



# **Finance Committee Meeting 2024**

**May 10, 2024**



## **Finance Committee Meeting**

**Friday, May 10, 2024**

**8:30 AM**

**NATIVIDAD ROOM**

**1ST FLOOR, BUILDING 200**

### **AGENDA**

#### **Participation in meetings**

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

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

**+1 971 247 1195 US (Portland)**

**+1 253 215 8782 US (Tacoma)**

**+1 346 248 7799 US (Houston)**

**+1 602 753 0140 US (Phoenix)**

**+1 720 928 9299 US (Denver)**

**Enter the Meeting ID number: 961 7495 4866 when prompted. You will then enter the Password: 590310 when prompted.**

**Or, to attend the Finance Committee meeting by Zoom computer audio at:**

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

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

- 1. Submit your comments in writing via email to the Natividad Finance Committee at [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, please indicate in the subject line the Committee date and agenda number. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record at the Committee meeting.**

**Or**

- 2. You may make public comment by joining through ZOOM at one of the phone numbers or clicking the ZOOM link above. You will be placed in the meeting as an attendee; when you are ready to make a public comment if joined by computer audio, please select the "Raise your Hand" option on the Zoom screen; and by phone please push #9 on your keypad.**

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

**TO ADDRESS THE COMMITTEE ON A SPECIFIC ITEM ON THE AGENDA:** When the Chair calls for public comment on a specific agenda item, the Secretary of the Committee or his or her designee will first ascertain who wants to testify (among those who are in the meeting telephonically) and will then call on speakers one at a time. Public speakers will be broadcast in audio form only. If members of the public want to present documents/Power Point presentations while speaking, they should submit the document by 2:00 p.m. on Thursday before the meeting at [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) (If submitted after that deadline, staff will make best efforts, but cannot guarantee, to make it available to present at the Committee meeting.)

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

**REASONABLE ACCOMMODATIONS; MODIFICATIONS:** Individuals with disabilities who desire to request a reasonable accommodation or modification to observe or participate in the meeting may make such request by sending an email to [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com). The request should be made no later than noon on the Wednesday prior to the Committee meeting in order to provide time for Natividad to address the request.

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

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

**Call to Order**

**Marcia Atkinson, Chair**

**Roll Call**

**Agenda Additions/Corrections**

**Noemi Breig**

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

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

**Approval of Minutes**

1. Approve the Minutes of April 12, 2024 Finance Committee. *Pages 7-12*

## Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 13-42*

## Scheduled Items/Discussion Items

3. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
  - a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Anesthesia Professionals (MAP), pursuant to the Request for Proposal (RFP) #9600-87 for Anesthesia Services, with an Agreement term of June 1, 2024 through May 31, 2027 for an amount not to exceed \$22,000,000.
  - 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 10% (\$2,200,000) of the original contract amount and do not increase the total contract amount above \$24,200,000. *Pages 43-44 (Jeanne-Ann Balza)*
4. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Chief Executive Officer (“CEO”) for Natividad Medical Center (NMC) or his designee to execute amendment No. 11 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and amendment No. 12 to the agreements with Staff Care, Inc. (A-12897) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, with no change to the agreement term of August 1, 2015 through June 30, 2024 and with an increase of \$1,500,000 to the total aggregate liability for all agreements awarded for a revised total aggregate amount not to exceed \$14,000,000 *Pages 45-46 (Jeanne-Ann Balza)*
5. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
  - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$5,000,000 with an agreement term July 1, 2024, through June 30, 2029.
  - 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% (\$500,000) of the original cost of the agreement per each amendment, for total contract liability of (\$5,500,000). *Pages 47-48 (Nancy Buscher)*
6. Receive and Approve March 2024 Financial Report. *Pages 49-61*

**Daniel Leon, CFO**

## Adjournment

**NEXT FINANCE COMMITTEE MEETING  
FRIDAY, JUNE 14, 2024 AT 8:30 A.M.  
NATIVIDAD ROOM  
1<sup>ST</sup> Floor, Building 200**

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



**Finance Committee Meeting  
Friday, May 10, 2024  
Consent Items**

**Attachment A**

<p><b>1.</b> <i>Pages 13-14</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Quinn Company d/b/a Quinn Power Systems for maintenance of generators and automatic transfer switch services at NMC for an amount not to exceed \$250,000 with an agreement term July 1, 2024 through June 30, 2027.</p> <p>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% (\$25,000) of the original cost of the agreement per each amendment, for total contract liability of (\$275,000).</p> <p>c. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the agreement.</p>
<p><b>2.</b> <i>Pages 15-16</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Gaumard Scientific for training, installation, and preventative maintenance services to the neonatal simulators at NMC for an amount not to exceed \$11,095 with an agreement term July 1, 2024 through June 30, 2026.</p> <p>b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the agreement.</p>
<p><b>3.</b> <i>Pages 17-18</i></p>	<p>a. Authorize the County Counsel to execute renewal and amendment No. 5 to the agreement (A-13923) with Best Best &amp; Krieger, LLP for specialized attorney services, extending the term an additional two (2) year period through April 30, 2026 for a total revised term of May 1, 2017 through April 30, 2026, with no change to the total agreement amount of \$465,000; and</p> <p>b. Authorize the County Counsel to execute up to one (1) future amendment that does not exceed 10% (\$8,000) of the original Agreement amount, does not significantly alter the scope of work, and does not exceed a revised maximum amount of \$473,000.</p>
<p><b>4.</b> <i>Pages 19-20</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14393) with Total Renal Care, Inc. for acute dialysis services, with no change to the agreement term July 1, 2019, through June 30, 2024, and adding \$900,000 for a revised total agreement amount not to exceed \$5,675,957.</p>
<p><b>5.</b> <i>Pages 21-22</i></p>	<p>Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute an Amendment No. 3 to Agreement with Hooper, Lundy &amp; Bookman PC, for legal services with respect to healthcare matters, adding \$300,000 for a revised contract amount of \$1,900,000, with no change to the full term of July 1, 2018, through June 30, 2025.</p>
<p><b>6.</b> <i>Pages 23-24</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 8 to the agreement (A-13298) with Net Health Systems, Inc. to add funds to the software licensing agreement for physical therapy outpatient, scheduling, home exercise, analytics (ReDoc xFit) and Agility packages, adding \$16,216 for a revised total Agreement amount not to exceed \$598,829, with no change to the agreement term of August 31, 2016 through November 30, 2024.</p>

<p><b>7.</b> <i>Pages 25-26</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for medical equipment pricing analysis services plus associated consulting services, extending the agreement an additional one (1) year period (retroactive to January 3, 2024 through January 2, 2025) for a revised full agreement term of January 3, 2018 through January 2, 2025, and adding \$26,352 for a revised total agreement amount not to exceed \$196,437.</p>
<p><b>8.</b> <i>Pages 27-28</i></p>	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Manager of Diagnostic Imaging Services classification as indicated in Attachment A effective June 1, 2024; and b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
<p><b>9.</b> <i>Pages 29-30</i></p>	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Patient Financial Services Director classification as indicated in Attachment A effective June 1, 2024; and b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
<p><b>10.</b> <i>Pages 31-32</i></p>	<p>a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to retitle the classification of Hospital Communications Operator II to Hospital Communications Operator and to adjust the salary range as indicated in Attachment A effective June 1, 2024; b. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendix A to adjust the salary range of the Hospital Supervising Communications Operator classification as indicated in Attachment A effective June 1, 2024; c. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendix A and B to abolish the classification of Hospital Communications Operator I as indicated in Attachment A; and d. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
<p><b>11.</b> <i>Pages 33-34</i></p>	<p>a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Trauma Registrar with the salary range as indicated in Attachment A effective June 1, 2024; and b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
<p><b>12.</b> <i>Pages 35-36</i></p>	<p>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 Monterey Bay Radiology Associates to provide radiology services for the period July 1, 2024 to June 30, 2027 for an amount not to exceed \$15,300,000; 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 exceed 10% (\$1,530,000) of the original contract amount and do not increase the total contract amount above \$16,830,000.</p>
<p><b>13.</b> <i>Pages 37-38</i></p>	<p>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 (A-15243) with CEP America-Psychiatry, PC, a California professional corporation dba Vituity to provide psychiatry services, extending the term by thirty-six (36) months (June 1, 2024 to May 31, 2027) for a revised full agreement term June 1, 2021 to May 31, 2027 and adding \$10,400,000 for a revised amount not to exceed \$18,636,050 in the aggregate; and b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this</p>



	<p>Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$823,605) of the original contract amount and do not increase the total contract amount above \$19,459,655.</p>
<p><b>14.</b> <i>Pages 39-40</i></p>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad or his designee to execute a master agreement with Data Innovations LLC for laboratory middleware software SD2 maintenance and support, for an amount not to exceed \$43,411 with an agreement term May 21, 2024 through May 20, 2025.</li> <li>b. Approve the NMC’s Chief Executive Officer’s recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.</li> </ul>
<p><b>15.</b> <i>Pages 41-42</i></p>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-15373) with The Regents of the University of California, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 1, 2021 to June 30, 2026, with no change to the previously approved total not to exceed amount of \$433,520 in the aggregate; and</li> <li>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% (\$23,352) of the original contract amount and increase the total contract amount above \$456,872.</li> </ul>



## **Finance Committee Meeting**

**Friday, April 12, 2024**

**8:30 AM**

**NATIVIDAD ROOM**

**1ST FLOOR, BUILDING 200**

**MINUTES**

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**Board Members:** Dr. Charles Harris, Dr. Marc Tunzi, Mitch Winick

**Absent:** Marcia Atkinson

**NMC Staff/County:** Andrea Rosenberg, Nancy Buscher, Ari Entin, Jeanne-Ann Balza, Cher Krause, Dr. Craig Walls, Diana Vasquez

**Call to Order**

**Mitch Winick, Chair**

**Roll Call**

*Present*

*Dr. Marc Tunzi*

*Dr. Charles Harris  
Mitch Winick*

*Absent*

*Marcia Atkinson*

**Agenda Additions/Corrections**

**Noemi Breig**

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

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

**Approval of Minutes**

1. Approve the Minutes of March 8, 2024 Finance Committee.

***MOTION:*** *Motion to approve the minutes of March 8, 2024, Finance Committee Meeting moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved unanimously.*

**Consent Items**

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

***MOTION:*** *Motion to approve Consent Item 2 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 17, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi and approved unanimously.*

**Scheduled Items/Discussion Items**

3. Receive and Approve February 2024 Financial Report.

**Daniel Leon, CFO**

***MOTION:*** *Motion to accept the February 2024 Financial Report moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved unanimously.*

**Adjournment at 8:47 AM**

*Recorded by Noemi Breig*



**Finance Committee Meeting**  
**Friday, April 12, 2024**  
**Consent Items**  
**MINUTES**  
**Attachment A**

<b>1.</b>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14059) with Waltz Creative LLC for marketing and graphic design services, extending the agreement an additional one (1) year period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2018 through July 31, 2025, and adding \$225,000 for a revised total agreement amount not to exceed \$1,850,000.</p>
<b>2.</b>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Gallagher Benefit Services Inc for Classification and Base Compensation Study services at NMC for an amount not to exceed \$50,000 with an agreement term April 1, 2024 through March 31, 2025.</li> <li>b. Approve the NMC’s Chief Executive Officer’s recommendation to accept non-standard indemnification, insurance, limitations on liability, other insurance requirements, County records and limitations on damages provisions within the agreement.</li> <li>c. 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% (\$5,000) of the original cost of the agreement per each amendment, for total contract liability of (\$65,000).</li> </ul>
<b>3.</b>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Agreement (A-14274) with Visual Net Design (VND) for website update and web hosting services at NMC; adding \$100,000 to the payable amount for a revised total Agreement amount not to exceed \$522,880, and no change to the scope of work or the Agreement term (May 1, 2018 through April 30, 2025).</p>
<b>4.</b>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with CortiCare, Inc. for remote monitoring of electroencephalograms (EEG) services at NMC’s Cardiopulmonary and Neuro-diagnostic department; extending the Agreement an additional one (1) year period (April 20, 2025 through April 19, 2026) for a revised full Agreement term of April 20, 2022 through April 19, 2026, and adding \$250,000 for a revised total Agreement amount not to exceed \$450,000.</li> <li>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to (3) future amendments which do not significantly alter the scope of work and each of which does not exceed 10% (\$10,000) of the original cost of the Agreement, for a revised total agreement amount not to exceed \$480,000.</li> </ul>
<b>5.</b>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Pinnacle Healthcare Consulting LLC for physician fair market value analysis and consulting services, extending the agreement an additional two (2) year period (January 1, 2025 through December 31, 2026) for a revised full agreement term of January 1, 2022 through December 31, 2026, and adding \$350,000 for a revised total agreement amount not to exceed \$550,000.</p>

6.	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-16600) with Jackson Physician Search, LLC for recruitment and placement of physician services, extending the agreement an additional two (2) year period (October 1, 2024 through September 30, 2026) for a revised full agreement term of October 1, 2022 through September 30, 2026, and adding \$600,000 for a revised total agreement amount not to exceed \$900,000.</p> <p>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% (\$10,000) of the original cost of the agreement per each amendment, for total contract liability of (\$910,000).</p>
7.	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Utilization Management Coordinator classification as indicated in Attachment A effective May 4, 2024; and</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
8.	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Medical Unit Clerk classification as indicated in Attachment A effective May 4, 2024; and</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
9.	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Pharmacy Informaticist classification as indicated in Attachment A effective May 4, 2024; and</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
10.	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Laboratory Informaticist classification as indicated in Attachment A effective May 4, 2024; and</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
11.	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Cardiac Sonographer-Per Diem, Clinical Laboratory Scientist-Per Diem, Nuclear Medicine Technologist-Per Diem, Nurse Practitioner III-Per Diem, Occupational Therapist-Per Diem, Pharmacist-Per Diem, Physical Therapist-Per Diem, Radiologic Technologist-Per Diem, Respiratory Care Practitioner-Per Diem, Sonographer-Per Diem and Surgical Technician-Per Diem classifications as indicated in Attachment A effective May 4, 2024; and</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
12.	<p>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-14387) with Thai Lan N Tran MD Inc. to provide general and critical care surgical services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of June 1, 2019 to June 30, 2026 and adding \$1,000,000 for a revised not to exceed amount of \$2,165,000 in the aggregate; and</p> <p>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 10% (\$65,000) of the original contract amount and do not increase the total contract amount above \$2,230,000.</p>

13.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 4 to the Agreement (A-15495) with Huffmaster Crisis Response, Inc. for nurse and allied professional staffing services in the event of an emergent staffing crisis at NMC, to add \$40,000 for a revised total agreement amount not to exceed \$5,941,988, until the conclusion of the staffing need.
14.	Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute renewal & amendment No. 5 to the agreement (A-13817) with CALSTAR Air Medical Services LLC, for patient transfer coordination and facilitation services, extending the agreement an additional five (5) year period (February 28, 2023 through February 27, 2028) for a revised full agreement term of December 15, 2014 through February 27, 2028, and adding \$750,000 for a revised total agreement amount not to exceed \$1,585,000.
15.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14931) with The Center for Case Management for interim leadership, consulting, and subject matter expert services, extending the agreement an additional one (1) year period (August 18, 2025 through August 17, 2026) for a revised full agreement term of August 18, 2020 through August 17, 2026, and adding \$100,000 for a revised total agreement amount not to exceed \$500,000.
16.	<p>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-14417) with Boris H. Borazjani MD, Inc. to provide acute care surgical services, extending the term by twelve months (July 1, 2025 to June 30, 2026) for a revised full agreement term of July 1, 2019 to June 30, 2026, but with no change to the aggregate not to exceed amount of \$1,100,000; and</p> <p>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 10% (\$50,000) of the original contract amount of the original contract amount and do not increase the total contract amount above \$1,150,000.</p>
17.	Dissolve the Natividad Board of Trustees (BOT) ad hoc committee (“Committee”) on exploring options for Natividad to affiliate with one or more healthcare provider entities.

**MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**Quinn Company dba Quinn Power Systems**

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

**..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Quinn Company d/b/a Quinn Power Systems for maintenance of generators and automatic transfer switch services at NMC for an amount not to exceed \$250,000 with an agreement term July 1, 2024 through June 30, 2027.
- 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% (\$25,000) of the original cost of the agreement per each amendment, for total contract liability of (\$275,000).
- c. Approve the NMC’s Chief Executive Officer’s recommendation to accept non-standard indemnification provisions within the agreement.

**..Report**

**RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Quinn Company d/b/a Quinn Power Systems for maintenance of generators and automatic transfer switch services at NMC for an amount not to exceed \$250,000 with an agreement term July 1, 2024 through June 30, 2027.
- 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% (\$25,000) of the original cost of the agreement per each amendment, for total contract liability of (\$275,000).
- c. Approve the NMC’s Chief Executive Officer’s recommendation to accept non-standard indemnification provisions within the agreement.

**SUMMARY/DISCUSSION:**

Natividad Medical Center owns multiple Caterpillar Diesel Emergency Generators which require routine preventive maintenance and testing. Quinn Power Systems has the ability, resources, and certified staff to provide emergency generator and automatic transfer switch preventative maintenance and testing on Natividad’s emergency power systems.

NFPA 99 and the Life Safety Code require hospitals to provide reliable emergency electrical power to alarm systems, exit routes, emergency communication systems, elevators, and all equipment that could cause patient harm when it fails. By complying with this standard, healthcare facilities can reduce the risk of fire, explosion, and other hazards, and ensure the safety of patients, staff, and visitors. In addition, the Joint Commission requires that monthly emergency generator tests are conducted with a dynamic load that is at least thirty percent of the nameplate rating of the generator or meets the manufacturer's recommended prime movers’ exhaust gas temperature. If and or when the hospital does not meet the requirements previously mentioned they must test each emergency generator using supplemental (dynamic or static) loads of twenty-five percent of the nameplate rating for thirty minutes, followed by fifty percent of the nameplate rating for thirty minutes, and finally seventy-five percent of the nameplate rating for sixty minutes all in total of 2 continuous hours.



Lastly, the hospital must test the generators every 36 months at thirty percent of the nameplate rating of the generator under dynamic or static load for a minimum of 4 continuous hours. In addition, generator maintenance and testing of the automatic transfer switches are required to be maintained in operating condition to provide automatic restoration of power for emergency circuits within ten seconds after normal power failure. These services help to assure the health and safety of our patients and enable Natividad Medical Center to remain compliant and up to code.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees on May 10, 2024.

**FINANCING:**

The cost for this agreement is \$250,000 of which \$50,000 is included in the FY 2024-25 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered in this agreement provide Natividad Medical Center with the additional support it needs to be able to provide reliable and quality patient care which will improve the health and quality of life for patients, their families, and the community. This agreement allows patients and visitors to feel safe knowing that their environment is being maintained at the highest level possible.

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

Prepared by: Felipe Enriquez, Director of Engineering & Safety, 783-2614

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

Attachments:

Quinn Company dba Quinn Power Systems Agreement

Attachments on file with the Clerk of the Board

**MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**Gaumard Scientific Agreement**

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

**..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Gaumard Scientific for training, installation, and preventative maintenance services to the neonatal simulators at NMC for an amount not to exceed \$11,095 with an agreement term July 1, 2024 through June 30, 2026.
- b. Approve the NMC’s Chief Executive Officer’s recommendation to accept non-standard indemnification provisions within the agreement.

**..Report**

**RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Gaumard Scientific for training, installation, and preventative maintenance services to the neonatal simulators at NMC for an amount not to exceed \$11,095 with an agreement term July 1, 2024 through June 30, 2026.
- b. Approve the NMC’s Chief Executive Officer’s recommendation to accept non-standard indemnification provisions within the agreement.

**SUMMARY/DISCUSSION:**

Our primary goal at Natividad Medical Center is to provide high quality and safe patient care. One of the ways we achieve this at Natividad Medical Center is to promote ongoing professional staff development through various teaching modalities such as continuing education and simulation-based learning activities. The Natividad Simulation Lab needs to upgrade to an untethered neonatal simulator manikin, manufactured by Gaumard Scientific, in order to allow staff to practice neonatal resuscitation on the clinical units with multidisciplinary teams who would normally be working together to simulate real-life resuscitation scenarios. The technology from this new neonatal simulator manikin will improve the realism of simulation-learning activities for emergency medical response and other rescue interventions. The wireless capability of the manikin will provide flexibility in running simulation scenarios at the bedside, given that it can be programmed to provide for a very realistic full-body patient presentation that is specifically helpful for healthcare professionals to practice and master a specific task or skill in a safe learning environment.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees on May 10, 2024.

**FINANCING:**

The cost for this agreement is \$11,095 which is included in the FY 2024-25 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 is dedicated to the people of Monterey County to provide the best possible care to each patient. It is critical that resources are available for staff's professional development in order to maintain high quality and safe patient care.

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

Prepared by: Maria Lourdes Escolta, Director of Nursing Education, 783-2851

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

Attachments:

Gaumard Scientific Agreement

Attachments on file with the Clerk of the Board

**..Title**

- a. Authorize the County Counsel to execute renewal and amendment No. 5 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, extending the term an additional two (2) year period through April 30, 2026 for a total revised term of May 1, 2017 through April 30, 2026, with no change to the total agreement amount of \$465,000; and
- b. Authorize the County Counsel to execute up to one (1) future amendment that does not exceed 10% (\$8,000) of the original Agreement amount, does not significantly alter the scope of work, and does not exceed a revised maximum amount of \$473,000.

**..Report**

**RECOMMENDATION:**

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

- a. Authorize the County Counsel to execute renewal and amendment No. 5 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, extending the term an additional two (2) year period through April 30, 2026 for a total revised term of May 1, 2017 through April 30, 2026, with no change to the total agreement amount of \$465,000; and
- b. Authorize the County Counsel to execute up to one (1) future amendment that does not exceed 10% (\$8,000) of the original Agreement amount, does not significantly alter the scope of work, and does not exceed a revised maximum amount of \$473,000.

**SUMMARY/DISCUSSION:**

Best Best & Krieger, LLP provides advice and consultation with the Office of the County Counsel on a variety of healthcare-related issues to Natividad Medical Center. The firm performs specialized legal attorney services related to healthcare law, including, but not limited to, the Health Insurance Portability and Accountability Act (HIPAA), Stark and Anti-Kickback laws and laws pertaining to intellectual property law. They provide guidance on Business Associate Agreements, commercial law, and a variety of issues related to confidentiality of medical information.

**OTHER AGENCY INVOLVEMENT:**

County Counsel reviewed and approved this renewal and amendment No.5 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 5 was reviewed and approved by NMC's Finance Committee and Board of Trustees on May 10, 2024.

**FINANCING:**

There is no cost associated with this renewal and amendment No. 5.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for legal consulting services regarding healthcare related matters on an as needed basis, the outcome of which will contribute to assisting NMC run efficient business operations.

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

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

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

Attachments:

Best Best & Krieger Amendment No. 5

Best Best & Krieger Amendment No. 4

Best Best & Krieger Amendment No. 3

Best Best & Krieger Amendment No. 2

Best Best & Krieger Amendment No. 1

Best Best & Krieger Agreement

Attachments on file with the Clerk of the Board

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

**Total Renal Care Inc. Amendment No. 4**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14393) with Total Renal Care, Inc. for acute dialysis services, with no change to the agreement term July 1, 2019, through June 30, 2024, and adding \$900,000 for a revised total agreement amount not to exceed \$5,675,957.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14393) with Total Renal Care, Inc. for acute dialysis services, with no change to the agreement term July 1, 2019, through June 30, 2024, and adding \$900,000 for a revised total agreement amount not to exceed \$5,675,957.

#### **SUMMARY/DISCUSSION: Update the Summary/Discussion below:**

Total Renal Care, Inc. provides comprehensive dialysis services essential for patients with kidney malfunction. The services include all inpatient areas in addition to the Acute Rehabilitation Unit (ARU). NMC and Total Renal Care leadership meet quarterly via The Joint Dialysis Oversight Committee (TJDOC) to review quality metrics such as timeliness, staff competency validation, and shared responsibilities in the provision of quality patient care. Additionally, the entities confer as needed for quality concerns outside of routine scheduled meetings.

The Total Renal Care program offers a comprehensive array of resources necessary for patients requiring hemodialysis, peritoneal dialysis and, Continuous Renal Replacement Therapy (CRRT). The services include providing dialysis trained Registered Nurses to safely manage care of the patient and in addition, the associated equipment needed to filter wastes and toxins from patients whose kidneys cannot provide this vital function. Education and support for NMC nurses include knowledge to monitor specific types of dialysis, such as peritoneal dialysis and CRRT. Transitional Smart Services is a patient and family education program that includes dialysis related education and/or chronic kidney disease education, as well as catheter and fistulas, vascular access modalities and dialysis care generally.

Total Renal Care's dialysis program meets the quality standards required by NMC and mechanisms are in place to measure and ensure compliance with NMC standards as required by the state of California, Center for Medicare and Medicaid Services (CMS) and The Joint Commission.

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

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 10, 2024.

#### **FINANCING:**



The cost for this amendment No. 4 is \$900,000 of which \$900,000 is included in the Fiscal Year 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

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

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

Prepared by: Nancy Buscher, Chief Nursing Officer, 783-2560

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

Attachments:

- Total Renal Care, Inc. Amendment No. 4
- Total Renal Care, Inc. Amendment No. 3
- Total Renal Care, Inc. Amendment No. 2
- Total Renal Care, Inc. Amendment No. 1
- Total Renal Care, Inc. Agreement

Attachments on file with the Clerk of the Board

**..Title**

Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute an Amendment No. 3 to Agreement with Hooper, Lundy & Bookman PC, for legal services with respect to healthcare matters, adding \$300,000 for a revised contract amount of \$1,900,000, with no change to the full term of July 1, 2018, through June 30, 2025.

**..Report**

**RECOMMENDATION:**

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

Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute an Amendment No. 2 to Agreement with Hooper, Lundy & Bookman PC, for legal services with respect to healthcare matters, adding \$300,000 for a revised contract amount of \$1,900,000, with no change to the full term of July 1, 2018, through June 30, 2025.

**SUMMARY/DISCUSSION:**

Hooper, Lundy & Bookman PC is the largest full service law firm in the country, with offices in San Francisco, Los Angeles, San Diego, and Washington, D.C., dedicated solely to the legal representation of health care providers in Medicare Medicaid payments, health care business transactions, licensing and certifications.

Hooper, Lundy & Bookman provides legal services to the County of Monterey to ensure that the operations of Natividad Medical Center comply with state and federal healthcare and Medicare compliance laws. The potential sanctions for noncompliance with these laws are severe and include civil and criminal liability, as well as debarment or exclusion from participation in Medicare. Additionally, the firm provides advice on medical staff matters, affiliation agreements; Medi-Cal managed care agreements, and commercial payor agreements.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this agreement as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This agreement has also been reviewed and approved by Natividad’s Finance Committee and Board of Trustees on May 10, 2024.

**FINANCING:**

The cost for this amendment is \$300,000 of which shall be included in the Fiscal Year 2025 Recommended Budget. The remaining amount will be included in the Fiscal Year 2026 budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Economic Development

Administration

The services rendered in this agreement provide legal consulting services, as needed, with respect to healthcare matters; the outcome of which contributes to assisting NMC run efficient business operations.

Health and Human Services

Infrastructure

Public Safety

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

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

**Attachments:**

Amendment No. 3 to Hooper, Lundy and Bookman P.C. Agreement

Amendment No. 2 to Hooper, Lundy and Bookman P.C. Agreement

Amendment No. 1 to Hooper, Lundy and Bookman P.C. Agreement

Original Agreement with Hooper, Lundy, and Bookman P.C. Agreement

Attachments on file with the Clerk of the Board

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

**Net Health Systems, Inc. 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-13298) with Net Health Systems, Inc. to add funds to the software licensing agreement for physical therapy outpatient, scheduling, home exercise, analytics (ReDoc xFit) and Agility packages, adding \$16,216 for a revised total Agreement amount not to exceed \$598,829, with no change to the agreement term of August 31, 2016 through November 30, 2024.

## **..Report**

### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 8 to the agreement (A-13298) with Net Health Systems, Inc. to add funds to the software licensing agreement for physical therapy outpatient, scheduling, home exercise, analytics (ReDoc xFit) and Agility packages, adding \$16,216 for a revised total Agreement amount not to exceed \$598,829, with no change to the agreement term of August 31, 2016 through November 30, 2024.

### **SUMMARY/DISCUSSION:**

NMC's outpatient Physical Therapy, Occupational Therapy and Speech Therapy Departments currently uses the ReDoc software in conjunction with the hospital's Meditech system for scheduling and billing. ReDoc was implemented this past year to replace the paper charting system that the Physical Therapy department was using. Meditech does not offer an outpatient solution for Therapy medical record documentation. Net Health is a nationally recognized company that provides rehabilitation documentation software solutions to more than 500 outpatient therapy sites and is considered an industry leader for outpatient therapy online documentation.

Net Health's enterprise solution provides therapists and therapy teams the tools they need to operate efficiently, stay compliant, and enhance patient care and outcomes. Outpatient Therapy is strictly regulated by regulatory agencies, and the ReDoc software keeps current with changes in regulations and billing requirements. Patient care is also enhanced by using ReDoc, as the software allows the therapist to generate comprehensive reports that convey medical necessity and functional outcomes to send to the patient's provider. Additional benefits of using ReDoc, is the software's ability to alert the therapist to any billing or coding errors and provides reminders for critical events, such as progress reports, re-certifications, and re-authorizations, all while tracking Medicare Cap limits. The ReDoc software also provides appointment scheduling, patient reminders, robust analytics, billing, and management reports. ReDoc also provides point-of-care alerts to the therapist related to therapy caps, re-authorization requirements, and other critical events during the patient's therapy.

In addition, NMC utilizes Net Health's AgilityEH software package for the purpose of recording and tracking services that are provided to employees by the Employee Health Department. This software allows NMC to better monitor and report services rendered, such as TB Screening, Respiratory Fit Testing, Exposure Management and Vaccination Administration in order to meet regulatory requirements for employee health services.

Due to a calculation error based on discrepancies in the way NMC and the vendor recognized agreement start and end dates, the Multi-Year Agreement (MYA) between the vendor and NMC is short of funds. NMC is requesting the addition of sufficient funds to pay outstanding invoices in the amount of \$16,216.

**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. The amendment No. 8 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 10, 2024.

**FINANCING:**

The cost for this amendment No. 8 is \$16,216 which is included in the FY 2023-24 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for a software system which improves data processing at NMC. The use of this system directly contributes to a more efficient and effective use of resources within the organization.

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

Prepared by: Raquel Mojica, IT Operations Manager, 783-2812  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

- Net Health Systems, Inc. Amendment No. 8
- Net Health Systems, Inc. Amendment No. 7
- Net Health Systems, Inc. Amendment No. 6
- Net Health Systems, Inc. Amendment No. 5
- Net Health Systems, Inc. Amendment No. 4
- Net Health Systems, Inc. Amendment No. 3
- Net Health Systems, Inc. Renewal and Amendment No. 2
- Net Health Systems, Inc. Amendment No. 1
- Net Health Systems, Inc. Agreement

Attachments on file with the Clerk of the Board

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

### **MD Buyline, Inc., a symplr Renewal and Amendment No. 3**

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

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for medical equipment pricing analysis services plus associated consulting services, extending the agreement an additional one (1) year period (retroactive to January 3, 2024 through January 2, 2025) for a revised full agreement term of January 3, 2018 through January 2, 2025, and adding \$26,352 for a revised total agreement amount not to exceed \$196,437.

#### **..Report**

##### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for medical equipment pricing analysis services plus associated consulting services, extending the agreement an additional one (1) year period (retroactive to January 3, 2024 through January 2, 2025) for a revised full agreement term of January 3, 2018 through January 2, 2025, and adding \$26,352 for a revised total agreement amount not to exceed \$196,437.

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

MD Buyline provides Natividad Medical Center (NMC) with access to its automated cost analysis services. These cost analysis services compare new equipment quotes against other current costs in the active marketplace in real time. The reports that are auto generated include a cost comparative analysis and also provide NMC with suggestions as to which areas can be more easily negotiated down. NMC has found these reports to be extremely helpful during the procurement of medical equipment to ensure it receives competitive pricing. As a result, NMC can make new product decisions with greater efficiency, transparency and supporting documentation. The agreement also includes consulting services on an as-needed basis only specifically related to more detailed or complex equipment purchase agreements, including ongoing equipment maintenance agreements for products both in and out of warranty. Although the consulting services are not used frequently, NMC believes these consulting services can yield the necessary inside-industry data that can provide NMC more leverage to negotiate the cost down significantly on other types of medical purchases.

NMC is requesting that the agreement be extended to allow for these services to continue.

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

The Office of County Counsel has reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 10, 2024.



**FINANCING:**

The cost for this renewal and amendment No. 3 is \$26,352 which is included in the FY 2023-24 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for strategic sourcing data, market cost data, and when needed, advisory services. These services result in cost savings opportunities and ultimately more competitive pricing for NMC when purchasing equipment.

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

Prepared by: Kristen Aldrich, Purchasing and Materials Support Director, 783-2627

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

Attachments:

- MD Buyline Renewal and Amendment 3
- MD Buyline Renewal and Amendment 2
- MD Buyline Amendment 1
- MD Buyline Membership Agreement

Attachments on file with the Clerk of the Board

**..Title**

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Manager of Diagnostic Imaging Services classification as indicated in Attachment A effective June 1, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) 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 Manager of Diagnostic Imaging Services classification as indicated in Attachment A effective June 1, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

SUMMARY/DISCUSSION:

A base wage compensation study of the Manager of Diagnostic Imaging 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 last updated in January 2023.

The base wage analysis of the County’s hospital comparable agencies found that based on the duties performed, the Manager of Diagnostic Imaging Services classification was matched to five (5) of the six (6) hospital comparable agencies: Alameda Health System, Salinas Valley Health, Santa Clara Valley Medical Center, Contra Costa Regional Medical Center and San Mateo Medical Center. After thorough analysis of the data available at the time of the study, it was determined that no comparable match was made at Hazel Hawkins. The Manager of Diagnostic Imaging Services classification is approximately 10.29% 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 Manager of Diagnostic Imaging Services classification would need to be adjusted by approximately 10.29% 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 position (1.0 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$1,649 and then \$21,436 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 Patient Financial Services Director classification as indicated in Attachment A effective June 1, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) 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 Patient Financial Services Director classification as indicated in Attachment A effective June 1, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

SUMMARY/DISCUSSION:

A base wage compensation study of the Patient Financial Services Director 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 last updated in January 2023.

The base wage analysis of the County’s hospital comparable agencies found that based on the duties performed, the Patient Financial Services Director classification was matched to five (5) of the six (6) hospital comparable agencies: Alameda Health System, Salinas Valley Health, Santa Clara Valley Medical Center, Contra Costa Regional Medical Center and San Mateo Medical Center. After thorough analysis of the data available at the time of the study, it was determined that no comparable match was made at Hazel Hawkins. The Patient Financial Services Director classification is approximately 5.16% 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 Patient Financial Services Director classification would need to be adjusted by approximately 5.16% 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 position (1.0 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$694 and then \$9,017 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 retitle the classification of Hospital Communications Operator II to Hospital Communications Operator and to adjust the salary range as indicated in Attachment A effective June 1, 2024;
- b. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendix A to adjust the salary range of the Hospital Supervising Communications Operator classification as indicated in Attachment A effective June 1, 2024;
- c. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendix A and B to abolish the classification of Hospital Communications Operator I as indicated in Attachment A; and
- d. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

**..Report**

RECOMMENDATION:

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

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to retitle the classification of Hospital Communications Operator II to Hospital Communications Operator and to adjust the salary range as indicated in Attachment A effective June 1, 2024;
- b. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendix A to adjust the salary range of the Hospital Supervising Communications Operator classification as indicated in Attachment A effective June 1, 2024;
- c. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to abolish the classification of Hospital Communications Operator I as indicated in Attachment A; and
- d. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

SUMMARY/DISCUSSION:

A classification and base wage compensation study of the Hospital Communications Operator classification series was requested by Natividad administrative staff. The reasons cited for the request were recruitment difficulties and to check for salary alignment with the hospital comparable agencies identified in the County’s Compensation Philosophy which was last updated in January 2023.

The base wage analysis of the County’s hospital comparable agencies found that based on the duties performed, the Hospital Communications Operator II classification was matched to four (4) of the six (6) hospital comparable agencies and is approximately 12.64% below the salary mean.

To promote the County as the employer of choice, the goal is to provide labor market competitive wages by setting base wages within five percent (5% = - 4.495% with rounding) of the average of the agencies identified. The County’s philosophy is to maintain a competitive

compensation package that attracts and retains the highest quality candidates and employees to serve the community while maintaining sound fiscal standards.

Therefore, in accordance with the County’s Compensation Philosophy, Natividad recommends adjusting the base wage salary of the Hospital Communications Operator II classification by approximately 12.64% at top step in order to align with the labor market average. Furthermore, the base salary of the Hospital Supervising Communications Operator would need to be increased by approximately 12.64% at top step in order to maintain the current spread between the classifications.

It is further recommended that the classification of Hospital Communications Operator I be abolished and the classification of Hospital Communications Operator II be retitled to Hospital Communications Operator.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The salary and benefits increased costs for the current positions (8.0 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$4,745 and then \$61,690 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 classification of Trauma Registrar with the salary range as indicated in Attachment A effective June 1, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

**..Report**

RECOMMENDATION:

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

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Trauma Registrar with the salary range as indicated in Attachment A effective June 1, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) completed a classification and base wage compensation study of the Trauma Registrar recommend base wage salary aligned with available market data.

The American College of Surgeons (ACS) requires NMC to employ qualified Trauma Registrars to maintain its Level II Trauma designation. NMC has utilized generic classifications to staff this position and has recently experienced recruitment and retention difficulty as the market for qualified talent has become more competitive over the last year. In order to stay competitive and maintain the trauma designation, a classification with a unique salary string is required.

To establish the salary range for the new classification, NMC completed a base wage compensation study and found that the job duties, responsibilities and certifications of a Trauma Registrar position were matched to two (2) of the six (6) hospital comparable agencies: Alameda Highland Hospital and Santa Clara Valley Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Contra Costa Regional Medical Center, San Mateo Medical Center, Salinas Valley Health, Hazel Hawkins Hospital or in the Allied for Health compensation report. When there are only two classification matches from any of the hospital comparable agencies listed, an internal match will be included in the calculation of the market based average salary to establish the third match. The base wage compensation survey mean at top monthly step is approximately \$9,075.

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 classification of Trauma Registrar with a top monthly salary of approximately \$9,075.

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:

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

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

### **Monterey Bay Radiology Associates 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 Monterey Bay Radiology Associates to provide radiology services for the period July 1, 2024 to June 30, 2027 for an amount not to exceed \$15,300,000; 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 exceed 10% (\$1,530,000) of the original contract amount and do not increase the total contract amount above \$16,830,000.

#### **..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 Monterey Bay Radiology Associates to provide radiology services for the period July 1, 2024 to June 30, 2027 for an amount not to exceed \$15,300,000; 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 exceed 10% (\$1,530,000) of the original contract amount and do not increase the total contract amount above \$16,830,000.

##### SUMMARY/DISCUSSION:

NMC must arrange for the provision of radiology services for its patients including inpatient and outpatient diagnostic and women's imaging services and interventional radiology services required by the American College of Surgeons for Level II Trauma Centers. NMC wishes to enter into an agreement Monterey Bay Radiology Associates, for which board-certified radiologists provide exclusive radiology services at Natividad 24/7/365. Monterey Bay Radiology Associates will also provide a radiology physician to serve as the medical director and provide general direction and oversight of the Radiology Department. 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 cost of this Agreement is \$15,300,00 for the period July 1, 2024 to June 30, 2027. \$5,100,000 is included in the Fiscal Year 2024/2025 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement is required for Level II trauma centers and provides 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: Agreement

Attachments on file at the Clerk of the Board

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

### **CEP America-Psychiatry dba Vituity 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 (A-15243) with CEP America-Psychiatry, PC, a California professional corporation dba Vituity to provide psychiatry services, extending the term by thirty-six (36) months (June 1, 2024 to May 31, 2027) for a revised full agreement term June 1, 2021 to May 31, 2027 and adding \$10,400,000 for a revised amount not to exceed \$18,636,050 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 cause an increase of more than 10% (\$823,605) of the original contract amount and do not increase the total contract amount above \$19,459,655.

#### **..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 First Amendment to the Professional and Call Coverage Services Agreement (A-15243) with CEP America-Psychiatry, PC, a California professional corporation dba Vituity to provide psychiatry services, extending the term by thirty-six (36) months (June 1, 2024 to May 31, 2027) for a revised full agreement term June 1, 2021 to May 31, 2027 and adding \$10,400,000 for a revised amount not to exceed \$18,636,050 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 cause an increase of more than 10% (\$823,605) of the original contract amount and do not increase the total contract amount above \$19,459,655.

##### SUMMARY/DISCUSSION:

NMC must arrange for the care and treatment of patients in the 18 bed mental health unit (MHU) as well as hospitalized patients and patients who present to the emergency department in need of behavioral health services. NMC wishes to amend its agreement with Vituity, a comprehensive acute care psychiatric provider group, to provide 24/7 dedicated physician staffing, oversight and leadership of the MHU, tele-psychiatry services, psychiatric evaluations for bariatric services and consult liaison services for medical and surgical inpatients. 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 been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

FINANCING:

The cost of this amendment is \$10,400,000. The total not to exceed amount of this Agreement is \$18,636,050 for the period June 1, 2021 to May 31, 2027. \$3,466,667 is included in the Fiscal Year 2024/2025 recommended budget. The remaining amount 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:

First Amendment  
Agreement

Attachments on file at the Clerk of the Board

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

## **Data Innovations Master Agreement for Software**

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

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute a master agreement with Data Innovations LLC for laboratory middleware software SD2 maintenance and support, for an amount not to exceed \$43,411 with an agreement term May 21, 2024 through May 20, 2025.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.

### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute a master agreement with Data Innovations LLC for laboratory middleware software SD2 maintenance and support, for an amount not to exceed \$43,411 with an agreement term May 21, 2024 through May 20, 2025.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.

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

Natividad's Laboratory processes over 1.5 million lab tests annually. A licensed Clinical Laboratory Scientist reviews every test prior to sending a validated result to a provider. This process includes the use of SD2 intelligence software. The SD2 software receives all laboratory data from various instrumentation at use by Natividad's lab which the scientist then accesses to approve or reject a result. The software is customizable to create laboratory rules to auto verify results that are normal results. Use of this software does improve efficiency and safety to patients by allowing the clinical laboratory scientist to focus on results that are abnormal or problematic. By turning the attention to critical results away from normal results, the scientists have improved efficiencies to be able to get the critical results to the providers faster.

Natividad originally purchased the SD2 software from another vendor, McKesson Medical-Surgical (McKesson), via an agreement that was approved by the Board of Supervisors on February 27, 2018. That agreement expired in January of 2022, however, in 2021, prior to the agreement expiration, McKesson stopped supporting the SD2 software and transferred the ownership of the SD2 software licenses to its customers. In 2022 the Board of Supervisors approved the Transfer Letter of Agreement between Natividad and Data Innovations to acknowledge the transfer of ownership of the SD2 software from McKesson to Natividad.

Natividad has completed negotiations of a master agreement for software maintenance and support services with Data Innovations to ensure that support is available in the event there is any issues with the software as it continues to be used at Natividad.

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

The Office of County Counsel has reviewed this master agreement as to form. The agreement has also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on May 10, 2024.

**FINANCING:**

The cost for this agreement is \$43,411, all of which was included in the FY 23-24 Adopted budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Use of the SD2 middleware software enables more efficient data analysis for lab scientists during lab tests which ultimately improve the quality of patient care at Natividad.

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

Prepared by: Arthur Tiongson, Laboratory Clinical Manager, 772-7660

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

Attachments:

Master Agreement Instrument Manager Software SD2

Business Associates Agreement

Attachments on file with the Clerk of the Board

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

### **UCSF Pediatric Hospitalist 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 Services Agreement (A-15373) with The Regents of the University of California, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 1, 2021 to June 30, 2026, with no change to the previously approved total not to exceed amount of \$433,520 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% (\$23,352) of the original contract amount and increase the total contract amount above \$456,872.

#### RECOMMENDATION:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-15373) with The Regents of the University of California, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 1, 2021 to June 30, 2026, with no change to the previously approved total not to exceed amount of \$433,520 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% (\$23,352) of the original contract amount and increase the total contract amount above \$456,872.

#### SUMMARY/DISCUSSION:

Natividad operates a twelve-bed pediatric unit and an eighteen-bed maternal infant unit providing medical care for newborns, children and adolescents, as well as hospital-based services for the pediatric population (age 0-21) through NMC's emergency medicine, trauma programs, general surgery and outpatient specialty clinics.

Natividad would like to amend its agreement with UCSF, for which Dr. Christopher Carpenter, a board-certified pediatric hospitalist participates in the call panel and provides pediatric patient care as needed. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this agreement.

#### OTHER AGENCY INVOLVEMENT:

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



FINANCING:

There is no cost to this amendment. The total not to exceed amount for this agreement is \$433,520 for the period July 1, 2021 to June 30, 2026. \$50,000 is included in the Fiscal Year 2024/2025 recommended budget. The actual cost is contingent on the need for coverage and Dr. Carpenter's availability. 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

## Agreement for Anesthesia Services per RFP 9600-87

### **..Title**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Anesthesia Professionals (MAP), pursuant to the Request for Proposal (RFP) #9600-87 for Anesthesia Services, with an Agreement term of June 1, 2024 through May 31, 2027 for an amount not to exceed \$22,000,000.
- 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 10% (\$2,200,000) of the original contract amount and do not increase the total contract amount above \$24,200,000.

### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Anesthesia Professionals (MAP), pursuant to the Request for Proposal (RFP) #9600-87 for Anesthesia Services, with an Agreement term of June 1, 2024 through May 31, 2027 for an amount not to exceed \$22,000,000.
- 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 10% (\$2,200,000) of the original contract amount and do not increase the total contract amount above \$24,200,000.

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

NMC recently issued a Request for Proposals (RFP) #9600-87 for Anesthesia Services. Anesthesia services are used throughout multiple areas of the hospital and have been historically outsourced. Services are rendered physically on-site at NMC by licensed physicians and by certified registered nurse anesthetists (CRNAs). In December 2023, MAP was awarded the bid for anesthesia services, including five operating rooms, 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 will also designate a physician to serve as medical director for general administration and oversight of the anesthesia services.

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

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

#### **FINANCING:**

The cost for this agreement is \$22,000,000, of which \$6,900,000 has been included in the Fiscal Year 2024/2025 Recommended Budget. The actual cost will vary based on patient volumes to ensure sufficient coverage of the service. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

The services rendered in this agreement 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: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:  
Agreement

Attachments on file with the Clerk of the Board

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

**Amendments No. 11 & 12 to Locum Tenens Referral Services per RFP 9600-61**      **Legistar Number: \_\_\_\_\_**

**..Title**

Authorize the Chief Executive Officer (“CEO”) for Natividad Medical Center (NMC) or his designee to execute amendment No. 11 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and amendment No. 12 to the agreements with Staff Care, Inc. (A-12897) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, with no change to the agreement term of August 1, 2015 through June 30, 2024 and with an increase of \$1,500,000 to the total aggregate liability for all agreements awarded for a revised total aggregate amount not to exceed \$14,000,000

**..Report**

**RECOMMENDATION:**

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

Authorize the Chief Executive Officer (“CEO”) for Natividad Medical Center (NMC) or his designee to execute amendment No. 11 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates and amendment No. 12 to the agreements with Staff Care, Inc. (A-12897) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, with no change to the agreement term of August 1, 2015 through June 30, 2024 and with an increase of \$1,500,000 to the total aggregate liability for all agreements awarded for a revised total aggregate amount not to exceed \$14,000,000

**SUMMARY/DISCUSSION:**

In April 2015, Natividad Medical Center (NMC) conducted a Request for Proposals (RFP) to provide referral of locum tenens physicians. Locum tenens are physicians who temporarily take the place of physicians during periods when physicians (employed or contracted) are not available (e.g., vacation; illness; continuing medical education; etc.) to provide health care services vital to NMC’s continued operation.

In order to find highly qualified temporary physicians and other locum tenens, such as advanced practitioners, who match the position we are trying to cover and are available on sometimes very short notice, it is necessary to contract with multiple locum tenens agencies. Due to multiple factors, including physician shortages in certain hard to fill specialties, NMC is experiencing a high utilization of locum tenens physicians and wishes to amend the agreements to extend the term and add funds ensuring temporary physicians are available when needed to provide the patient care services critical to NMC’s operation without interruption.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved these amendments No. 11 and amendments No. 12 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendments No. 11 and amendments No. 12 have also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees May 10, 2024

**FINANCING:**

The cost for this amendment No. 11 and amendment No. 12 is \$1,500,000 which is included in the Fiscal Year 2023-24 Recommended Budget.

**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, Hospital Director of Physicians, 783-2506

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

Attachments:

SUMO Medical Staffing Agreement through Amendment No. 11

Staff Care, Inc. Agreement through Amendment No. 12

Medical Doctor Associates, LLC Agreement through Amendment No. 11

Attachments on file with the Clerk of the Board

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

## Total Renal Care Agreement

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

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$5,000,000 with an agreement term July 1, 2024, through June 30, 2029.
- 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% (\$500,000) of the original cost of the agreement per each amendment, for total contract liability of (\$5,500,000).

### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$5,000,000 with an agreement term July 1, 2024, through June 30, 2029.
- 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% (\$500,000) of the original cost of the agreement per each amendment, for total contract liability of (\$5,500,000).

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

Total Renal Care, Inc. provides comprehensive dialysis services for patients with kidney failure. These services are essential to Natividad Medical Center to meet our community's complex medical needs and for supportive treatment as a Level II Trauma Center. The services include all inpatient areas and the Acute Rehabilitation Unit. Natividad Medical Center and Total Renal Care leadership meet quarterly via The Joint Dialysis Oversight Committee (JDOC) to review quality metrics such as timeliness, staff competency validation, and shared responsibilities in providing quality patient care. Safety, transition of care, audit reviews, and utilization metrics are also discussed. Additionally, the entities confer as needed for quality concerns outside of routine scheduled meetings.

The Total Renal Care program offers a comprehensive array of resources for patients requiring hemodialysis, peritoneal dialysis, and Continuous Renal Replacement Therapy (CRRT). The services include providing dialysis registered nurses to safely manage the patient's care and the equipment needed to filter wastes and toxins from patients whose kidneys cannot provide this vital function. Education and support for Natividad Medical Center Registered Nurses include fundamental knowledge of CRRT for critically ill patients. Transitional Smart Services is a patient and family education program that provides dialysis-related education, chronic kidney disease education, general catheter and fistulas, vascular access modalities, and dialysis care.

Total Renal Care's dialysis program meets the quality standards required by Natividad Medical Center, and mechanisms are in place to measure and ensure compliance with Natividad Medical Center standards as required by the state of California, the Center for Medicare and Medicaid Services, and The Joint Commission.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees on May 10, 2024.

**FINANCING:**

The cost for this agreement is \$5,000,000 of which \$1,000,000 which is included in the FY 2024-25 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

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

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

Prepared by: Nancy Buscher, Chief Nursing Office, 783-2560  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:  
Total Renal Care, Inc Original Agreement

Attachments on file with the Clerk of the Board



# FINANCIAL STATEMENTS

MARCH 31, 2024

04/15/24



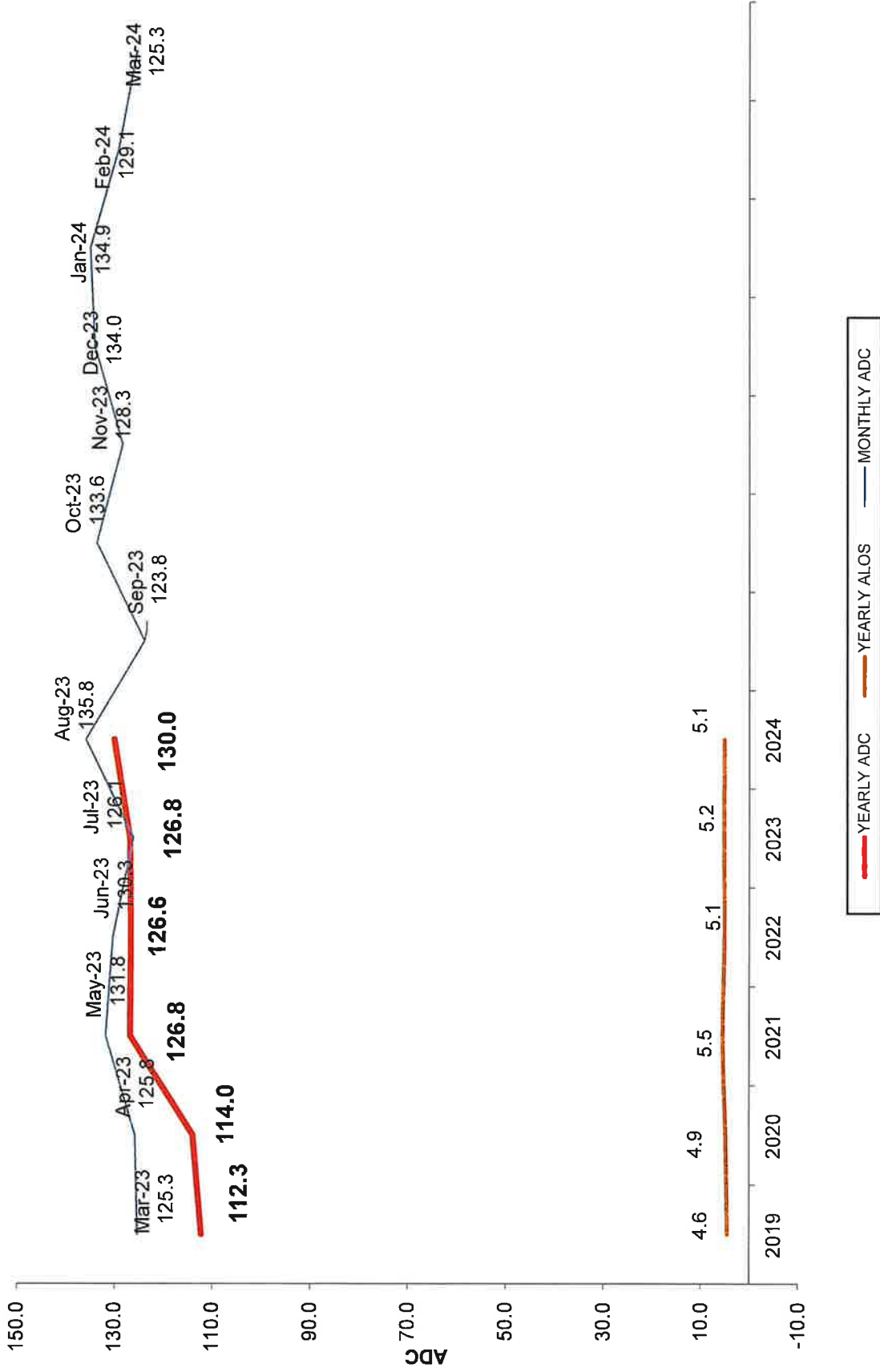


# **FINANCIAL STATEMENTS**

**MARCH 31, 2024**

## **I N D E X**

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**NATIVIDAD**  
**STATISTICAL REPORT**  
**March 31, 2024**

Month-To-Date					Year-To-Date					
01-24	02-24	03-24	Budget		Budget	Current	Prior Yr	%		
					<b>PT DAYS BY SERVICE</b>	<b>STAFFED BEDS</b>		<b>CY/PLY</b>		
1	287	238	199	206	NICU	15	1,830	2,121	1,755	20.85%
2	2,138	1,770	1,781	1,982	Med/Surg	57	17,583	17,240	17,707	-2.64%
3	194	173	161	205	ICU	10	1,818	1,772	1,789	-0.95%
4	74	88	90	106	Peds	12	944	779	921	-15.42%
5	775	724	805	776	Acute Rehab	28	6,885	6,926	7,046	-1.70%
6	296	305	337	298	OB/Gyn	27	2,648	2,823	2,703	4.44%
7	3,764	3,298	3,373	3,574	TOTAL ACUTE	149	31,707	31,661	31,921	-0.81%
8	417	445	510	270	Psychiatric	19	2,392	4,090	2,588	58.04%
9	4,181	3,743	3,883	3,844	TOTAL DAYS	168	34,099	35,751	34,509	3.60%
10	274	280	283	300	Nursery	18	2,662	2,672	2,649	0.87%
					<b>AVERAGE DAILY CENSUS</b>					
11	96.4	88.8	82.8	90.3	Acute	121	90.3	89.9	90.8	-0.99%
12	25.0	25.0	26.0	25.0	Acute Rehab	28	25.0	25.2	25.7	-1.95%
13	13.5	15.3	16.5	8.7	Psychiatric	19	8.7	14.9	9.4	58.51%
14	134.9	129.1	125.3	124.0	TOTAL	168	124.0	130.0	125.9	3.26%
15	8.8	9.7	9.1	9.7	Nursery	18	9.7	9.7	9.7	0.00%
					<b>PERCENTAGE OF OCCUPANCY</b>					
16	79.7%	73.4%	68.4%	74.6%	Acute		74.6%	74.3%	75.0%	-1.0%
17	89.3%	89.3%	92.9%	89.3%	Acute Rehab		89.3%	90.0%	91.8%	-1.9%
18	71.1%	80.5%	86.8%	45.8%	Psychiatric		45.8%	78.4%	49.5%	58.5%
19	80.3%	76.8%	74.6%	73.8%	TOTAL		73.8%	77.4%	74.9%	3.3%
20	48.9%	53.9%	50.6%	53.9%	Nursery		53.9%	53.9%	53.9%	0.0%
					<b>ADMISSIONS</b>					
21	653	654	693	642	Acute		5,692	6,005	5,821	3.16%
22	53	58	63	57	Acute Rehab		509	530	531	-0.19%
23	56	51	53	43	Psychiatric		383	462	388	19.07%
24	762	763	809	742	TOTAL		6,584	6,997	6,740	3.81%
25	178	174	186	185	Nursery		1,640	1,668	1,627	2.52%
26	188	184	194	189	Deliveries		1,678	1,749	1,748	0.06%
					<b>DISCHARGES</b>					
27	616	632	660	620	Acute		5,500	5,709	5,597	2.00%
28	58	55	61	58	Acute Rehab		512	532	535	-0.56%
29	50	52	56	42	Psychiatric		376	464	383	21.15%
30	724	739	777	720	TOTAL		6,388	6,705	6,515	2.92%
31	152	168	164	172	Nursery		1,528	1,518	1,517	0.07%
					<b>AVERAGE LENGTH OF STAY</b>					
32	5.5	4.9	4.8	5.2	Acute(Hospital wide no babies)		5.2	5.1	5.1	0.00%
33	14.6	12.5	12.8	13.5	Acute Rehab		13.5	13.1	13.3	-1.50%
34	2.8	2.9	2.6	2.6	OB/Gyn		2.6	2.6	2.6	0.00%
35	7.4	8.7	9.6	6.2	Psychiatric		6.2	8.9	6.7	32.84%
36	1.5	1.6	1.5	1.6	Nursery		1.6	1.6	1.6	0.00%
					<b>OUTPATIENT VISITS</b>					
37	4,574	4,442	5,067	5,084	Emergency Room		45,100	45,229	44,157	2.43%
38	395	388	437	404	ER Admits		3,581	3,742	4,864	-23.07%
39	51.8%	50.9%	54.0%	54.4%	ER Admits as a % of Admissions		54.4%	53.5%	72.2%	-25.89%
40	6,575	6,519	7,271	6,019	Clinic Visits		53,396	58,891	53,734	9.60%
					<b>ANCILLARY PROCEDURES BILLED</b>					
41	57,507	52,286	57,602	54,320	Lab Tests		481,870	500,947	485,780	3.12%
42	4,442	4,275	4,587	3,974	Radiology Procedures		35,255	40,269	35,292	14.10%
43	236	244	288	272	MRI Procedures		2,414	2,212	2,249	-1.65%
44	118	82	130	106	Nuclear Med Procedures		943	926	940	-1.49%
45	1,350	1,269	1,423	1,238	Ultrasound Procedures		10,983	11,872	11,339	4.70%
46	2,551	2,331	2,616	2,018	CT Scans		17,900	22,831	17,293	32.02%
47	433	435	388	367	Surgeries		3,258	3,773	3,342	12.90%
48	7.09	7.40	7.68	7.56	FTE'S PER AOB		7.56	7.36	7.60	-3.16%
49	1,393.4	1,399.7	1,402.5	1,349.7	TOTAL PAID FTE'S		1,349.7	1,395.8	1,373.1	1.65%
50	6,091	5,487	5,656	5,531	ADJUSTED PATIENT DAYS		49,069	52,133	49,552	5.21%

\*ER Admits do not include LDED beginning JUL23.

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

	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	YTD
<b>R E V E N U E</b>													
<b>Patient Revenue:</b>													
1	75,825,124	81,181,440	75,600,355	84,990,765	76,534,937	82,070,923	77,660,889	72,610,591	78,214,954				704,689,978
2	4,930,938	5,547,977	6,135,118	6,488,508	5,846,986	4,720,352	6,399,055	6,673,901	8,451,923				55,204,758
3	36,720,170	39,152,144	39,736,950	41,448,259	40,190,023	36,033,165	38,399,344	36,931,604	39,582,776				348,195,436
4	117,476,232	125,881,561	121,472,423	132,938,532	122,571,946	122,824,440	122,459,287	116,216,095	126,249,654				1,109,090,171
<b>Deductions from revenue</b>													
5	89,537,030	94,105,959	91,652,157	101,057,942	92,894,258	94,299,536	93,216,687	90,853,362	99,147,527				846,564,458
6	3,902,355	4,451,253	3,433,866	3,200,210	2,924,570	2,103,918	2,933,334	583,772	1,597,181				25,130,459
7	32,434	16,002	100,784	104,233	169,465	57,622	13,981	49,231	74,390				618,142
8	93,471,819	98,573,214	95,186,807	104,362,384	95,788,293	96,461,076	96,164,002	91,486,366	100,819,098				872,313,059
9	24,004,414	27,306,347	26,285,616	28,576,148	26,783,653	26,363,364	26,295,285	24,729,730	25,430,556				235,777,112
10	20.43%	21.69%	21.64%	21.50%	21.85%	21.46%	21.47%	21.28%	20.14%	0.00%	0.00%	0.00%	21.28%
11	7,172,655	7,172,655	7,733,219	7,672,655	7,672,655	7,672,655	7,672,655	7,672,655	8,732,925				69,174,730
<b>Other Operating Revenue:</b>													
12	126,949	118,418	122,684	122,684	122,684	122,684	122,684	122,684	122,684				1,104,153
13	563,942	563,942	563,942	563,942	563,942	578,011	563,942	563,942	444,000				4,989,059
14	60,000	60,000	60,000	60,000	67,500	67,500	396,037	75,030	75,030				891,097
15	482,213	475,332	401,705	335,474	461,827	532,041	423,752	435,485	465,172				3,933,003
16	1,213,104	1,217,147	1,148,331	1,112,100	1,215,952	1,300,236	1,446,415	1,197,141	1,046,886				10,897,313
17	32,390,173	35,698,148	35,167,166	37,360,903	35,672,261	35,336,255	35,414,357	33,599,526	35,210,367				315,849,155
<b>TOTAL REVENUE</b>													
18	18,420,876	19,260,639	19,435,892	19,785,987	19,349,099	19,688,296	19,412,622	19,792,605	20,209,885				175,355,900
19	1,009,571	968,009	946,882	896,300	821,592	843,228	910,554	710,903	754,381				7,861,420
20	4,984,554	5,108,351	5,491,614	5,298,878	5,142,542	5,128,010	5,763,135	5,355,080	5,589,907				47,882,071
21	3,048,135	3,239,769	3,410,518	3,782,208	3,538,386	3,511,019	3,460,840	3,081,841	3,492,589				30,566,303
22	2,811,489	3,204,107	3,085,841	3,514,114	3,570,515	3,461,188	3,232,346	3,268,453	3,047,827				28,195,890
23	408,031	408,857	408,444	398,519	533,878	424,399	423,489	428,544	425,184				3,850,344
24	390,173	379,982	430,712	408,583	331,107	377,075	359,257	339,141	312,615				3,328,655
25	37,914	37,914	37,914	21,234	21,234	21,234	21,234	21,234	21,234				241,147
26	1,042,305	988,590	1,004,521	1,073,360	1,026,709	1,027,572	1,018,847	1,059,752	1,013,674				9,265,331
27	481,297	681,908	446,204	568,987	558,594	478,019	518,536	670,965	581,135				4,956,645
28	32,625,344	34,296,137	34,698,544	35,740,167	34,893,657	34,960,049	35,120,859	34,728,517	35,436,432				312,503,705
29	(235,172)	1,400,012	468,622	1,620,735	778,604	376,206	293,498	(1,128,991)	(228,065)				3,345,450
<b>NET INCOME(LOSS)</b>													
<b>Normalization for Extraordinary Items</b>													
30	-	-	-	-	-	-	-	-	-				-
31	-	-	-	-	-	-	-	-	-				-
32	-	-	-	-	-	-	-	-	-				-
33	-	-	-	-	-	-	-	-	-				-
34	-	-	-	-	-	-	-	-	-				-
35	(235,172)	1,400,012	468,622	1,620,735	778,604	376,206	293,498	(1,128,991)	(228,065)				3,345,450
<b>CAPITAL CONTRIBUTIONS</b>													
36	-	-	-	-	-	-	-	-	-				-
37	-	-	-	-	-	-	-	-	-				-
38	(235,172)	1,400,012	468,622	1,620,735	778,604	376,206	293,498	(1,128,991)	(228,065)				3,345,450
<b>CHANGE IN NET ASSETS</b>													
39	-	-	-	-	-	-	-	-	-				-

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF MARCH 31, 2024**

	CURRENT MONTH			YEAR -TO -DATE			
	Actual	Budget	Variance fav. (unfav) % VAR	Actual	Budget	Variance fav. (unfav) % VAR	Prior Yr
<b>R E V E N U E</b>							
<b>Patient Revenue:</b>							
1	\$ 78,214,954	\$ 78,774,497	(559,543) (0.7)	\$ 704,689,978	\$ 698,806,050	\$ 5,883,928 0.8	\$ 686,946,158
2	8,451,923	6,626,638	1,825,285 27.5	55,204,758	58,784,693	(3,579,935) (6.1)	54,656,570
3	39,582,776	37,491,179	2,091,597 5.6	348,195,436	332,583,070	15,612,366 4.7	323,270,246
4	126,249,654	122,892,314	3,357,340 2.7	1,108,090,171	1,090,173,813	17,916,358 1.6	1,064,872,974
5	99,147,527	94,065,885	(5,081,642) (5.4)	846,564,458	834,455,424	(12,109,034) (1.5)	814,459,798
6	1,597,181	3,121,606	1,524,425 48.8	25,130,459	27,691,666	(2,561,207) 9.2	22,583,672
7	74,390	84,587	10,197 12.1	618,142	750,367	132,225 17.6	1,283,626
8	100,819,088	97,272,078	(3,547,020) (3.6)	872,313,059	862,897,457	(9,415,602) (1.1)	838,327,096
9	25,430,556	25,620,236	(189,680) (0.7)	235,777,112	227,276,356	8,500,756 3.7	226,545,878
10	20.14%	20.85%		21.28%	20.85%		21.27%
11	8,732,925	6,659,860	2,073,065 31.1	69,174,730	59,938,740	9,235,990 15.41	73,979,812
<b>Total Government Funding</b>							
12	122,684	126,917	(4,233) (3.3)	1,104,153	1,142,253	(38,100) (3.3)	1,109,590
13	444,000	245,833	198,167 80.6	4,969,059	2,212,497	2,756,562 124.6	2,832,451
14	75,030	60,000	15,030 25.1	891,097	540,000	351,097 65.0	540,000
15	405,172	440,900	(35,728) (8.1)	3,933,003	3,968,079	(35,076) (0.9)	3,799,994
16	1,046,886	873,650	173,236 19.8	10,897,313	7,862,829	3,034,484 38.6	8,282,035
17	35,210,367	33,153,746	2,056,621 6.2	315,849,155	295,077,925	20,771,230 7.0	308,807,725
<b>TOTAL REVENUE</b>							
18	20,209,885	18,867,460	(1,342,425) (7.1)	175,355,900	168,092,633	(7,263,267) (4.3)	158,213,671
19	754,381	776,506	22,125 2.8	7,861,420	6,888,359	(973,061) (14.1)	18,072,766
20	5,599,907	5,133,148	(466,759) (9.1)	47,882,071	45,905,515	(1,976,556) (4.3)	44,460,663
21	3,492,589	2,863,523	(629,066) (22.0)	30,566,303	25,510,415	(5,055,888) (19.8)	27,851,156
22	3,047,827	2,783,203	(264,624) (9.5)	29,195,890	24,689,695	(4,506,195) (18.3)	27,184,780
23	425,184	372,870	(52,314) (14.0)	3,850,344	3,355,830	(494,514) (14.7)	3,322,623
24	312,615	408,933	96,318 23.6	3,328,655	3,627,629	(298,974) 8.2	3,431,050
25	21,234	50,194	28,960 57.7	241,147	445,265	(204,118) 45.8	388,949
26	1,013,674	1,160,271	146,597 12.6	9,265,331	10,292,728	(1,027,397) 10.0	9,672,447
27	561,135	437,978	(123,157) (28.1)	4,956,645	3,885,250	(1,071,395) (27.6)	4,276,220
28	35,438,432	32,854,066	(2,584,366) (7.9)	312,503,705	292,693,319	(19,810,386) (6.8)	296,874,325
29	(228,065)	299,660	(527,725) (176.1)	3,345,450	2,384,606	960,844 40.3	11,933,399
<b>NET INCOME (LOSS)</b>							
30							
31							
32							
33							
34	(228,065)	299,660	(527,725) (176.1)	3,345,450	2,384,606	960,844 40.3	11,933,399
<b>CAPITAL CONTRIBUTIONS</b>							
County Contribution							
CHANGE IN NET ASSETS							

**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY**  
**NATIVIDAD**  
**AS OF MARCH 31, 2024**

	CURRENT MONTH			YEAR - TO -DATE		
	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR
	5,656	5,581	125 2.3%	52,133	49,069	3,064 6.2%
1	\$ 13,828	\$ 14,241	\$(414) (2.9)%	\$ 13,517	\$ 14,241	\$(724) -5.1%
2	1,494	1,198	296 24.7%	1,059	1,198	(139) (11.6)%
3	6,998	6,778	220 3.2%	6,679	6,778	(99) (1.5)%
4	22,320	22,217	102 0.5%	21,255	22,217	(962) (4.3)%
5	17,528	17,006	522 (3.1)%	16,239	17,006	767 4.5%
6	282	564	282 50.0%	482	564	82 14.6%
7	13	15	2 14.0%	12	15	3 22.5%
8	17,824	17,585	238 (1.4)%	16,733	17,585	853 4.8%
9	4,496	4,632	(136) (2.9)%	4,523	4,632	(109) (2.4)%
10	20,14%	20,85%		21,28%	20,85%	
11	1,544	1,204	340 28.2%	1,327	1,222	105 8.6%
12	22	23	(1) (5.5)%	21	23	(2) (9.0)%
13	78	44	34 76.6%	95	45	50 111.4%
14	13	11	2 22.3%	17	11	6 55.3%
15	72	80	(8) (10.1)%	75	81	(5) (6.7)%
16	185	168	17 17.2%	209	160	49 30.4%
17	6,225	5,994	231 3.9%	6,059	6,014	45 0.7%
18	3,573	3,411	162 (4.7)%	3,364	3,426	62 1.8%
19	133	140	7 5.0%	151	140	(10) (7.4)%
20	990	928	62 (6.7)%	918	936	17 1.8%
21	617	518	100 (19.3)%	566	520	(46) (12.8)%
22	539	503	36 (7.1)%	560	503	(57) (11.3)%
23	75	67	8 (8.0)%	74	68	(5) (8.0)%
24	55	74	19 25.2%	64	74	10 13.6%
25	4	9	5 58.6%	5	9	4 49.0%
26	179	210	31 14.6%	178	210	32 15.3%
27	99	79	20 (25.3)%	95	79	(16) (20.1)%
28	6,265	5,940	326 (5.5)%	5,994	5,965	(29) (0.5)%
29	(40)	54	(94) (174.4)%	64	49	16 32.0%
30						
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34	(40)	54	(94) (174)%	64	49	16 32.0%
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**NATIVIDAD  
BALANCE SHEET  
AS OF MARCH 31, 2024**

	CURRENT MONTH			YEAR - TO - DATE			% CHG.
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	
1	\$ 118,437,104	\$ 138,528,691	\$ 20,091,587	\$ 162,833,635	\$ 138,528,691	\$ (24,304,944)	(14.9) %
2	27,483,667	25,983,667	(1,500,000)	30,483,667	25,983,667	(4,500,000)	(14.8)
3	68,261,206	67,787,260	(473,946)	53,884,336	67,787,260	13,902,924	25.8
4	131,300,012	133,212,289	1,912,277	52,592,486	133,212,289	80,619,803	153.3
5	5,853,606	6,028,821	175,216	5,412,718	6,028,821	616,103	11.4
6	13,030,242	10,997,498	(2,032,744)	4,987,292	10,997,498	6,010,206	120.5
7	364,365,837	382,538,227	18,172,389	310,194,134	382,538,227	72,344,092	23.3
8	362,353,537	362,562,846	209,310	357,940,947	362,562,846	4,621,900	1.3
9	(242,513,708)	(243,527,382)	(1,013,674)	(234,499,704)	(243,527,382)	(9,027,678)	(3.8)
10	119,839,829	119,035,464	(804,365)	123,441,243	119,035,464	(4,405,778)	(3.6)
11	157,420,507	144,013,907	(13,406,600)	220,778,493	144,013,907	(76,764,586)	(34.8)
12	\$ 641,626,174	\$ 645,587,598	\$ 3,961,424	\$ 654,413,870	\$ 645,587,598	\$ (8,826,272)	(1.3) %
13	21,494,248	23,627,395	2,133,148	24,660,888	23,627,395	(1,033,493)	(4.2)
14	7,603,887	8,822,100	1,218,212	15,778,848	8,822,100	(6,956,748)	(44.1)
15	82,634,835	81,363,050	(1,271,785)	85,508,835	81,363,050	(4,145,784)	(4.8)
16	4,245,606	4,245,606	-	4,003,251	4,245,606	242,355	6.1
17	15,389,867	17,554,598	2,164,731	13,093,690	17,554,598	4,460,908	34.1
18	131,368,443	135,612,749	4,244,306	143,045,511	135,612,749	(7,432,762)	(5.2)
19	2,727,452	2,672,635	(54,817)	3,165,990	2,672,635	(493,355)	(15.6)
20	-	-	-	-	-	-	-
21	13,364,949	13,364,949	-	17,610,555	13,364,949	(4,245,606)	(24.1)
22	16,092,402	16,037,584	(54,817)	20,776,545	16,037,584	(4,738,961)	(22.8)
23	490,591,814	490,591,814	-	475,812,463	490,591,814	14,779,352	3
24	3,573,515	3,345,450	(228,065)	14,779,352	3,345,450	(11,433,901)	(77.4)
25	494,165,330	493,937,265	(228,065)	490,591,814	493,937,265	3,345,451	0.7
26	\$ 641,626,174	\$ 645,587,598	\$ 3,961,424	\$ 654,413,870	\$ 645,587,598	\$ (8,826,272)	(1.3) %
<b>CURRENT ASSETS</b>							
<b>CASH</b>							
<b>FUND AID</b>							
<b>ACCOUNTS RECEIVABLE NET</b>							
<b>STATE/COUNTY RECEIVABLES</b>							
<b>INVENTORY</b>							
<b>PREPAID EXPENSE</b>							
<b>TOTAL CURRENT ASSETS</b>							
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>							
<b>LESS: ACCUMULATED DEPRECIATION</b>							
<b>NET PROPERTY, PLANT &amp; EQUIPMENT</b>							
<b>OTHER ASSETS</b>							
<b>TOTAL ASSETS</b>							
<b>CURRENT LIABILITIES</b>							
<b>ACCRUED PAYROLL</b>							
<b>ACCOUNTS PAYABLE</b>							
<b>MCARE/MEDICAL LIABILITIES</b>							
<b>CURRENT PORTION OF DEBT</b>							
<b>OTHER ACCRUALS</b>							
<b>TOTAL CURRENT LIABILITIES</b>							
<b>LONG TERM LIABILITIES</b>							
<b>LT ACCRUED LIABILITIES</b>							
<b>UN EARNED CONTRIBUTIONS</b>							
<b>LONG TERM PORTION OF C.O.P.'s</b>							
<b>TOTAL LONG TERM DEBT</b>							
<b>FUND BALANCES</b>							
<b>ACCUMULATED FUND</b>							
<b>CHANGE IN NET ASSETS</b>							
<b>TOTAL FUND BALANCES</b>							
<b>TOTAL LIAB. &amp; FUND BALANCES</b>							

**NATIVIDAD  
STATE AND COUNTY RECEIVABLES  
AS OF 3/31/24**

<b>BALANCE SHEET</b>	<u>Beg. Balance</u>	<u>Accruals</u>	<u>Prior Years Final Rec'n</u>	<u>IGTs</u>	<u>Payments</u>	<u>End. Balance</u>
Medi-Cal Waiver (DSH + SNCP)	1,224,882	10,724,997	240,122	36,580,403	(31,938,379)	16,832,025
Physician SPA	-	375,000				375,000
Rate Range IGT-CCAH- AB 915	11,664,000	10,498,500		13,178,534		35,341,034
Medical GME	-	2,865,267				2,865,267
Medical HPE	-	749,997		1,086,864	(3,409,446)	(1,572,585)
Family First-COVID 19	40,955	225,000			(544,957)	(279,003)
SB1732	22,930	375,003			(555,345)	(157,412)
Hospital Fee	-	2,099,997			(2,910,146)	(810,149)
MCMC EPP	(3)	749,997				749,994
MCMC QIP	14,000,000	11,549,997		13,652,948	(33,782,999)	5,419,946
<b>GOVERNMENT RECEIVABLES</b>	<b>24,000,000</b>	<b>25,499,997</b>	<b>240,122</b>	<b>21,906,674</b>	<b>(73,141,273)</b>	<b>71,406,671</b>
	50,952,764	65,713,752	240,122	86,405,423	(73,141,273)	130,170,788
Accrued Donations	755,683	600,090			(1,369,546)	(13,773)
Office Buildings	(43,583)	1,110,190			(1,096,191)	(29,584)
Miscellaneous Receivable	53,622	959,126			(1,176,113)	(163,366)
Probation	-	866,205			(789,730)	76,475
UCSF & TOURO University	-	72,000			(48,500)	23,500
Interest Accrued	-	4,969,059			(3,145,810)	1,823,249
Health Department	-	1,479,725			(1,154,725)	325,000
Watsonville	1,000,000					1,000,000
<b>OTHER RECEIVABLES</b>	<b>1,765,722</b>	<b>10,056,394</b>	<b>-</b>	<b>-</b>	<b>(8,780,615)</b>	<b>3,041,501</b>
<b>STATE/COUNTY RECEIVABLES</b>	<b>\$ 52,718,486</b>	<b>\$ 75,770,146</b>	<b>\$240,122</b>	<b>\$ 86,405,423</b>	<b>\$ (81,921,888)</b>	<b>\$ 133,212,289</b>

<b>P &amp; L</b>	<b>YTD MAR-24</b>
Medi-Cal DSH /SNCP	\$ 10,724,997
Physician SPA	\$ 375,000
AB915	2,865,267
SB 1732	2,099,997
HPE	225,000
Esperanza Care	(1,875,006)
HD Residency Support	(375,003)
MCMC EPP	11,549,997
MCMC QIP	25,499,997
Hospital Fee	749,997
Medical GME	749,997
CARES Act Fund Aid	4,500,000
Family First C-19 Response-FMAP Enhance-	375,003
Rate Range IGT-CCAH-	10,498,500
Medicare Bi-Weekly Payment	1,210,987
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 69,174,730</b>



**NATIVIDAD**  
**STATEMENT OF CASH FLOWS**  
**AS OF MARCH 31, 2024**

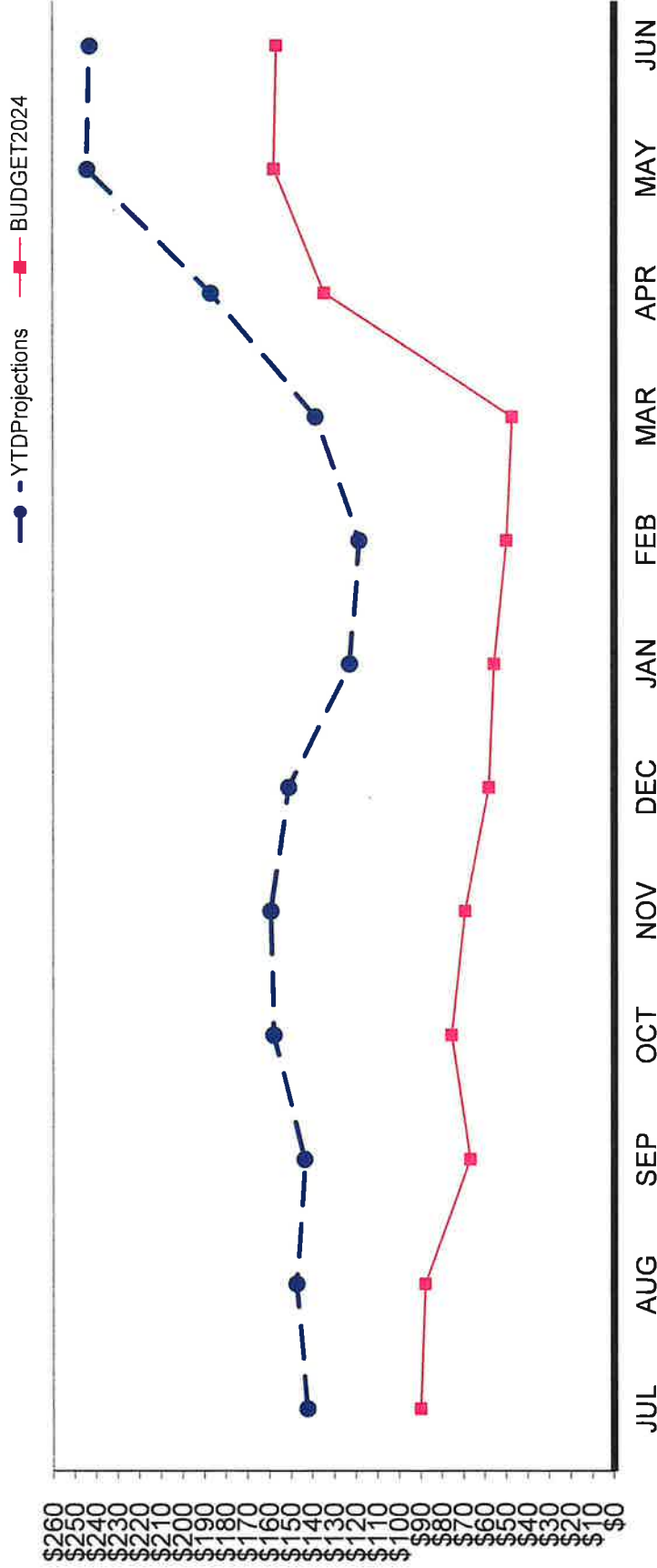
	CURRENT MONTH		YEAR - TO - DATE
1	\$ 118,437,104	CASH AT BEGINNING OF PERIOD	\$ 162,833,635
2		<b>FROM OPERATIONS:</b>	
3	(228,065)	NET INCOME/(LOSS)	3,345,450
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	1,013,674	DEPRECIATION/AMORT	\$ 9,027,678
6	785,610	SUBTOTAL	12,373,129
7		<b>CHANGES IN WORKING CAPITAL:</b>	
8	473,946	ACCOUNTS RECEIVABLE	(13,902,924)
	1,500,000	FUND AID STIMULUS	4,500,000
9	(1,912,277)	STATE/COUNTY RECEIVABLE	(80,619,803)
10	1,857,528	PREPAID EXPENSE & INVENTORY	(6,626,309)
11	2,133,148	ACCRUED PAYROLL	(1,033,493)
12	1,218,212	ACCOUNTS PAYABLE	(6,956,748)
13	(1,271,785)	MCARE/MEDICAL LIABILITIES	(4,145,784)
15	-	SHORT TERM DEBT	242,355
16	2,164,731	ACCRUED LIABILITIES	4,460,908
17	6,163,504	NET (DECREASE)/INCREASE	(104,081,798)
18		<b>CAPITAL ADDITIONS:</b>	
19	(209,310)	PP&E ADDITIONS	(4,621,900)
20	-	NBV OF ASSETS DISPOSED	-
19	-		-
21	(209,310)	TOTAL CAPITAL (Use of Cash)	(4,621,900)
22		<b>FINANCING ACTIVITY:</b>	
23	(54,817)	LONG TERM BOND DEBT	(4,738,961)
24	13,406,600	OTHER ASSETS	76,764,586
25	-	INVESTMENTS	-
26	13,351,783	TOTAL FINANCING	72,025,625
27	20,091,587	INC./(DEC.) IN CASH BALANCE	(24,304,944)
28	\$ 138,528,691	CASH BALANCE - END OF PERIOD	\$ 138,528,691

**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	\$ 14,300,000	\$ 14,300,000	\$ -
Physician SPA	\$ 500,000	\$ 500,000	-
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)



Months	ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ESTIMATE		ESTIMATE	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	May	Jun
YTD	142.3	147.4	144	158	159	151	123	118	139	187	244	243	244	243
BDGT	90.0	87.8	67	76	69	58	56	50	47	134	158	157	158	157
Variance	52.3	59.6	77	82	90	93	67	69	91	53	86	86	86	86

NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2024

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	162,833,635	142,308,392	147,388,355	143,606,166	158,054,997	159,390,551	140,919,763	122,878,278	118,422,446	138,518,681	186,861,097	243,881,429	162,833,635
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cop)	21,808,531	26,184,631	22,199,687	29,390,787	24,048,348	15,638,476	30,751,652	26,405,739	26,724,296	24,857,027	24,857,027	24,857,027	297,723,228
Provider Fee												250,000	250,000
RR IGT CCAH											28,861,128		28,861,128
Stimulus - Family First Response COVID19-SHORT DOYLE		83,251	267,896	10,480	82,092		66,473						510,191
HPE			97,974	200,726		58,118	1,262,503			1,616,238	862,019	862,019	4,994,219
Foundation Donations	494,657	40,685	68,272	15,045	43,054		395,194	150,307	23,067	60,000	60,000	60,000	1,410,281
Mcal Waiver FY 22-23/GPP		11,658,646			16,663,872			3,442,840		20,410,306			52,175,664
Fund Aid			500,000	500,000	500,000	500,000	500,000	500,000	1,500,000				4,500,000
SB1732			315,901					2,594,244					2,910,146
HEALTH DEPARTMENT REIMB		132,985		311,241	167,122		278,423		141,241	139,646	139,646	139,646	1,449,949
MCAL GME	388,091	501,055		1,093,751		774,612			651,937			250,000	3,659,446
AB915													3,820,000
Rent Income	23,345	23,345	321,362	93,696	144,672	122,184	123,184	115,684	122,684	123,592	123,592	123,592	1,460,930
Juvenile Hall									190,694				190,694
QIP										33,441,014	33,441,014		66,882,027
EPP				15,586,490					18,196,509				33,782,999
Phys SPA			173,021										173,021
FYE 6/30/23 Medicare Cost Report tentative settlement									228,215				228,215
IGT Sub-Fund Transfer In/(Out)		6,206,776		10,710,273				48,261,199	13,262,181				78,440,429
Fund 404 Transfer		897,959	55,034	68,048	12,779	100,720	25,140	63,885	141,554	1,206,590	614,476	1,801,004	4,987,188
Interest Income						1,705,349		1,440,461				737,499	3,883,309
Miscellaneous Revenue	269,493	1,398,558	687,981	432,981	401,620	360,214	857,718	305,135	561,838				5,275,538
<b>Total Cash Receipts</b>	<b>22,984,117</b>	<b>47,127,890</b>	<b>24,687,128</b>	<b>58,706,842</b>	<b>42,063,559</b>	<b>19,259,672</b>	<b>34,329,586</b>	<b>83,279,495</b>	<b>61,921,174</b>	<b>81,879,411</b>	<b>88,983,900</b>	<b>32,925,785</b>	<b>598,148,560</b>
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	8,337,656	8,848,094	9,830,316	14,066,528	9,211,616	17,834,249	16,797,988	10,625,072	8,884,185	9,507,829	9,507,829	9,507,829	132,959,192
Rate Range Assessment Fee CY22								1,870,676					1,870,676
Rate Range IGT CY22								11,114,825					11,114,825
Rate Range IGT CY21								193,033					193,033
IGT MEDICAL GME	325,968	86,140		332,488			342,267						11,132,161
GPP	7,552,884			10,377,786			5,387,552		13,262,181				36,580,403
PNPP SFY12-13		240,122											240,122
IGT EPP		6,206,776						7,446,172					13,652,948
IGT QIP								21,906,674					21,906,674
GPP Transfer to HD/BH (3 FYs)							1,603,047						1,603,047
Building Lease / Rental Equipment	194,125								184,021	190,159	184,021		752,326
Unfunded Actuarial Liability (UAL) Annual Allocation								13,948,989					13,948,989
COP Principal & Interest Payments					4,541,347				441,454	536,790			5,519,591
Payroll and Benefits	18,088,256	25,062,168	18,110,256	18,453,600	18,475,269	18,360,499	27,588,729	19,050,488	18,886,256	20,885,906	20,885,906	20,885,906	244,733,236
Workers Comp Allocation					4,909,589								4,909,589
Property Insurance					1,476,025								1,476,025
Liability Insurance					1,839,738								1,839,738
COWCAP	4,933,569	21,561											4,955,130
Data Processing	1,010,147					1,103,120	220,583	220,583		297,516	297,516	297,516	3,446,980
Pension Fund Transfer to County	3,066,755												3,066,755
Capital Expenses Fund 404		897,959	55,034	68,048	12,779	100,720	25,140	63,885	141,554	1,206,590	614,476	1,801,004	4,987,188
Capital Expenditures		685,106	473,712	959,561	261,642	331,873	405,765	1,294,930	209,310	918,345	467,682	1,370,758	7,378,683
<b>Total Cash Disbursements</b>	<b>43,509,360</b>	<b>42,047,927</b>	<b>28,469,318</b>	<b>44,258,011</b>	<b>40,728,006</b>	<b>37,730,460</b>	<b>52,371,071</b>	<b>87,735,326</b>	<b>41,824,939</b>	<b>33,536,996</b>	<b>31,963,568</b>	<b>34,047,033</b>	<b>528,267,311</b>
Increase/(Decrease)	(20,525,243)	5,079,963	(3,782,190)	14,448,831	1,335,554	(18,470,788)	(18,041,485)	(4,455,831)	20,096,235	48,342,415	57,020,332	(1,121,248)	69,881,248
Ending Cash Fund 451	142,308,392	147,388,355	143,606,166	158,054,997	159,390,551	140,919,763	122,878,278	118,422,446	138,518,681	186,861,097	243,881,429	242,760,181	232,714,884
(+) Cash In Transit						10,177,223							
(+) Petty Cash and CC	16,984	8,381	9,913	10,341	22,659	9,326	9,294	14,658	10,010				
Ending Cash as per 6/L	142,325,376	147,396,736	143,616,079	158,065,338	159,413,209	151,106,311	122,887,571	118,437,104	138,528,691	186,861,097	243,881,429	242,760,181	
<b>Fund 404</b>													
Beginning Balance	64,093,731	64,093,731	63,195,772	63,140,738	63,072,690	63,059,910	62,959,191	62,934,050	62,870,166	62,728,612	61,522,022	60,907,547	
Transfer In from fund 451													
Transfer Out fund 404		(897,959)	(55,034)	(68,048)	(12,779)	(100,720)	(25,140)	(63,885)	(141,554)	(1,206,590)	(614,476)	(1,801,004)	
Capital Expenditures													
Ending Cash Fund 404	64,093,731	63,195,772	63,140,738	63,072,690	63,059,910	62,959,191	62,934,050	62,870,166	62,728,612	61,522,022	60,907,547	59,106,543	
Ending Cash Fund 451 & 404	206,402,122	210,584,127	206,746,903	221,127,687	222,450,461	203,878,953	185,812,328	181,292,612	201,247,293	248,383,119	304,788,975	301,866,724	