



# **Finance Committee Meeting 2024**

**June 14, 2024**



## **Finance Committee Meeting**

**Friday, June 14, 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=cGVUcEJTTU53aGsyd0tJbDRlbnUttQT09>**

**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.)

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**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 May 10, 2024 Finance Committee. *Pages 7-13*

### **Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 14-47*

### **Scheduled Items/Discussion Items**

3. Receive and Approve April 2024 Financial Report. *Pages 48-60*

**Daniel Leon, CFO**

### **Adjournment**

**NEXT FINANCE COMMITTEE MEETING  
FRIDAY, JULY 19, 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, June 14, 2024**  
**Consent Items**

**Attachment A**

<b>1.</b> <b>Pages 14-15</b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13141) with InfoImage of California, Inc. for medical billing services, extending the agreement an additional one (1) year (July 1, 2024 through June 30, 2025) for a revised full term of July 1, 2016 through June 30, 2025, and adding \$40,000 for a revised total agreement amount not to exceed \$430,000.
<b>2.</b> <b>Pages 16-17</b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A 22-319) with Toyon Associates, Inc for _Rural Floor Budget Neutrality Appeals Services, Medicare/Medicaid Crossover Bad Debt Recovery Services, Medicare/ Medi-Cal Appeals Services, OSHPD Report Preparation Services, Medical Eligible Day Services (POA/Historical), Medicare/Medi-Cal/Short Doyle Cost report Preparation Services and Consulting services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full agreement term of July 1, 2022 through June 30, 2026, and adding \$500,000 for a revised total agreement amount not to exceed \$1,350,000.
<b>3.</b> <b>Pages 18-19</b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement (A-15736) with F1 Technical Solutions, Inc. for temporary and permanent placement services, extending the agreement an additional two (2) year period (March 15, 2024 through March 31, 2026) for a revised full agreement term of March 15, 2022 through March 31, 2026, and adding \$250,000 for a revised total agreement amount not to exceed \$900,000.
<b>4.</b> <b>Pages 20-21</b>	<ol style="list-style-type: none"><li>a. Authorize the Chief Executive Officer for Natividad or his designee to execute an agreement with The Chartis Group, LLC for peer review assessment services at Natividad for an amount not to exceed \$205,000 with an agreement term retroactive from June 11, 2024 through June 10, 2027.</li><li>b. Approve the Natividad Chief Executive Officer's recommendation to accept non-standard indemnification and limitation of liability provisions within the agreement.</li></ol>
<b>5.</b> <b>Pages 22-23</b>	<ol 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 ALCOR Scientific, Inc. for maintenance services of the iSED ESR Analyzer at NMC for an amount not to exceed \$1,780 with an agreement term June 15, 2024 through June 14, 2025.</li><li>b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.</li></ol>
<b>6.</b> <b>Pages 24-25</b>	<ol 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 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.</li><li>b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard</li></ol>

	indemnification provisions within the agreement.
<b>7.</b> <b>Pages 26-27</b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-16067) with Raimi and Associates, Inc for strategic planning services, extending the agreement an additional one (1) year period (November 1, 2024 through October 31, 2025) for a revised full agreement term of November 1, 2022 through October 31, 2025, and adding \$40,156 for a revised total agreement amount not to exceed \$225,266.
<b>8.</b> <b>Pages 28-29</b>	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Hospital Senior Medical Interpreter with the salary range as indicated in Attachment A effective July 13, 2024;</li> <li>b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8350-Appropriation Unit NMC001) to reallocate two (2) Hospital Medical Interpreter positions to two (2) Hospital Senior Medical Interpreter positions as indicated in Attachment A effective July 13, 2024;</li> <li>c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</li> </ul>
<b>9.</b> <b>Pages 30-31</b>	<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 Fourth Amendment to the Professional and Call Coverage Services Agreement (A-15010) with Ventana Faculty Medical Associates to provide family medicine and physician assistant services, extending the term by twelve months (July 1, 2024 to June 30, 2025) for a revised full agreement term of November 1, 2020 to June 30, 2025, and adding \$300,000 for a revised not to exceed amount of \$1,200,000 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% (\$50,000) of the original contract amount and do not increase the total contract amount above \$1,250,000.</li> </ul>
<b>10.</b> <b>Pages 32-33</b>	<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 Fifth Amendment to the Professional and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 1, 2018 to June 30, 2026, but with no change to the aggregate not to exceed amount of \$600,000; and</li> <li>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to the agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.</li> </ul>
<b>11.</b> <b>Pages 34-35</b>	<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 Professional and Call Coverage Services Agreement with Central Coast Nephrology to provide nephrology services July 1, 2024 to June 30, 2027 for an amount not to exceed \$1,050,000 in the aggregate; and</li> <li>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$105,000) of the original contract amount and do not increase the total contract amount above \$1,155,000.</li> </ul>
<b>12.</b> <b>Pages 36-37</b>	<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 Fourth Amendment to the Professional Services Agreement (A-13218) with CEP America-California, d.b.a. Vituity to provide emergency medicine services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 2016 to June 30, 2026, adding \$4,400,000, for a revised amount not to exceed \$18,426,277 in the aggregate; and</li> <li>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this</li> </ul>

	Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$301,266) of the original contract amount and do not increase the total contract amount above \$18,727,543.
<b>13.</b> <b>Pages 38-39</b>	<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 and Call Coverage Services Agreement (A-14310) with Monterey County Eye Associates, Inc. to provide ophthalmology call coverage services extending the term by twelve months (July 1, 2024 to June 30, 2025), for a revised full agreement term of June 1, 2019 to June 30 2025, and adding \$289,132 for a revised not to exceed amount of \$1,625,406 in the aggregate; aggregate; and</li> <li>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$54,600) of the original contract amount and do not increase the total contract amount above \$1,680,006.</li> </ul>
<b>14.</b> <b>Pages 40-41</b>	<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 Professional and Call Coverage Services Agreement with Joel Weinstein MD to provide general surgery services for the period July 1, 2024 to June 30, 2026 for an amount not to exceed \$800,000 in the aggregate; and</li> <li>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$80,000) of the original contract amount and do not increase the total contract amount above \$880,000.</li> </ul>
<b>15.</b> <b>Pages 42-43</b>	<ul style="list-style-type: none"> <li>a. Authorize the County Counsel to execute an Amendment No. 2 to an Agreement for Specialized Attorney Services ("Agreement") with Foley &amp; Lardner, LLP for independent consulting and legal services with respect to healthcare matters at Natividad Medical Center ("Natividad"), adding one year for a revised full term of July 1, 2021, through June 30, 2026, and adding \$300,000 for a revised total agreement amount not to exceed \$1,100,000; and</li> <li>b. Authorize the County Counsel to execute up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$80,000) of the agreement amount, for a revise total agreement amount of \$1,180,000, and do not significantly change the scope of work.</li> </ul>
<b>16.</b> <b>Pages 44-45</b>	<ul style="list-style-type: none"> <li>a. Authorize the County Counsel to execute amendment No. 6 to the agreement (A-13923) with Best Best &amp; Krieger, LLP for specialized attorney services, adding \$250,000 for a total revised agreement amount of \$725,000, with no change to the term of May 1, 2017 through April 30, 2026; and</li> <li>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 \$733,000.</li> </ul>
<b>17.</b> <b>Pages 46-47</b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a non-standard sponsorship agreement with the 7 <sup>th</sup> District Agricultural Association dba Monterey County Fair, designating NMC as an Official Sponsor of the annual Monterey County Fair scheduled August 29, 2024 through September 2, 2024 for an amount not to exceed \$5,000.





## **Finance Committee Meeting**

**Friday, May 10, 2024**

**8:30 AM**

**NATIVIDAD ROOM**

**1ST FLOOR, BUILDING 200**

## **MINUTES**

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

**Absent:** Mitch Winick

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

**Call to Order**

**Marcia Atkinson, Chair**

## Roll Call

### *Present*

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

### *Absent*

*Mitch Winick*

## 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.

**MOTION:** *Motion to approve the minutes of April 12, 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 15, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi and approved unanimously.*

## 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. (**Jeanne-Ann Balza**)

**MOTION:** *Motion to approve Scheduled, item 3, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved unanimously.*

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  
**(Jeanne-Ann Balza)**

**MOTION:** *Motion to approve Scheduled, item 4, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved unanimously.*

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). **(Nancy Buscher)**

**MOTION:** *Motion to approve Scheduled, item 5, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved unanimously.*

6. Receive and Approve March 2024 Financial Report.

**Daniel Leon, CFO**

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

**Adjournment at 8:43 AM**

*Recorded by Noemi Breig*



**Finance Committee Meeting**  
**Friday, May 10, 2024**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	<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>
2.	<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>
3.	<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>
4.	<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>
5.	<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>
6.	<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>

7.	<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>
8.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Manager of Diagnostic Imaging Services classification as indicated in Attachment A effective June 1, 2024; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</li> </ul>
9.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Patient Financial Services Director classification as indicated in Attachment A effective June 1, 2024; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</li> </ul>
10.	<ul style="list-style-type: none"> <li>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;</li> <li>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;</li> <li>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</li> <li>d. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</li> </ul>
11.	<ul style="list-style-type: none"> <li>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</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</li> </ul>
12.	<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 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</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% (\$1,530,000) of the original contract amount and do not increase the total contract amount above \$16,830,000.</li> </ul>
13.	<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 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</li> <li>b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this</li> </ul>

	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.
<b>14.</b>	<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>
<b>15.</b>	<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>

## MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**InfoImage of California 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-13141) with InfoImage of California, Inc. for medical billing services, extending the agreement an additional one (1) year (July 1, 2024 through June 30, 2025) for a revised full term of July 1, 2016 through June 30, 2025, and adding \$40,000 for a revised total agreement amount not to exceed \$430,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13141) with InfoImage of California, Inc. for medical billing services, extending the agreement an additional one (1) year (July 1, 2024 through June 30, 2025) for a revised full term of July 1, 2016 through June 30, 2025, and adding \$40,000 for a revised total agreement amount not to exceed \$430,000.

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

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

#### **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 on June 14, 2024, and by its Board of Trustees on June 14, 2024.

#### **FINANCING:**

The cost for this amendment No. 4 is \$40,000, which is included in the FY 2024-25 Recommended Budget.

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

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

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



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

Attachments:

InfoImage of California Amendment No. 4  
InfoImage of California Renewal and Amendment No. 3  
InfoImage of California Amendment No. 2  
InfoImage of California Renewal and Amendment No. 1  
InfoImage of California Agreement

Attachments on file with the Clerk of the Board

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

**Toyon Amendment No.1**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A 22-319) with Toyon Associates, Inc for \_Rural Floor Budget Neutrality Appeals Services, Medicare/Medicaid Crossover Bad Debt Recovery Services, Medicare/ Medi-Cal Appeals Services, OSHPD Report Preparation Services, Medical Eligible Day Services (POA/Historical), Medicare/Medi-Cal/Short Doyle Cost report Preparation Services and Consulting services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full agreement term of July 1, 2022 through June 30, 2026, and adding \$500,000 for a revised total agreement amount not to exceed \$1,350,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A 22-319) with Toyon Associates, Inc for \_Rural Floor Budget Neutrality Appeals Services, Medicare/Medicaid Crossover Bad Debt Recovery Services, Medicare/ Medi-Cal Appeals Services, OSHPD Report Preparation Services, Medical Eligible Day Services (POA/Historical), Medicare/Medi-Cal/Short Doyle Cost report Preparation Services and Consulting services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full agreement term of July 1, 2022 through June 30, 2026, and adding \$500,000 for a revised total agreement amount not to exceed \$1,350,000.

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

Toyon Associates Inc. (Toyon) provides expert services in areas of reimbursement from State and Federal Government. Their consulting services include preparation of State's Medi-Cal cost reports, Federal Medicare cost report, special supplemental cost reports (P-14) to the State, State's Short Doyle cost reports and annual State's HCAI reports. Toyon provides assistance in representing Natividad during scheduled audits and appeals for all State and Federal cost and supplemental reports. Toyon provides strategic assistance on reimbursement issues related to Disproportionate Share, Realignment, Bad Debts, Medi-Cal Waiver funding and programs and other reimbursement related initiatives particular to safety net provider (public) hospitals. Toyon Associates Inc. also pursues reimbursable costs available on previously reported years which are available to Monterey County Health System. This is an ongoing process between Provider (NMC), State and Federal Government.

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

The Office of County Counsel reviewed and approved this agreement as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The agreement was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 14, 2024.

## **FINANCING:**

The cost for this agreement is \$500,000, of which \$100,000 is included in the Fiscal Year 2024-25 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

This agreement is for specialized consulting services, the outcome of which will contribute to retaining or maximizing the financing of public health care services by Monterey County. The services rendered in this agreement provide NMC with the reimbursement expertise that allows for the improvement of financing options under State and Federal regulations, resulting in higher quality of patient care for the families in Monterey County.

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

Prepared by: Prepared by: Juan Polanco, Chief Hospital Accountant, 783-2372

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

### Attachments:

Toyon Associates, Inc. Agreement

Toyon Associates, Inc. Amendment No.1

\* Attachments on file with the Clerk of the Board

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

### **F1 Technical Solutions Inc Renewal and Amendment No. 1**

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

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement (A-15736) with F1 Technical Solutions, Inc. for temporary and permanent placement services, extending the agreement an additional two (2) year period (March 15, 2024 through March 31, 2026) for a revised full agreement term of March 15, 2022 through March 31, 2026, and adding \$250,000 for a revised total agreement amount not to exceed \$900,000.

#### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement (A-15736) with F1 Technical Solutions, Inc. for temporary and permanent placement services, extending the agreement an additional two (2) year period (March 15, 2024 through March 31, 2026) for a revised full agreement term of March 15, 2022 through March 31, 2026, and adding \$250,000 for a revised total agreement amount not to exceed \$900,000.

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

Natividad utilizes temporary staffing agencies to staff hard to fill positions to meet the hospitals staffing needs to ensure high quality patient care.

F1 Technical Solutions is able to provide Natividad with primarily IT staff to support the needs for clinical and financial reporting.

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

The Office of County Counsel has reviewed and approved this renewal and amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 12, 2024.

#### **FINANCING:**

The cost for this renewal and amendment No. 4 is \$250,000 of which \$42,000 which is included in the FY 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

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

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

Prepared by: Daniel Leon, Chief Financial Officer, 783-2551  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:  
F1 Technical Solutions Renewal and Amendment No. 1  
F1 Technical Solutions Agreement

Attachments on file with the Clerk of the Board

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

**The Chartis Group LLC dba The Greeley Company Legistar Number: \_\_\_\_\_**

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute an agreement with The Chartis Group, LLC for peer review assessment services at Natividad for an amount not to exceed \$205,000 with an agreement term retroactive from June 11, 2024 through June 10, 2027.
- b. Approve the Natividad Chief Executive Officer's recommendation to accept non-standard indemnification and limitation of 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 an agreement with The Chartis Group, LLC for peer review assessment services at Natividad for an amount not to exceed \$205,000 with an agreement term retroactive from June 11, 2024 through June 10, 2027.
- b. Approve the Natividad Chief Executive Officer's recommendation to accept non-standard indemnification and limitation of liability provisions within the agreement.

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

Natividad has multiple medical specialties on its medical staff. The Joint Commission requires ongoing monitoring and evaluation of provider performance in order to ensure excellence in physician performance and the highest quality of patient care. It is necessary to obtain the services of an external independent review organization in order to gain objective specialty expertise for some of the smaller specialties and to avoid conflict of interest. The Chartis Group offers comprehensive ongoing external peer review services for continued improvement of patient care and risk reduction at Natividad. Chartis also offers special focused evaluations through its panel of board certified physician specialists, not otherwise available to Natividad.

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

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on June 14, 2024.

#### **FINANCING:**

The cost for this agreement is \$205,000 of which \$105,000 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:**

To improve health and quality of life through County supported policies, programs, and services. By providing objective peer review of the work of our physicians and other providers we increase the quality of care and adherence to best practices throughout the hospital.

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

Prepared by: Craig Walls, Chief Medical Office, 783-2521

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

Attachments:

The Chartis Group LLC

Attachments on file with the Clerk of the Board



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

**ALCOR Scientific, Inc.      Legistar Number: \_\_\_\_\_**

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ALCOR Scientific, Inc. for maintenance services of the iSED ESR Analyzer at NMC for an amount not to exceed \$1,780 with an agreement term June 15, 2024 through June 14, 2025.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages 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 ALCOR Scientific, Inc. for maintenance services of the iSED ESR Analyzer at NMC for an amount not to exceed \$1,780 with an agreement term June 15, 2024 through June 14, 2025.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

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

ISED ESR instrument improves efficiency by providing instantaneous result with fully automated workflow. Compared to manual method, ISED requires >96 % less hands -on time and reduces turnaround time up to 94%. ISED brings a good approach by directly measuring RBC aggregation and available in seconds.

Service contract is needed to continue lab operation without delay and compromising patient care. The service contract includes troubleshooting, calling hotline and changing parts as needed. Having the service contract will save Natividad Medical Center for emergency repair which is very expensive.

#### **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 June 14, 2024.

#### **FINANCING:**

The cost for this agreement \$4,806 of which is included in the FY 2024-25 Adopted Budget.

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

Preventive maintenance and service hotline available always is a required service for our lab instruments to ensure effective treatments are being rendered in the best possible manner and to prevent delay of results.

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

Prepared by: Arthur Tiongson, Lab Manager, 831-772-7660

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

Attachments:

ALCOR Scientific, Inc. 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 has upgraded to an untethered neonatal simulator manikin, manufactured by Gaumard Scientific, and a service agreement is needed to ensure regular preventive maintenance for this high-fidelity neonatal simulator manikin. The goal of preventive maintenance service is to prevent equipment failure before it occurs and ensure safe equipment use throughout the product's life span. Gaumard Scientific will provide annual periodic maintenance service to make sure that the simulator manikin remains calibrated to warranty standard levels. Each preventive maintenance service includes extensive assessment, testing, software updates, and replacement of components as needed to ensure the manikin maintains peak performance levels. This service is valuable to provide for a very realistic full-body patient presentation during simulation learning activities, which 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 June 14, 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

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

### **Raimi and Associates, Inc. Agreement**

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

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-16067) with Raimi and Associates, Inc for strategic planning services, extending the agreement an additional one (1) year period (November 1, 2024 through October 31, 2025) for a revised full agreement term of November 1, 2022 through October 31, 2025, and adding \$40,156 for a revised total agreement amount not to exceed \$225,266.

#### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-16067) with Raimi and Associates, Inc for strategic planning services, extending the agreement an additional one (1) year period (November 1, 2024 through October 31, 2025) for a revised full agreement term of November 1, 2022 through October 31, 2025, and adding \$40,156 for a revised total agreement amount not to exceed \$225,266.

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

Natividad has been working with Raimi and Associates since November 2022 on the development of its three-year strategic plan. The Monterey County Health Department recommended Raimi and Associates to the hospital, as they had utilized this firm in the past and were planning to start their strategic planning process with them as well. There have been multiple stakeholder meetings both in person and virtually, utilizing a variety of facilitation techniques, including small and large group discussions, and other approaches that consider literacy, culture, and diverse learning and communication styles. The discussions have been robust to date, and Natividad desires to increase the number of in person stakeholder meetings and extend the term of the contract to October 31, 2025. Raimi and Associates will be instrumental in developing a dashboard for Natividad to monitor its progress on its strategic plan. Natividad anticipates a draft of the strategic plan with an accompanying dashboard to be completed by end of year 2025.

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

The Office of County Counsel has reviewed and approved this agreement 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 June 14, 2024.

#### **FINANCING:**

The cost for this agreement is \$40,156 of which \$46,1560 is included in the Fiscal Year 2024-25 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact on the general fund.

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

The strategic plan will serve as a well thought roadmap for the hospital identifying many growth and service line expansion opportunities. Implementation of strategies in the strategic plan may result in improved access to much needed services for the residents of Monterey County.

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

Prepared by: Andrea Rosenberg, Assistant Administrator, 783-2562

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

### Attachments:

Raimi and Associates, Inc. Agreement

Raimi and Associates, Inc. Amendment No. 1

Raimi and Associates, Inc. Amendment No. 2

Attachments on file with the Clerk of the Board

## **..Title**

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Hospital Senior Medical Interpreter with the salary range as indicated in Attachment A effective July 13, 2024;
- b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8350-Appropriation Unit NMC001) to reallocate two (2) Hospital Medical Interpreter positions to two (2) Hospital Senior Medical Interpreter positions as indicated in Attachment A effective July 13, 2024;
- c. 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:

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Hospital Senior Medical Interpreter with the salary range as indicated in Attachment A effective July 13, 2024;
- b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8350-Appropriation Unit NMC001) to reallocate two (2) Hospital Medical Interpreter positions to two (2) Hospital Senior Medical Interpreter positions as indicated in Attachment A effective July 13, 2024;
- c. 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 Hospital Medical Interpreter classification series that is responsible a variety of interpreting, translating, and escorting activities at NMC. Subsequently, a classification study was requested to determine if there was enough market data available to support the creation of a lead-level classification with a unique salary range aligned with available market data.

The classification study found that sufficient market data was available to support the creation of a lead level classification. To establish the salary for the new classification, NMC completed a base wage compensation study and found that the job duties and responsibilities of the Hospital Senior Medical Interpreter position was matched to two (2) of the six (6) hospital comparable agencies: Alameda Highland Hospital and San Mateo Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Contra Costa Regional Medical Center, Salinas Valley Health, Santa Clara Valley Medical Center and Hazel Hawkins Hospital. In accordance with the Compensation Philosophy, internal comparisons were reviewed to set base wages in the absence of sufficient external data at the top monthly step of approximately \$7,602.



NMC is seeking consideration from the Board of Supervisors to adopt a Resolution to create the new classification of Hospital Senior Medical Interpreter with the respective salary and reallocate two (2) filled Hospital Medical Interpreter positions to two (2) Hospital Senior Medical Interpreter positions.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The salary and benefits increased costs for the current positions (2.0 FTE filled) budgeted for the remainder of Fiscal Year 2024-25 is approximately \$22,881 and then \$23,796 annually thereafter. The funding for personnel costs is provided by NMC's enterprise fund comprised of patient services revenues received from commercial insurance, state, and federal government agencies. This action does not impact the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Attachment A

Resolution

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

### **Ventana Faculty Medical Associates Fourth Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-15010) with Ventana Faculty Medical Associates to provide family medicine and physician assistant services, extending the term by twelve months (July 1, 2024 to June 30, 2025) for a revised full agreement term of November 1, 2020 to June 30, 2025, and adding \$300,000 for a revised not to exceed amount of \$1,200,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$50,000) of the original contract amount and do not increase the total contract amount above \$1,250,000.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-15010) with Ventana Faculty Medical Associates to provide family medicine and physician assistant services, extending the term by twelve months (July 1, 2024 to June 30, 2025) for a revised full agreement term of November 1, 2020 to June 30, 2025, and adding \$300,000 for a revised not to exceed amount of \$1,200,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$50,000) of the original contract amount and do not increase the total contract amount above \$1,250,000.

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

NMC has an agreement with Ventana Faculty Medical Associates to make available family medicine physicians to provide services including inpatient rounding, supervising residents in the Family Practice Residency Program. Professional services in the County NIDO clinic and medical director and physician assistant services in the hospital's mental health unit and County juvenile hall are also provided through this agreement. Natividad wishes to amend the agreement with Ventana so that its providers can continue to provide the same services to its patients and residency program without interruption. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

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

#### **FINANCING:**

The cost of this amendment is \$300,000. The total not to exceed amount of this Agreement is \$1,200,000 for the period November 1, 2020 to June 30, 2025. \$300,000 is included the Fiscal Year 2024/2025 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

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**

### **Cardiopulmonary Associates Medical Group Fifth Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 1, 2018 to June 30, 2026, but with no change to the aggregate not to exceed amount of \$600,000; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to the agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

#### **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 Fifth Amendment to the Professional and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 1, 2018 to June 30, 2026, but with no change to the aggregate not to exceed amount of \$600,000; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to the agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

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

NMC operates an intensive care unit (ICU) for the care and treatment of hospitalized patients facing life-threatening illness or injury. In order to ensure 24 hour a day coverage of the ICU, it requires a team of critical care physicians, known as intensivists. CPA provides two board certified pulmonary medicine and critical care physicians to cover daily rounding in the ICU as needed to cover for employed physicians who are not available (e.g., vacation; illness; continuing medical education; etc.).

NMC wishes to amend the agreement with CPA so that its providers can continue to provide the same services without interruption. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

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

#### **FINANCING:**

There is no cost for this Amendment. The total not to exceed amount of the Agreement is \$600,000 for the period July 1, 2018 to June 30, 2026. \$50,000 is included in the Fiscal Year 2024/2025 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Fifth Amendment  
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**

### **Central Coast Nephrology 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 Central Coast Nephrology to provide nephrology services July 1, 2024 to June 30, 2027 for an amount not to exceed \$1,050,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$105,000) of the original contract amount and do not increase the total contract amount above \$1,155,000.

#### **RECOMMENDATION:**

- 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 Central Coast Nephrology to provide nephrology services July 1, 2024 to June 30, 2027 for an amount not to exceed \$1,050,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$105,000) of the original contract amount and do not increase the total contract amount above \$1,155,000.

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

NMC must arrange for care and treatment of patients who present to the emergency department or hospital clinics as well as hospitalized patients in need of medical care in the specialty of nephrology for the diagnosis and treatment of kidney disease. NMC would like to enter into this Agreement with Central Coast Nephrology so that its board-certified nephrologists can provide, 24/7 emergency department call coverage and inpatient consults, at least two half days of clinic per week in the outpatient specialty clinic and administrative services without interruption. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

County Counsel has reviewed and approved this 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:**

The total not to exceed amount for this Agreement is \$1,050,000 for the period July 1, 2024 to June 30, 2027. \$350,000 is included in the Fiscal Year 2024/2025. 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:  
Agreement

Attachments on File at the Clerk of the Board



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

### **CEP America-California d.b.a. Vituity Fourth Amendment**

#### **..Title**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-13218) with CEP America-California, d.b.a. Vituity to provide emergency medicine services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 2016 to June 30, 2026, adding \$4,400,000, for a revised amount not to exceed \$18,426,277 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$301,266) of the original contract amount and do not increase the total contract amount above \$18,727,543.

#### **..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 Fourth Amendment to the Professional Services Agreement (A-13218) with CEP America-California, d.b.a. Vituity to provide emergency medicine services, extending the term by twenty-four months (July 1, 2024 to June 30, 2026) for a revised full agreement term of July 2016 to June 30, 2026, adding \$4,400,000, for a revised amount not to exceed \$18,426,277 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$301,266) of the original contract amount and do not increase the total contract amount above \$18,727,543.

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

NMC must arrange for the professional consultation and treatment of those patients who present to its Emergency Department (ED) in need of medical care for general illnesses and disease to life-threatening conditions, 24 hours a day. Vituity (formerly known as California Emergency Physicians Medical Group) offers a team of providers including emergency medicine physicians, physician assistants and nurse practitioners to provide exclusive medical director and comprehensive provider services coverage in the ED.

NMC would like to amend the Agreement so that Vituity can provide the same services critical to NMC's operation without interruption. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

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

FINANCING:

The cost of this amendment is \$4,400,000. The total not to exceed amount for this Agreement is \$18,426,277 for the period July 1, 2016 to June 30, 2026. \$1,466,667 is included in the Fiscal Year 2024/2025 Adopted 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 Natividad with the additional support it needs in order to provide reliable and high-quality patient care, which improves the health and quality of life for patients and their families.

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

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

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

Attachments:

Fourth Amendment  
Third Amendment  
Second Amendment  
First Amendment  
Agreement

Attachments on file at the Clerk of the Board

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

### **Monterey County Eye Associates Third Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-14310) with Monterey County Eye Associates, Inc. to provide ophthalmology call coverage services extending the term by twelve months (July 1, 2024 to June 30, 2025), for a revised full agreement term of June 1, 2019 to June 30 2025, and adding \$289,132 for a revised not to exceed amount of \$1,625,406 in the aggregate; aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$54,600) of the original contract amount and do not increase the total contract amount above \$1,680,006.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-14310) with Monterey County Eye Associates, Inc. to provide ophthalmology call coverage services extending the term by twelve months (July 1, 2024 to June 30, 2025), for a revised full agreement term of June 1, 2019 to June 30 2025, and adding \$289,132 for a revised not to exceed amount of \$1,625,406 in the aggregate; aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$54,600) of the original contract amount and do not increase the total contract amount above \$1,680,006.

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

NMC must arrange for the care and treatment of patients who present to the emergency department in need of medical care in the specialty of ophthalmology, for the diagnosis and treatment of eye disorders. NMC would like to amend its agreement with Monterey County Eye Associates, a medical group with board certified fellowship trained ophthalmologist, who provide 24 hours a day, 7 days a week ophthalmology call coverage in the emergency 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 amendment as to legal form. Auditor-Controller has reviewed and approved this amendment as to fiscal provisions. The amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

**FINANCING:**

The cost of this amendment is \$289,132. The total not to exceed amount of this agreement is \$1625406 for the period June 1, 2019 to June 30, 2025. \$289,132 is included in the Fiscal Year 2024/2025 Adopted Budget. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered in this agreement are required for Level II Trauma Centers and provide 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, Management Analyst, 783.2506

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

**Attachments:**

Third Amendment  
Second Amendment  
First Amendment  
Agreement

Attachments on file at the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORTS**

### **Joel Weinstein MD Agreement**

#### **TITLE:**

a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Joel Weinstein MD to provide general surgery services for the period July 1, 2024 to June 30, 2026 for an amount not to exceed \$800,000 in the aggregate; and

b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$80,000) of the original contract amount and do not increase the total contract amount above \$880,000.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors:

a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Joel Weinstein MD to provide general surgery services for the period July 1, 2024 to June 30, 2026 for an amount not to exceed \$800,000 in the aggregate; and

b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$80,000) of the original contract amount and do not increase the total contract amount above \$880,000.

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

NMC must arrange for care and treatment of patients who present to the emergency department or outpatient clinic as well as hospitalized patients in need of medical care in the specialty of general surgery. NMC wishes to enter into an agreement with Dr. Weinstein, a board-certified general surgeon, to provide the outpatient clinic services and participate in the general surgery call panel to ensure sufficient coverage of the service twenty-four hours per day, seven days a week, including all holidays. 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 also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

#### **FINANCING:**

The total cost of this agreement is \$800,000. \$400,000 is included in the Fiscal Year 2024/2025 Adopted 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:

Agreement

Attachments on File at the Clerk of the Board

**..Title**

- a. Authorize the County Counsel to execute an Amendment No. 2 to an Agreement for Specialized Attorney Services (“Agreement”) with Foley & Lardner, LLP for independent consulting and legal services with respect to healthcare matters at Natividad Medical Center (“Natividad”), adding one year for a revised full term of July 1, 2021, through June 30, 2026, and adding \$300,000 for a revised total agreement amount not to exceed \$1,100,000; and
  - b. Authorize the County Counsel to execute up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$80,000) of the agreement amount, for a revised total agreement amount of \$1,180,000, and do not significantly change the scope of work.
- (REVISED VIA SUPPLEMENTAL)

**..Report**

**RECOMMENDATION:**

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

- a. Authorize the County Counsel to execute an Amendment No. 2 to an Agreement for Specialized Attorney Services (“Agreement”) with Foley & Lardner, LLP for independent consulting and legal services with respect to healthcare matters at Natividad Medical Center (“Natividad”), adding one year for a revised full term of July 1, 2021, through June 30, 2026, and adding \$300,000 for a revised total agreement amount not to exceed \$1,100,000; and
- b. Authorize the County Counsel to execute up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$80,000) of the agreement amount, for a revised total agreement amount of \$1,180,000, and do not significantly change the scope of work.

**SUMMARY/DISCUSSION:**

Foley & Lardner, LLP specializes in healthcare law, and has for years provided advice and counsel, in consultation with the Office of the County Counsel, on a variety of healthcare-related issues to NMC. The firm represents the California Association of Public Hospitals (CAPH) and works frequently with the state government and CAPH in drafting legislation for the benefit of public hospitals statewide. The firm’s expertise in public hospital healthcare law, in areas such as Medi-Cal funding to hospitals, specifically regarding the structuring of Medicaid financing for safety net providers in the context of disproportionate share hospital payment programs and under federal Medicaid demonstrations authorized under Section 1115 of the Social Security Act, is of significant importance to Natividad Medical Center.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This Agreement has also been reviewed and approved by Natividad’s Finance Committee and by its Board of Trustees on June 14, 2024.

### **FINANCING:**

The cost for this amendment is \$300,000, of which \$300,000 is included in the Fiscal Year 2024-2025 Recommended Budget. Amounts for the remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

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

The services rendered in this agreement provide legal consulting services, as needed, with respect to healthcare matters; the outcome of which contributes to assisting Natividad 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, MD, Chief Executive Officer, 783-2504

#### Attachments:

Foley and Lardner LLP Original Agreement

Foley and Lardner LLP Amendment No. 1 to Original Agreement

Foley and Lardner LLP Amendment No. 2 to Original Agreement

Attachments on file with the Clerk of the Board



**..Title**

- a. Authorize the County Counsel to execute amendment No. 6 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$250,000 for a total revised agreement amount of \$725,000, with no change to the term of May 1, 2017 through April 30, 2026; 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 \$733,000.

**..Report****RECOMMENDATION:****It is recommended the Board of Supervisors:**

- a. Authorize the County Counsel to execute amendment No. 6 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$250,000 for a total revised agreement amount of \$725,000, with no change to the term of May 1, 2017 through April 30, 2026; 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 \$733,000.

**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. 6 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 6 was reviewed and approved by NMC's Finance Committee and Board of Trustees on June 14, 2024.

**FINANCING:**

The cost for this amendment is \$250,000, of which \$100,000 is included in the Fiscal Year 2023-2024 Adopted Budget. Amounts for the remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

## **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. 6  
Best Best & Krieger Renewal and 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**

### **Monterey County Fair Sponsorship Agreement**

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

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a non-standard sponsorship agreement with the 7<sup>th</sup> District Agricultural Association dba Monterey County Fair, designating NMC as an Official Sponsor of the annual Monterey County Fair scheduled August 29, 2024 through September 2, 2024 for an amount not to exceed \$5,000.

#### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a non-standard sponsorship agreement with the 7<sup>th</sup> District Agricultural Association dba Monterey County Fair, designating NMC as an Official Sponsor of the annual Monterey County Fair scheduled August 29, 2024 through September 2, 2024 for an amount not to exceed \$5,000.

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

Natividad Medical Center is recommending an agreement sponsoring the Monterey County Fair 2024 with the 7th District Agricultural Association. To reach our target audiences and to promote the hospital to the public, the Monterey County Fair will provide Natividad:

- One 10x10 booth space August 28<sup>th</sup> – September 2, 2024.
- NMC will be named day of the Fair on Saturday, August 31, 2024.
- NMC will be able to distribute materials at the main entrance (Gate 5) on their named day, Saturday, August 31, 2024.

The Monterey County Fair will provide NMC with the following hospitality package:

- 30 Day Admission Passes
- 6 Daily Parking Passes
- 6 Kick-Off BBQ Tickets

In addition, NMC will receive exposure of logo and/ or name in all marketing materials:

- Monterey County Fair Website
- Monterey County Fair Program
- Monterey County Fair Social Media
- Monterey County Fair Poster
- Monterey County Fair Electronic Newsletter
- Monterey County Fair Thank You Ad
- Monterey County Fair Banner Display – (1) banner location during the 2024 Monterey County Fair

The Monterey County Fair this year is held August 29-September 2, 2024. The approval of this agreement with Natividad Medical Center will help promote the NMC brand, increase awareness of

the hospital's health care services, and improve perception, and benefitting our community. Fair attendees are from key areas and demographics serviced by NMC.

**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 June 14, 2024.

**FINANCING:**

The cost for this agreement is \$5,000, all of which has been included in the FY 2024-2025 Recommended Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement facilitates the promotion of the NMC brand, programs, and services. It meets the Health & Human Services Initiative's goal of promoting access to equitable opportunities for health choices and health environments in collaboration with communities.

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

Prepared by: Hillary Fish, Marketing Director, 783-2693

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

Attachments:

Monterey County Fair Sponsorship Agreement for 2024

Attachments on file with the Clerk of the Board

# FINANCIAL STATEMENTS

APRIL 30, 2024

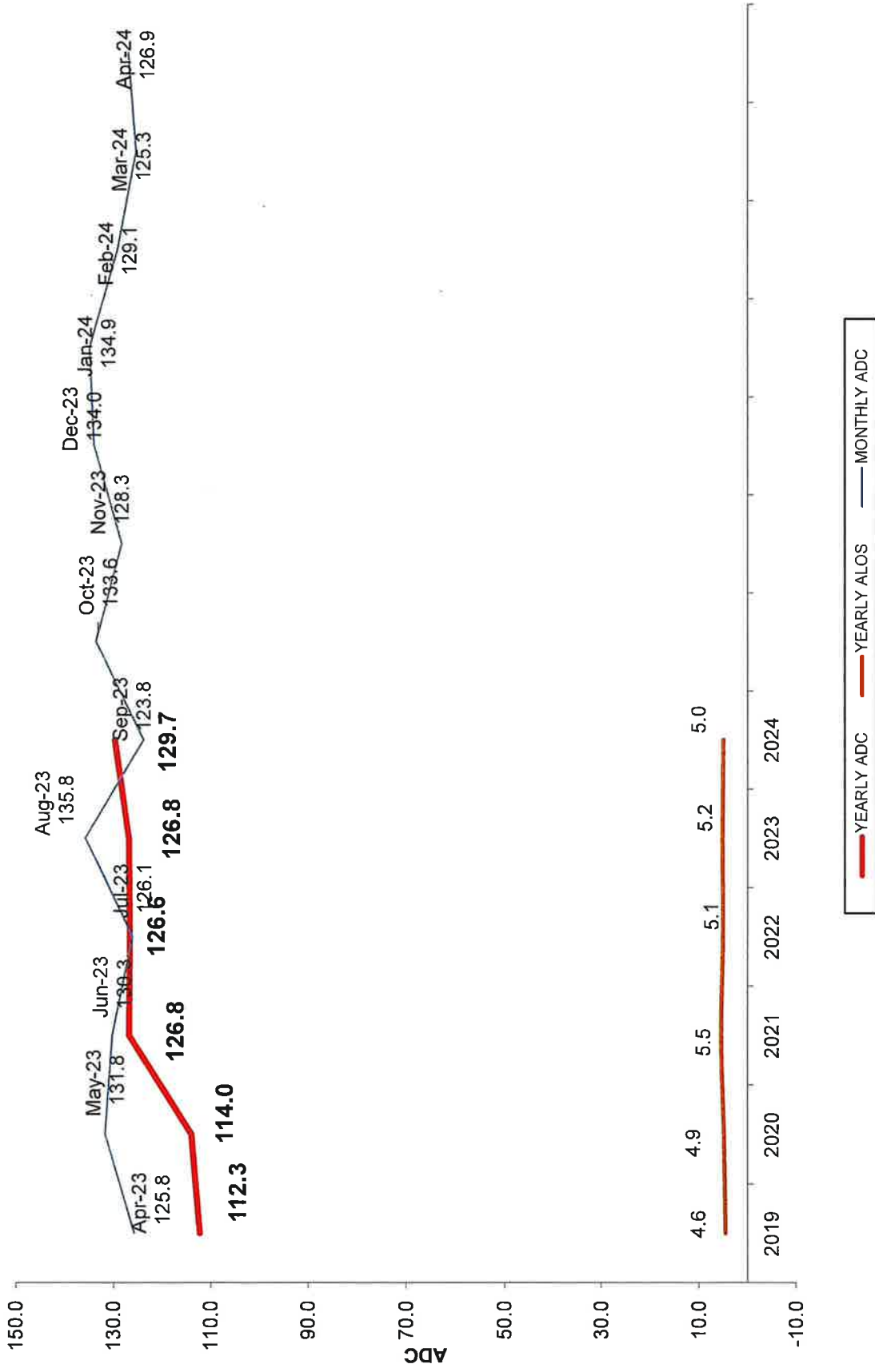
06/03/24

## **FINANCIAL STATEMENTS**

**APRIL 30, 2024**

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**NATIVIDAD**  
**STATISTICAL REPORT**  
**April 30, 2024**

Month-To-Date					Year-To-Date					
02-24	03-24	04-24	Budget			Budget	Current	Prior Yr	%	
PT DAYS BY SERVICE					STAFFED BEDS		CY/PY			
1	238	199	179	200	NICU	15	2,030	2,300	1,932	19.05%
2	1,770	1,781	1,841	1,918	Med/Surg	57	19,501	19,081	19,637	-2.83%
3	173	161	147	198	ICU	10	2,016	1,919	1,944	-1.29%
4	88	90	70	103	Peds	12	1,047	849	1,011	-16.02%
5	724	805	798	751	Acute Rehab	28	7,636	7,724	7,827	-1.32%
6	305	337	326	289	OB/Gyn	27	2,937	3,149	3,004	4.83%
7	3,298	3,373	3,361	3,459	TOTAL ACUTE	149	35,166	35,022	35,355	-0.94%
8	445	510	446	261	Psychiatric	19	2,653	4,536	2,930	54.81%
9	3,743	3,883	3,807	3,720	TOTAL DAYS	168	37,819	39,558	38,285	3.33%
10	280	283	313	290	Nursery	18	2,953	2,986	2,956	1.01%
AVERAGE DAILY CENSUS										
11	88.8	82.8	85.4	90.3	Acute	121	90.3	89.5	90.6	-1.21%
12	25.0	26.0	26.6	25.0	Acute Rehab	28	25.0	25.3	25.7	-1.56%
13	15.3	16.5	14.9	8.7	Psychiatric	19	8.7	14.9	9.6	55.21%
14	129.1	125.3	126.9	124.0	TOTAL	168	124.0	129.7	125.9	3.02%
15	9.7	9.1	10.4	9.7	Nursery	18	9.7	9.8	9.7	1.03%
PERCENTAGE OF OCCUPANCY										
16	73.4%	68.4%	70.6%	74.6%	Acute		74.6%	74.0%	74.9%	-1.2%
17	89.3%	92.9%	95.0%	89.3%	Acute Rehab		89.3%	90.4%	91.8%	-1.6%
18	80.5%	86.8%	78.4%	45.8%	Psychiatric		45.8%	78.4%	50.5%	55.2%
19	76.8%	74.6%	75.5%	73.8%	TOTAL		73.8%	77.2%	74.9%	3.0%
20	53.9%	50.6%	57.8%	53.9%	Nursery		53.9%	54.4%	53.9%	1.0%
ADMISSIONS										
21	654	693	709	621	Acute		6,313	6,712	6,438	4.26%
22	58	63	62	55	Acute Rehab		564	592	584	1.37%
23	51	53	73	42	Psychiatric		425	535	432	23.84%
24	763	809	844	718	TOTAL		7,303	7,839	7,454	5.17%
25	174	186	208	179	Nursery		1,819	1,876	1,815	3.36%
26	184	194	217	183	Deliveries		1,861	1,966	1,946	1.03%
DISCHARGES										
27	632	660	678	600	Acute		6,100	6,386	6,178	3.37%
28	55	61	60	56	Acute Rehab		568	592	588	0.68%
29	52	56	69	41	Psychiatric		418	533	425	25.41%
30	739	777	807	697	TOTAL		7,085	7,511	7,191	4.45%
31	168	164	187	167	Nursery		1,694	1,705	1,698	0.41%
AVERAGE LENGTH OF STAY										
32	4.9	4.8	4.5	5.2	Acute(Hospital wide no babies)		5.2	5.0	5.1	-1.96%
33	12.5	12.8	12.9	13.5	Acute Rehab		13.5	13.0	13.4	-2.99%
34	2.9	2.6	2.5	2.6	OB/Gyn		2.6	2.6	2.6	0.00%
35	8.7	9.6	6.1	6.2	Psychiatric		6.2	8.5	6.8	25.00%
36	1.6	1.5	1.5	1.6	Nursery		1.6	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	4,442	5,067	4,970	4,920	Emergency Room		50,021	50,353	49,202	2.34%
38	388	437	449	391	ER Admits		3,971	4,204	5,391	-22.02%
39	50.9%	54.0%	53.2%	54.4%	ER Admits as a % of Admissions		54.4%	53.6%	72.3%	-25.85%
40	6,519	7,271	7,509	5,825	Clinic Visits		59,221	66,399	59,770	11.09%
ANCILLARY PROCEDURES BILLED										
41	52,286	57,602	54,918	52,568	Lab Tests		534,438	555,865	539,786	2.98%
42	4,275	4,587	4,589	3,846	Radiology Procedures		39,101	44,858	39,304	14.13%
43	244	288	251	263	MRI Procedures		2,678	2,463	2,481	-0.73%
44	82	130	140	103	Nuclear Med Procedures		1,046	1,066	1,014	5.13%
45	1,269	1,423	1,363	1,198	Ultrasound Procedures		12,181	13,235	12,600	5.04%
46	2,331	2,616	2,464	1,953	CT Scans		19,853	25,295	19,275	31.23%
47	435	388	415	355	Surgeries		3,613	4,188	3,686	13.62%
48	7.40	7.68	7.43	7.56	FTE'S PER AOB		7.56	7.37	8.38	-12.05%
49	1,399.7	1,402.5	1,412.1	1,349.7	TOTAL PAID FTE'S		1,349.7	1,397.3	1,371.7	1.87%
50	5,487	5,656	5,698	5,353	ADJUSTED PATIENT DAYS		54,422	57,832	49,765	16.21%



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

	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	YTD
<b>REVENUE</b>													
<b>Patient Revenue:</b>													
1 Inpatient	75,825,124	81,181,440	75,600,355	84,990,765	76,534,937	82,070,923	77,680,888	72,610,591	78,214,854	75,213,393			779,903,371
2 Pro Fees	4,930,938	5,547,977	6,135,118	6,498,508	5,846,986	4,720,362	6,399,055	6,673,901	6,451,923	6,129,281			61,334,038
3 Outpatient	36,720,170	39,152,144	39,736,950	41,449,259	40,190,023	36,033,165	38,399,344	36,931,604	39,582,776	40,408,905			388,604,341
4 Total Patient Revenue	117,476,232	125,881,561	121,472,423	132,938,532	122,571,946	122,824,440	122,469,287	116,216,095	126,249,654	121,751,579	-	-	1,228,841,750
<b>Deductions from revenue</b>													
5 Contractual Deductions	89,537,030	94,105,959	91,652,157	101,057,942	92,684,258	94,299,536	93,216,687	90,853,362	99,147,527	94,587,780			941,152,237
6 Bad Debt	3,902,355	4,451,253	3,433,666	3,200,210	2,924,570	2,103,918	2,933,334	583,772	1,597,181	451,854			25,582,313
7 Unable to Pay	32,434	16,002	100,784	104,233	169,465	57,622	13,981	49,231	74,390	114,037			732,179
8 Total Contractual Discounts	93,471,819	98,573,214	95,186,507	104,362,384	95,788,293	96,481,078	96,184,002	91,486,366	100,819,098	95,153,671	-	-	967,466,729
9 Net Patient Revenue	24,004,414	27,308,347	26,285,916	28,576,148	26,783,653	26,363,364	26,285,285	24,729,730	25,430,556	26,597,908	-	-	262,375,021
10 As a percent of Gross Revenue	20.43%	21.69%	21.64%	21.50%	21.85%	21.46%	21.47%	21.28%	20.14%	21.85%	0.00%	0.00%	21.33%
<b>Total Government Funding</b>													
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	7,672,057			76,846,797
<b>Other Operating Revenue:</b>													
12 Rent Income	126,949	118,418	122,684	122,684	122,684	122,684	122,684	122,684	122,684	122,684			1,226,837
13 Interest Income	563,942	563,366	563,942	563,942	563,942	578,011	563,942	563,942	444,000	727,797			5,686,856
14 NMF Contribution	60,000	60,000	60,000	90,000	67,500	67,500	336,037	75,030	75,030	75,030			966,127
15 Other Income	462,213	475,332	401,705	335,474	461,827	532,041	423,752	435,485	405,172	391,421			4,324,424
16 Total Other Operating Revenue	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	1,316,932	-	-	12,214,244
17 TOTAL REVENUE	32,390,173	35,698,149	35,167,166	37,360,903	35,672,261	35,336,255	35,414,357	33,599,526	35,210,367	35,586,907	-	-	351,436,062
<b>EXPENSE</b>													
18 Salaries, Wages & Benefits	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	19,726,821			195,082,722
19 Registry	1,009,571	968,009	946,882	896,300	821,592	843,228	910,554	710,903	754,381	721,371			8,582,791
20 Phys/Residents SWB & Contract Fees	4,994,554	5,108,351	5,481,514	5,298,878	5,142,542	5,128,010	5,763,135	5,355,080	5,596,907	5,351,971			53,234,041
21 Purchased Services	3,048,135	3,239,769	3,410,518	3,762,206	3,538,396	3,511,019	3,460,840	3,081,841	3,492,589	3,596,043			34,162,346
22 Supplies	2,811,489	3,204,107	3,085,841	3,514,114	3,570,515	3,481,198	3,232,346	3,268,453	3,047,827	3,600,266			32,786,156
23 Insurance	408,031	408,857	406,444	389,519	533,878	424,399	423,489	428,544	425,184	423,489			4,273,832
24 Utilities and Telephone	390,173	379,992	430,712	408,563	331,107	377,075	359,257	339,141	312,615	291,998			3,620,653
25 Interest Expense	37,914	37,914	37,914	21,234	21,234	21,234	21,234	21,234	21,234	21,234			262,381
26 Depreciation & Amortization	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	1,022,462			10,287,793
27 Other Operating Expense	461,297	691,908	446,204	569,987	588,594	478,019	518,536	670,965	561,135	564,667			5,541,512
28 TOTAL EXPENSE	32,625,344	34,298,137	34,696,544	35,740,167	34,893,657	34,960,049	35,120,858	34,728,517	35,438,432	35,340,521	-	-	347,844,226
29 NET INCOME(LOSS)	(235,172)	1,400,012	468,622	1,620,735	778,604	376,206	293,498	(1,128,991)	(228,065)	246,386			3,591,836
<b>Normalization for Extraordinary Items</b>													
30 State One Time Grant	-	-	-	-	-	-	-	-	-	-			-
31 Kaiser Settlement	-	-	-	-	-	-	-	-	-	-			-
32 American Rescue Plan (ARPA) Rural Fund	-	-	-	-	-	-	-	-	-	-			-
33 Families First C-19 Response	-	-	-	-	-	-	-	-	-	-			-
34 Total Extraordinary Items	-	-	-	-	-	-	-	-	-	-			-
35 NET INCOME BEFORE Extraordinary Items	\$ (235,172)	\$ 1,400,012	\$ 468,622	\$ 1,620,735	\$ 778,604	\$ 376,206	\$ 293,498	\$ (1,128,991)	\$ (228,065)	\$ 246,386	\$ -	\$ -	\$ 3,591,836
<b>CAPITAL CONTRIBUTIONS</b>													
36													
37 County Contribution													
38 CHANGE IN NET ASSETS	\$ (235,172)	\$ 1,400,012	\$ 468,622	\$ 1,620,735	\$ 778,604	\$ 376,206	\$ 293,498	\$ (1,128,991)	\$ (228,065)	\$ 246,386	\$ -	\$ -	\$ 3,591,836





**NATIVIDAD  
BALANCE SHEET  
AS OF APRIL 30, 2024**

		CURRENT MONTH			YEAR - TO - DATE						
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)				
				% CHG.			% CHG.				
CURRENT ASSETS											
1	\$	138,528,691	\$	118,173,971	\$	162,833,635	\$	256,702,662	\$	93,869,026	57.6
2		25,983,667		(500,000)		30,483,667		25,483,667		(5,000,000)	(16.4)
3		67,787,260		(1,306,024)		53,884,336		66,481,236		12,596,900	23.4
4		133,212,289		(110,530,551)		52,592,486		22,681,738		(29,910,747)	(56.9)
5		6,028,821		(309,731)		5,412,718		5,719,091		306,372	5.7
6		10,997,498		(2,054,974)		4,987,292		8,942,524		3,955,232	79.3
7		382,538,227		3,472,691		310,194,134		386,010,917		75,816,783	24.4
TOTAL CURRENT ASSETS											
8		362,562,846		936,614		357,940,947		363,499,460		5,558,514	1.6
9		(243,527,382)		(946,843)		(234,499,704)		(244,474,225)		(9,974,521)	(4.3)
10		119,035,464		(10,229)		123,441,243		119,025,235		(4,416,008)	(3.6)
NET PROPERTY, PLANT& EQUIPMENT											
11		144,013,907		(66,039)		220,778,493		143,947,868		(76,830,625)	(34.8)
OTHER ASSETS											
12	\$	645,587,598	\$	648,984,021	\$	654,413,870	\$	648,984,021	\$	(5,429,849)	(0.8)
TOTAL ASSETS											
CURRENT LIABILITIES											
13		23,627,395		1,312,790		24,660,888		24,940,185		279,297	1.1
14		8,822,100		3,389,092		15,778,848		12,211,192		(3,567,655)	(22.6)
15		81,363,050		(979,652)		85,508,835		80,383,398		(5,125,436)	(6.0)
16		4,245,606		-		4,003,251		4,245,606		242,355	6.1
17		17,554,598		(517,377)		13,093,690		17,037,221		3,943,532	30.1
18		135,612,749		3,204,854		143,045,511		138,817,603		(4,227,908)	(3.0)
TOTAL CURRENT LIABILITIES											
LONG TERM LIABILITIES											
19		2,672,635		(54,817)		3,165,990		2,617,818		(548,172)	(17.3)
20		-		-		-		-		-	-
21		13,364,949		-		17,610,555		13,364,949		(4,245,606)	(24.1)
22		16,037,584		(54,817)		20,776,545		15,982,767		(4,793,778)	(23.1)
TOTAL LONG TERM DEBT											
FUND BALANCES											
23		490,591,814		-		475,812,463		490,591,814		14,779,352	3
24		3,345,450		246,386		14,779,352		3,591,836		(11,187,515)	(75.7)
25		493,937,265		246,386		490,591,814		494,183,651		3,591,837	0.7
TOTAL FUND BALANCES											
TOTAL LIAB. & FUND BALANCES											
26	\$	645,587,598	\$	648,984,021	\$	654,413,870	\$	648,984,021	\$	(5,429,849)	(0.8)

**NATIVIDAD  
STATE AND COUNTY RECEIVABLES  
AS OF 4/30/24**

<b>BALANCE SHEET</b>	<b>Beg. Balance</b>	<b>Accruals</b>	<b>Prior Years Final Rec'n</b>	<b>IGTs</b>	<b>Payments</b>	<b>End. Balance</b>
Medi-Cal Waiver (DSH + SNCP)	1,224,882	11,916,663	240,122	36,580,403	(52,348,686)	(2,386,615)
Physician SPA	-	416,667				416,667
Rate Range IGT-CCAH-	11,664,000	11,665,000		13,178,534	(29,930,300)	6,577,234
AB 915	-	3,183,630				3,183,630
Medical GME	-	833,330		1,429,130	(3,409,446)	(1,146,985)
Medical HPE	40,955	250,000			(544,957)	(254,003)
Family First-COVID 19	22,930	416,670			(597,156)	(157,555)
SB1732	-	2,333,330	85,045		(2,910,146)	(491,771)
Hospital Fee	(3)	833,330				833,327
MCMC EPP	14,000,000	12,833,330		13,652,948	(33,782,999)	6,703,279
MCMC QIP	24,000,000	28,333,330		21,906,674	(66,882,027)	7,357,977
<b>GOVERNMENT RECEIVABLES</b>	<b>50,952,764</b>	<b>73,015,280</b>	<b>325,167</b>	<b>86,747,689</b>	<b>(190,405,716)</b>	<b>20,635,184</b>
Accrued Donations	755,683	675,120			(1,384,448)	46,355
Office Buildings	(43,583)	1,232,874			(1,212,375)	(23,084)
Miscellaneous Receivable	53,622	1,047,081			(1,283,135)	(182,432)
Probation	-	965,060			(883,015)	82,045
UCSF & TOURO University	-	81,833			(49,150)	32,683
Interest Accrued	-	5,948,221			(5,310,460)	637,762
Health Department	-	1,642,225			(1,189,000)	453,225
Watsonville	1,000,000					1,000,000
<b>OTHER RECEIVABLES</b>	<b>1,765,722</b>	<b>11,592,414</b>	<b>-</b>	<b>-</b>	<b>(11,311,582)</b>	<b>2,046,554</b>
<b>STATE/COUNTY RECEIVABLES</b>	<b>\$ 52,718,486</b>	<b>\$ 84,607,694</b>	<b>\$325,167</b>	<b>\$ 86,747,689</b>	<b>\$ (201,717,299)</b>	<b>\$ 22,681,738</b>

<b>P &amp; L</b>	<b>YTD APR-24</b>
Medi-Cal DSH /SNCP	\$ 11,916,663
Physician SPA	\$ 416,667
AB915	3,183,630
SB 1732	2,333,330
HPE	250,000
Esperanza Care	(2,083,340)
HD Residency Support	(416,670)
MCMC EPP	12,833,330
MCMC QIP	28,333,330
Hospital Fee	833,330
Medical GME	833,330
CARES Act Fund Aid	5,000,000
Family First C-19 Response-FMAP Enhance-	416,670
Rate Range IGT-CCAH-	11,665,000
Medicare Bi-Weekly Payment	1,331,527
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 76,846,797</b>

# NATIVIDAD

## STATEMENT OF CASH FLOWS

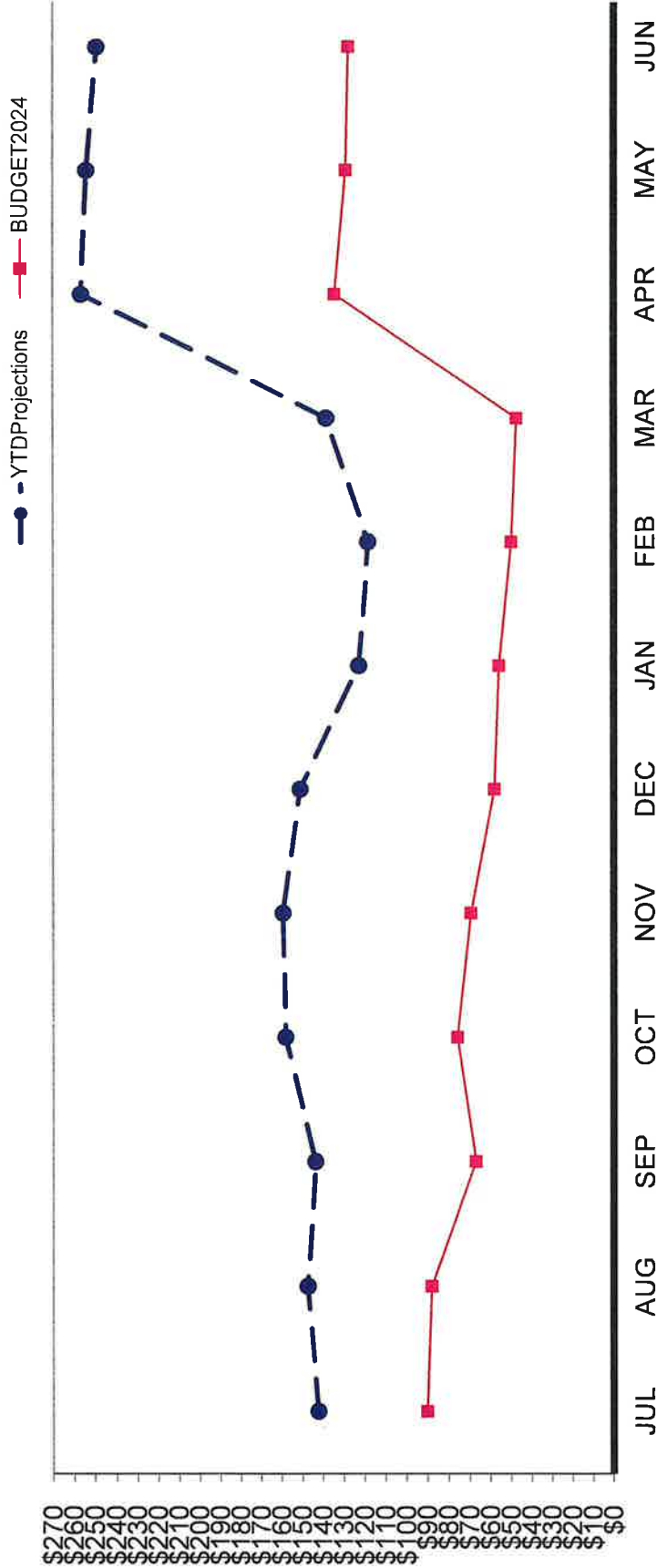
### AS OF APRIL 30, 2024

	CURRENT MONTH		YEAR - TO - DATE
1	\$ 138,528,691	CASH AT BEGINNING OF PERIOD	\$ 162,833,635
2		FROM OPERATIONS:	
3	246,386	NET INCOME/(LOSS)	3,591,836
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	946,843	DEPRECIATION/AMORT	\$ 9,974,521
6	1,193,229	SUBTOTAL	13,566,357
7		CHANGES IN WORKING CAPITAL:	
8	1,306,024	ACCOUNTS RECEIVABLE	(12,596,900)
	500,000	FUND AID STIMULUS	5,000,000
9	110,530,551	STATE/COUNTY RECEIVABLE	29,910,747
10	2,364,705	PREPAID EXPENSE & INVENTORY	(4,261,604)
11	1,312,790	ACCRUED PAYROLL	279,297
12	3,389,092	ACCOUNTS PAYABLE	(3,567,655)
13	(979,652)	MCARE/MEDICAL LIABILITIES	(5,125,436)
15	-	SHORT TERM DEBT	242,355
16	(517,377)	ACCRUED LIABILITIES	3,943,532
17	117,906,134	NET (DECREASE)/INCREASE	13,824,336
18		CAPITAL ADDITIONS:	
19	(936,614)	PP&E ADDITIONS	(5,558,514)
20	-	NBV OF ASSETS DISPOSED	-
19	-		-
21	(936,614)	TOTAL CAPITAL (Use of Cash)	(5,558,514)
22		FINANCING ACTIVITY:	
23	(54,817)	LONG TERM BOND DEBT	(4,793,778)
24	66,039	OTHER ASSETS	76,830,625
25	-	INVESTMENTS	-
26	11,222	TOTAL FINANCING	72,036,847
27	118,173,971	INC./(DEC.) IN CASH BALANCE	93,869,026
28	\$ 256,702,662	CASH BALANCE - END OF PERIOD	\$ 256,702,662

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

	<b><u>BDGT-24</u></b>	<b><u>ESTIMATE</u></b> <b><u>FY2024</u></b>	<b><u>Variance to Budget</u></b>
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)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	142.3	147.4	144	158	159	151	123	118	139	257	254	249
BDGT	90.0	87.8	67	76	69	58	56	50	47	134	129	128
Variance	52.3	59.6	77	82	90	93	67	69	91	122	125	121



NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2024

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL 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	256,690,946	254,173,671	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	26,287,316	24,857,027	24,857,027	299,153,517
Provider Fee										551,925			551,925
RR IGT CCAH										29,930,300	-	-	29,930,300
Stimulus -Family First Response COVID19-		83,251	267,896	10,480	82,092		66,473			-	-	-	510,191
SHORT DOYLE				293,324		58,118	1,262,503			1,018,814		862,019	3,494,777
HPE			97,974	200,726			69,298		176,959		25,000	25,000	594,957
Foundation Donations	494,657	40,685	68,272	15,045	43,054		395,194		23,067	14,901	60,000	60,000	1,365,183
Mcal Waiver FY 22-23/GPP		11,658,646			16,663,872			3,442,840		20,410,307	-	-	52,175,664
Fund Aid			500,000	500,000	500,000	500,000	500,000	500,000	1,500,000	500,000	-	-	5,000,000
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	1,310,303
MCAL GME	388,091	501,055		1,093,751		774,612			651,937				4,061,383
AB915											3,074,629		3,074,629
Rent Income	23,345	23,345	321,362	93,696	144,672	122,184	123,184	115,684	122,684	116,184	123,592	123,592	1,453,522
Juvenile Hall									190,694	93,302			283,996
QIP										66,882,027			66,882,027
EPP				15,586,490					18,196,509				33,782,999
Phys SPA			173,021										173,021
FYE 6/30/21 Medicare Cost Report tentative settlement										82,098			82,098
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	63,173	614,476	1,801,004	3,843,771
Interest Income						1,705,349		1,440,461		1,913,285	-	737,499	5,796,594
Miscellaneous Revenue	269,493	1,398,558	687,981	432,981	401,620	360,214	857,718	305,135	561,838	404,515	-	-	5,680,053
Total Cash Receipts	22,984,117	47,127,890	24,687,128	58,706,842	42,063,559	19,259,672	34,329,586	83,279,495	61,921,174	147,716,221	29,446,293	29,257,722	600,779,699
<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	8,745,490	9,507,829	9,507,829	132,196,852
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	-		342,267			11,474,428
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										190,159	184,021	568,305
Unfunded Actuarial Liability (UAL) Annual Allocation								13,948,989					13,948,989
COP Principal & Interest Payments					4,541,347				441,454		-	-	4,982,801
Payroll and Benefits	18,088,256	25,062,168	18,110,256	18,453,600	18,475,269	18,360,499	27,588,729	19,050,486	18,886,256	19,015,299	20,885,906	20,885,906	242,862,630
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		441,114	297,516	297,516	3,590,577
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	63,173	614,476	1,801,004	3,843,771
Capital Expenditures		685,106	473,712	959,561	261,642	331,873	405,765	1,294,930	209,310	936,614	467,682	1,370,758	7,396,953
Total Cash Disbursements	43,509,360	42,047,927	28,469,318	44,258,011	40,728,006	37,730,460	52,371,071	87,735,326	41,824,939	29,543,956	31,963,568	34,047,033	524,274,272
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	118,172,264	(2,517,274)	(4,789,311)	76,505,427
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	256,690,946	254,173,671	249,384,361	239,339,063
(+) Cash In Transit						10,177,223							
(+) Petty Cash and CC	16,964	8,381	9,913	10,341	22,659	9,326	9,294	14,658	10,010	11,716			
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	256,702,662	254,173,671	249,384,361	
<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	62,665,439	62,050,963	
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)	(63,173)	(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	62,665,439	62,050,963	60,249,959	
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	319,356,385	316,224,634	309,634,320	