MCMC EPP	3,849,999
HD Residency Support	(125,001)
MCMC QIP	8,499,999
AB915	955,089
Medicare Bi-Weekly Payment	423,948
CARES Act Fund Aid	500,000
SB 1732	699,999
GOVERNMENT FUNDING INCOME	\$ 22,078,529

NATIVIDAD

STATEMENT OF CASH FLOWS

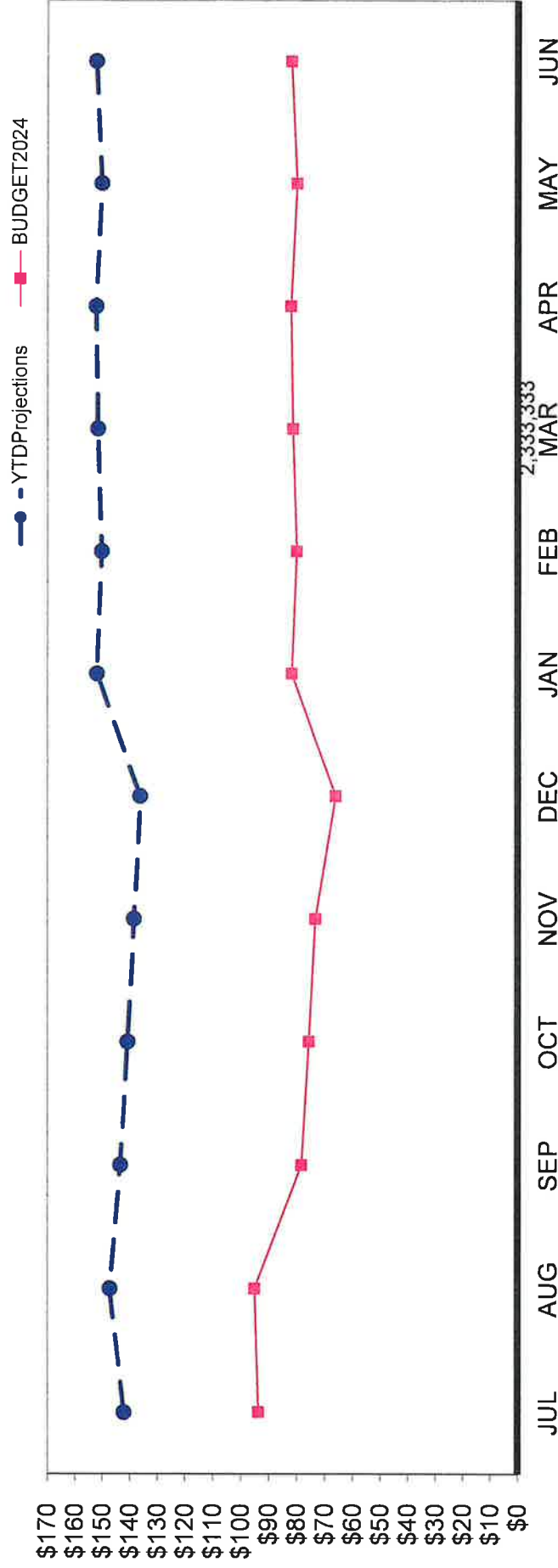
AS OF SEPTEMBER 30, 2023

	CURRENT MONTH		YEAR - TO - DATE
1	\$ 147,396,736	CASH AT BEGINNING OF PERIOD	\$ 162,833,635
2		FROM OPERATIONS:	
3	468,622	NET INCOME/(LOSS)	1,633,463
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	1,004,521	DEPRECIATION/AMORT	\$ 3,045,417
6	1,473,144	SUBTOTAL	4,678,879
7		CHANGES IN WORKING CAPITAL:	
8	(5,032,704)	ACCOUNTS RECEIVABLE	(8,389,705)
	500,000	FUND AID STIMULUS	500,000
9	(6,863,531)	STATE/COUNTY RECEIVABLE	(24,806,643)
10	(70,139)	PREPAID EXPENSE & INVENTORY	(659,783)
11	3,419,719	ACCRUED PAYROLL	1,308,867
12	(132,728)	ACCOUNTS PAYABLE	3,975,320
13	(500,000)	MCARE/MEDICAL LIABILITIES	(373,999)
15	-	SHORT TERM DEBT	0
16	3,896,212	ACCRUED LIABILITIES	1,771,167
17	(4,783,171)	NET (DECREASE)/INCREASE	(26,674,777)
18		CAPITAL ADDITIONS:	
19	(473,712)	PP&E ADDITIONS	(1,158,819)
20	-	NBV OF ASSETS DISPOSED	-
19	-		-
21	(473,712)	TOTAL CAPITAL (Use of Cash)	(1,158,819)
22		FINANCING ACTIVITY:	
23	(54,817)	LONG TERM BOND DEBT	(164,452)
24	57,900	OTHER ASSETS	4,101,612
25	-	INVESTMENTS	-
26	3,083	TOTAL FINANCING	3,937,160
27	(3,780,658)	INC./(DEC.) IN CASH BALANCE	(19,217,557)
28	\$ 143,616,079	CASH BALANCE - END OF PERIOD	\$ 143,616,079

NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2024

	<u>BDGT-24</u>	<u>ESTIMATE FY2024</u>	<u>Variance to Budget</u>
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	-
CARES Act Fund Aid	-	\$ 6,000,000	6,000,000
Medicare Bi-Weekly Payments	1,300,000	\$ 1,300,000	-
Provider Fee	1,000,000	\$ 1,000,000	-
	<u>\$ 79,920,000</u>	<u>\$ 91,920,000</u>	<u>\$ 12,000,000</u>

Cash Flow Performance Fiscal Year 2024 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	142.3	147.4	143.6	141	139	136	152	150	152	152	150	152
BDGT	93.6	95.0	78.2	76	73	66	82	80	81	82	80	82
Variance	48.7	52.4	65.4	65	65	70	70	70	70	70	70	70

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2024

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ESTIMATE OCT	ESTIMATE NOV	ESTIMATE DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	162,833,635	142,308,392	147,388,355	143,606,166	141,002,110	138,683,584	136,433,555	152,195,553	150,399,616	151,800,766	152,412,280	150,305,129	162,833,635
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	21,808,531	26,184,631	22,199,687	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	293,905,089
Provider Fee	-	-	-	-	-	-	-	250,000	250,000	-	-	250,000	1,000,000
RD 16T CCAH	-	-	-	-	-	-	-	-	-	-	-	-	14,000,000
Stimulus - Family First Response COVID19	83,251	83,251	267,896	166,667	-	-	-	-	-	-	-	-	517,813
SHORT DOYLE	-	-	-	420,000	420,000	420,000	420,000	420,000	420,000	420,000	420,000	420,000	3,760,000
HPE	-	-	97,974	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	322,974
Foundation Donations	494,857	40,685	48,272	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	1,143,614
Med Waiver FY 22-23/6PP	-	11,658,646	-	3,700,000	-	-	3,700,000	-	-	3,700,000	-	-	22,758,646
Fund Aid	-	-	500,000	-	-	-	-	-	-	-	-	-	500,000
581732	-	-	315,901	-	-	-	-	-	2,483,478	-	-	-	2,769,379
HEALTH DEPARTMENT RELIMB	-	132,985	-	139,646	139,646	139,646	139,646	139,646	139,646	139,646	139,646	139,646	1,369,797
MCAL GME	388,091	501,055	-	-	-	-	-	-	250,000	-	-	250,000	1,639,146
A6915	-	-	-	-	-	-	-	-	-	-	-	-	3,920,000
Rent Income	23,345	23,345	321,362	123,592	123,592	123,592	123,592	123,592	123,592	123,592	123,592	123,592	1,480,377
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	21,000,000
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	11,950,000
Phys SPA	-	-	173,021	-	-	-	-	-	-	-	-	-	173,021
16T Sub-Fund Transfer In/(Out)	-	6,206,776	-	-	-	-	-	-	-	-	-	-	6,206,776
Fund 404 Transfer	-	897,959	55,034	498,003	900,274	2,099,610	720,692	558,219	854,476	1,206,590	614,476	1,801,004	10,206,335
Interest Income	-	-	-	-	-	737,499	-	-	-	-	-	737,499	2,212,497
Miscellaneous Revenue	269,493	1,398,558	687,981	-	-	-	-	-	-	-	-	-	2,355,031
Total Cash Receipts	22,084,117	47,127,980	24,667,128	33,606,601	30,142,204	32,326,039	47,912,622	30,050,149	33,767,384	34,148,520	29,856,407	38,100,433	402,732,495
CASH DISBURSEMENTS													
Purchased Services and Supplies	15,890,540	8,848,094	9,830,316	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	120,139,411
16T MEDICAL GME	325,968	86,140	-	-	-	-	-	-	-	-	-	-	412,109
GPP CY2022	-	-	-	-	-	-	-	-	-	-	-	-	-
PNPP SFY12-13	-	240,122	-	-	-	-	-	-	-	-	-	-	240,122
16T EPP	-	6,206,776	-	-	-	-	-	-	-	-	-	-	6,206,776
RR 16T CCAH	194,125	-	-	190,159	184,021	190,159	171,752	190,159	190,159	184,021	190,159	184,021	1,668,735
Building Lease / Rental Equipment	-	-	-	4,432,210	-	-	-	-	-	536,790	-	-	4,969,000
COP Principal & Interest Payments	18,088,255	25,042,168	18,110,256	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	249,233,830
Payroll and Benefits	-	-	-	-	-	-	-	-	-	-	-	-	-
Expenses Care	-	-	-	-	-	-	-	-	-	-	-	-	-
COWCAP	4,933,569	21,561	-	-	-	-	-	-	-	-	-	-	4,955,130
Data Processing	1,010,147	-	-	297,516	297,516	297,516	297,516	297,516	297,516	297,516	297,516	297,516	3,687,791
Pension Fund Transfer to County	3,066,755	-	-	-	-	-	-	-	-	-	-	-	3,066,755
Transfer From 451 to 404 & 16T Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenses Fund 404	897,959	55,034	473,712	498,003	900,274	2,099,610	720,692	558,219	854,476	1,206,590	614,476	1,801,004	10,206,335
Capital Expenditures	685,106	685,106	473,712	379,034	685,205	1,598,029	548,524	424,865	650,348	918,345	457,682	1,370,758	8,201,607
Total Cash Disbursements	43,500,390	42,047,927	28,460,318	36,210,657	32,460,750	34,579,048	32,150,625	31,848,086	32,380,234	33,536,996	31,563,568	34,047,033	413,207,601
Increase/(Decrease)	(20,692,243)	5,079,963	(3,762,190)	(2,604,056)	(2,318,546)	(2,250,009)	15,761,997	(1,795,938)	1,401,149	611,524	(2,107,161)	2,053,401	(10,475,106)
Ending Cash Fund 451	142,308,392	147,388,355	143,606,166	141,002,110	138,683,584	136,433,555	152,195,553	150,399,616	151,800,766	152,412,280	150,305,129	152,396,530	152,396,530
(+) Cash In Transit													
(+) Petty Cash and CC	16,984	8,381	9,913	-	-	-	-	-	-	-	-	-	-
Ending Cash as per 6/L	142,325,376	147,396,736	143,616,079	141,002,110	138,683,584	136,433,555	152,195,553	150,399,616	151,800,766	152,412,280	150,305,129	152,356,530	152,356,530
Fund 404													
Beginning Balance	64,093,731	64,093,731	63,195,772	63,140,738	62,642,734	61,742,461	59,642,851	59,622,160	59,363,941	57,509,465	58,302,875	55,688,399	55,688,399
Transfer In from fund 451	-	-	(55,034)	(498,003)	(900,274)	(2,099,610)	(720,692)	(558,219)	(854,476)	(1,206,590)	(614,476)	(1,801,004)	(1,801,004)
Transfer Out from Fund 404	64,093,731	63,195,772	63,140,738	62,642,734	61,742,461	59,642,851	59,622,160	59,363,941	57,509,465	55,688,399	53,887,396	53,887,396	53,887,396
Ending Cash Fund 404	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash Fund 451 & 404	208,407,122	210,584,127	206,746,903	203,644,844	200,426,025	196,076,406	211,117,712	208,763,557	209,310,230	208,715,165	205,993,528	206,245,925	206,245,925

CREDENTIALS REPORT

INITIAL APPOINTMENTS: The following practitioners have applied for initial appointment to the Medical Staff or Allied Health Professional staff. Review and recommendation for staff membership and/or privileges is based on quantitative and qualitative factors such as: current licensure, DEA, professional liability insurance, board certification, continuing education, review of health status, education, training, and current clinical competence, NPDB, litigation history, peer references and current and prior affiliations, etc. Membership and/or privilege requirements are satisfactorily met, unless specified below. <u>Initial appointments will be granted Provisional staff status along with privileges or practice prerogatives for a period not to exceed twenty-four (24) months.</u>					
NAME	SPECIALTY / SERVICE	NOTES	PROCTOR	APPOINTMENT PERIOD	RECOMMEND
DeAugustinis, Karolina, MD	Emergency Medicine / Emergency Medicine		Dr. Burke	11/09/2023 – 11/01/2025	Srv Dir: 09/25/2023
DeAugustinis, Matthew, MD	Emergency Medicine / Emergency Medicine		Dr. Burke	11/09/2023 – 11/01/2025	Srv Dir: 09/25/2023
Engel, Delphine, MD	General Surgery; Trauma Surgery / Surgical Specialties		Dr. Di Stante	11/09/2023 – 11/01/2025	Srv Dir: 09/26/2023
Hasan, Mohamed N., MD	Pediatric Hospitalist / Pediatrics		Dr. Smith	11/09/2023 – 11/01/2025 Temporary Privileges 10/06/2023 – 11/09/2023	Srv Dir: 10/03/2023
Kar, Rahul, MD	Vascular Surgery / Surgical Specialties		Dr. Di Stante	11/09/2023 – 11/01/2025 Temporary Privileges 10/06/2023 – 11/09/2023	Srv Dir: 10/02/2023
Tolentino, Arminda S., MD	Ambulatory Care / Family Medicine		Dr. Nothnagle	11/09/2023 – 11/01/2025 Temporary Privileges 10/20/2023 – 11/09/2023	Srv Dir: 09/13/2023
Zimmer, Barbara M., CRNA	Nurse Anesthetist / Anesthesiology		Dr. Shah	11/09/2023 – 11/01/2025	Srv Dir: 09/25/2023
REAPPOINTMENTS: The following practitioners have applied for reappointment to the Medical or AHP Staff. Review and recommendation for staff membership and/or privileges is based on quantitative and qualitative factors such as: current licensure, DEA, professional liability insurance, board certification, continuing education, review of health status, current clinical competence, NPDB, litigation history, peer references, OPPE, and peer review data. Membership and/or privilege requirements are satisfactorily met, unless specified below. Membership requirements are met, unless specified below. <u>Practitioners will be reappointed to their current staff status, unless specified below, for a period not to exceed 24 months.</u>					
NAME	SPECIALTY / SERVICE	NOTES	STATUS	REAPPOINTMENT PERIOD	RECOMMEND
Alexianu, Maria E., MD	Teleneurology / Medical Specialties		Courtesy	12/01/2023 – 12/01/2025	Srv Dir: 09/26/2023
Bass, Jeffrey H., MD	Emergency Medicine / Emergency Medicine		Active	12/01/2023 – 12/01/2025	Srv Dir: 09/26/2023

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Carpenter, Christopher L., MD	Pediatric Hospitalist / Pediatrics		Active	01/01/2024 – 01/01/2026	Srv Dir: 09/27/2023
Chandler, Peter J., MD	OBGYN / OBGYN		Active	01/01/2024 – 01/01/2026	Srv Dir: 09/29/2023
Coll, Jonathan P., MD	Teleradiology / Radiology		Courtesy	01/01/2024 – 01/01/2026	Srv Dir: 10/04/2023
Cuevas, Maximiliano, MD	OBGYN / OBGYN		Courtesy to Affiliate	12/01/2023 – 12/01/2025	Srv Dir: 10/03/2023
Erlichman, Oren, MD	Anesthesiology / Anesthesiology		Provisional to Active	12/01/2023 – 12/01/2025	Srv Dir: 09/25/2023
Fuchs, Martha M., PA-C	Physician Assistant / Emergency Medicine		Advanced Practice Professional	12/01/2023 – 12/01/2025	Srv Dir: 09/26/2023
Horvath, Susanna E., MD	Teleneurology / Medical Specialties		Courtesy	12/01/2023 – 12/01/2025	Srv Dir: 09/26/2023
Krishna, Gopal G., MD	Nephrology / Medical Specialties		Active	01/01/2024 – 01/01/2026	Srv Dir: 09/28/2023
Kurz, Troy L, MD	Telepsychiatry / Psychiatry		Provisional to Courtesy	12/01/2023 – 12/01/2025	Srv Dir: 10/03/2023
Liem, Caleb, MD	OBGYN / OBGYN		Active	12/01/2023 – 12/01/2025	Srv Dir: 10/03/2023
Lilja, James F., MD	OBGYN / OBGYN		Active	01/01/2024 – 01/01/2026	Srv Dir: 10/03/2023
Lu, Yan, ACNP	Acute Care Nurse Practitioner / Trauma		Advanced Practice Professional	12/01/2023 – 12/01/2025	Srv Dir: 09/27/2023
Moore, Steven V., MD	Orthopedic Surgery / Surgical Specialties		Courtesy to Affiliate	01/01/2024 – 01/01/2026	Srv Dir: 09/28/2023
Moshfeghi, Darius M., MD	Teleophthalmology / Surgical Specialties		Courtesy	12/01/2023 – 12/01/2025	Srv Dir: 09/26/2023
Oswalt, Bridget M., CRNA	Nurse Anesthetist / Anesthesiology		Advanced Practice Professional	12/01/2023 – 12/01/2025	Srv Dir: 09/26/2023
Rever, Barbara L., MD	Nephrology / Medical Specialties		Active	01/01/2024 – 01/01/2026	Srv Dir:
Saft, Amy B., CRNA	Nurse Anesthetist / Anesthesiology		Advanced Practice Professional	12/01/2023 – 12/01/2025	Srv Dir: 09/26/2023
Saisho, Kenji B., MD, DDS	Pediatric Dentistry / Surgical Specialties		Active	12/01/2023 – 12/01/2025	Srv Dir: 09/26/2023
Smith, Sarah E., DO	Pediatric Hospitalist / Pediatrics		Active	01/01/2024 – 01/01/2026	Srv Dir: 09/29/2023
Telesco, Charles G., PA-C	Physician Assistant / Emergency Medicine		Advanced Practice Professional	01/01/2024 – 01/01/2026	Srv Dir: 09/27/2023
Ventura, Alicia C., MD	Family Medicine with Obstetrics / Family Medicine		Active	01/01/2024 – 01/01/2026	Srv Dir: 09/27/2023
Zulik, Marta, MD	Pulmonary Disease / Medical Specialties			12/01/2023 – 12/01/2025	Srv Dir: 09/29/2023
RELEASE FROM PROCTORING: The following practitioners have completed their basic and/or advanced procedure proctoring requirements.					
NAME	SPECIALTY	SERVICE	REASON	RECOMMEND	
Acosta, Marleny M., MD	Family Medicine Obstetrical Fellow	Family Medicine	Obstetrical Core	Acknowledge	
Cobb, Katie J., PA-C	Physician Assistant	Emergency Medicine	Physician Assistant in the ED Core	Acknowledge	
Doherty, Theodore B., DO	Emergency Medicine	Emergency Medicine	Emergency Room Limited Focused Ultrasound, Trauma	Acknowledge	
Graham, Kyle A., MD	OBGYN	OBGYN	VBAC proctor release (effective 5/13/22)	Acknowledge	

Guendel, Alexander M., MD	Emergency Medicine	Emergency Medicine	Emergency Medicine	Emergency Room Limited Focused Ultrasound; Trauma, Procedural Sedation; ED Core	Acknowledge
Haberlach, Marissa J., DO	Emergency Medicine	Emergency Medicine	Emergency Medicine	Emergency Medicine Core; Procedural Sedation; Trauma	Acknowledge
Kurz, Troy L, MD	Telepsychiatry	Psychiatry	Telepsychiatry	Telepsychiatry Core	Acknowledge
Leone, Mariana, MD	Family Medicine Obstetrical Fellow	Family Medicine	Family Medicine	Newborn Core	Acknowledge
Logono, Alex, MD	Family Medicine Hospitalist	Family Medicine	Family Medicine	Adolescent and Adult Core	Acknowledge
McCray, Shelby A., FNP-BC	Family Nurse Practitioner	Emergency Medicine	Emergency Medicine	Moderate sedation	Acknowledge
Sadeque, Jafreen, MD	Family Medicine Obstetrical Fellow	Family Medicine	Family Medicine	Obstetrical Core	Acknowledge
CHANGES IN STAFF STATUS OUTSIDE OF REAPPOINTMENT: The following practitioner's category or status were changed as described.					
NAME	SPECIALTY	SERVICE	CURRENT / NEXT STATUS / REASON	EFFECTIVE DATE	RECOMMEND
Dean, Julianne S., DO	Hospice and Palliative Medicine	Medical Specialties	Provisional < Suspended / Expired Medical License	10/02/2023	Acknowledge
Dean, Julianne S., DO	Hospice and Palliative Medicine	Medical Specialties	Suspended < Provisional / Medical License Renewed	10/05/2023	Acknowledge
Jaramillo, Ericka G., MD	Family Medicine with Obstetrics	Family Medicine	OB Fellow < Provisional	08/25/2023	Acknowledge
LOCUMS TENENS/TEMPORARY PRIVILEGES: The following practitioner(s) were granted Temporary privileges.					
NAME	SPECIALTY	SERVICE	REASON	TIMEFRAME	RECOMMEND
Hastings, Chelsea, DO	Pediatric Hospitalist	Pediatrics	A currently privileges practitioner will be absent from the organization and someone is needed to cover the associated patients during the absence (commonly termed locum tenens)	10/02/2023 – 01/30/2024	Acknowledge
REQUESTS TO ADD OR AMEND PRIVILEGES: The following practitioners have requested additional privileges and have completed additional training and/or have otherwise met the privilege criteria. Approved privileges shall be granted for the remainder of the current appointment period.					
NAME	SPECIALTY	SERVICE	PRIVILEGE(S) CHANGES	PROCTOR	RECOMMEND
Conner, Grant R., MD	Otolaryngology	Surgical Specialties	DROP: Procedural Sedation	Dr. Di Stante	Acknowledge
Jordan, Adrian E., MD	Family Medicine	Family Medicine	ADD: Central lines	Dr. Nothnagle	Acknowledge
Phillips, Jeanne V., MD	Cardiology	Medical Specialties	DROP: Procedural Sedation	Dr. Medawar	Acknowledge
RESIGNATIONS: The following practitioners have voluntarily resigned their staff membership and privileges or AHP status. Practitioners were in good standing with the Medical Staff of Natividad at the time of the resignation, unless specified below.					
NAME	SPECIALTY	SERVICE	REASON	EFFECTIVE DATE	RECOMMEND
Houssayni, Sarah I, MD	Pediatric Hospitalist	Pediatrics	Voluntary Resignation	02/01/2024	Acknowledge
Nguyen, Christine T., MD	Family Medicine Obstetrical Fellow	Family Medicine	Voluntary Resignation	10/31/2023	Acknowledge
Osborne, Chrystie M., AGACNP	Acute Care Nurse Practitioner	Trauma	Failure to Reappoint	01/01/2024	Acknowledge
Shou, Jason, MD	Teleradiology	Radiology	Voluntary Resignation	01/01/2024	Acknowledge

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Smith, Alan H., DPM	Podiatry	Surgical Specialties	Retired	12/18/2023	Acknowledge
Smith, Neil A., DO	Psychiatry	Psychiatry	Voluntary Resignation	09/18/2023	Acknowledge
Nurse Practitioner (TNP) Teaching /Training: The following NP meet the qualifications and request to participate in the Advanced procedure Teaching / Training, MSP008-4, MSP008-5					
NAME	SPECIALTY / SERVICE		PROCEDURE		RECOMMEND
None					Acknowledge
RELEASE FROM ADVANCED PROCEDURE TEACHING / TRAINING: The following practitioners have completed their advanced procedure teaching/training requirements in the following privileges as per MSP008-4. They are eligible to apply for these privileges.					
NAME	SPECIALTY	SERVICE	REASON		RECOMMEND
None					
Emergency Medicine Physician Assistant, Nurse Practitioner ADVANCED PROCEDURE TEACHING AND TRAINING: The following meet the qualifications and request to participate in the Advanced procedure Teaching / Training, MSP008-6					
NAME			PROCEDURE		RECOMMEND
None					



PROPOSED
NMC Board of Trustees Meeting
2024 Meeting Dates

Natividad Room
1st Floor, Building 200
1441 Constitution Blvd. Salinas, CA 93906

Regular Board of Trustees Committee meetings take place the second Friday monthly at 9:00 am in the Natividad Room, and via Zoom and Teleconference, unless otherwise notified. All cancellations and Special meetings scheduled are subject to Brown Act.

Friday, January 12th

Friday, February 9th

Friday, March 8th

Friday, April 12th

Friday, May 10th

Friday, June 14th

Friday, July 19th

Friday, August 9th

Friday, September 13th

Friday, October 11th

Friday, November 8th

December: NO MEETING