



Finance Committee Meeting 2025

June 13, 2025



Finance Committee Meeting

Friday, June 13, 2025

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)

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+1 720 928 9299 US (Denver)

Enter the Meeting ID number: 976 1224 4841 when prompted. You will then enter the Password: 021988 when prompted.

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

<https://natividad.zoom.us/j/97612244841?pwd=XeeZtAbGBZX8qjsZY8pHqxRPT8NQ7X.1>

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Or

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

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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.



Reunión del Comité de Finanzas

Viernes, 13 de junio de 2025

8:30 AM

Sala NATIVIDAD

1er Piso, Edificio 200

AGENDA

Podrá participar en la reunión

Mientras la sala de reuniones del Comité de Finanzas de Natividad permanezca abierta, los miembros del público podrán participar en esta reunión del Comité de Finanzas de Natividad de 2 maneras:

1. Podrá asistir a la reunión en persona; o,

2. Podrá participar a través de ZOOM. Para participar por ZOOM, únase por llamada telefónica a cualquiera de los siguientes números:

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Ingrese el número de ID de la reunión: 976 1224 4841 cuando se le solicite. Luego, ingrese la contraseña: 021988 cuando se le solicite.

O, para asistir a la reunión del Comité de finanzas de Natividad mediante audio por Zoom en:

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Si decide no asistir en persona a la reunión del Comité de Finanzas de Natividad, pero desea hacer un comentario público general o comentar sobre un tema específico en la agenda, puede hacerlo de 2 maneras:

- 1. Envíe sus comentarios por escrito por correo electrónico al Comité de Finanzas de Natividad a Natividadpubliccomments@natividad.com antes de las 2:00 p.m. del jueves previo a la reunión del Comité. Para ayudar al personal de Natividad a identificar el tema de la agenda al que corresponde el comentario, por favor indique en la línea de asunto la fecha de la reunión del Comité y el número de la agenda. Los comentarios recibidos antes de la fecha límite de las 2:00 p.m. del jueves serán distribuidos al Comité y se incluirán en el registro de la reunión del Comité.**
- O**
- 2. Puede hacer un comentario público uniéndose a través de ZOOM a uno de los números de teléfono o haciendo clic en el enlace de ZOOM arriba. Será colocado en la reunión como asistente; cuando esté listo para hacer un comentario público, si se ha unido por audio de computadora, seleccione la opción “Levantar la mano” en la pantalla de Zoom; y si está por teléfono, presione el #9 en su teclado.**

- a. Si los miembros del público desean presentar documentos o presentaciones en PowerPoint mientras hablan, deben enviar el documento antes de las 2:00 p.m. del jueves previo a la reunión a Natividadpubliccomments@natividad.com (Si se envía las presentaciones después de la fecha límite, el personal hará su mejor esfuerzo, pero no puede garantizar que esté disponible para ser presentado en la reunión del Comité.)

PARA DIRIGIRSE AL COMITÉ DURANTE EL COMENTARIO PÚBLICO: Los miembros del público pueden dirigir sus comentarios al Comité con respecto a cada tema de la agenda y pueden comentar cuando el presidente solicite los comentarios públicos generales sobre los temas que no están en la agenda del día.

PARA DIRIGIRSE AL COMITÉ SOBRE UN ITEM ESPECÍFICO DE LA AGENDA: Cuando el presidente solicite comentarios públicos sobre un tema específico de la agenda, el secretario del Comité o su designado primero verificará quién desea testificar (entre aquellos que se encuentran en la reunión por teléfono) y luego llamará a los oradores uno por uno. Los oradores públicos serán transmitidos únicamente en formato de audio. Si los miembros del público desean presentar documentos o presentaciones en PowerPoint mientras hablan, deben enviar el documento antes de las 2:00 p.m. del jueves previo a la reunión a Natividadpubliccomments@natividad.com (Si se envía después de esa fecha límite, el personal hará todo lo posible, pero no puede garantizar que esté disponible para ser presentado en la reunión del Comité.)

DISTRIBUCIÓN DE DOCUMENTOS: Los documentos relacionados con los temas de la agenda que sean distribuidos al Comité con menos de 72 horas de antelación a la reunión estarán disponibles para su inspección pública en el Escritorio del secretario del Comité de Finanzas de Natividad, Oficina de Administración de Natividad, 1441 Constitution Blvd., Salinas, CA. Los documentos distribuidos al Comité durante la reunión por el personal del Condado estarán disponibles en la reunión; los documentos distribuidos al Comité por miembros del público estarán disponibles después de la reunión.

ACOMODACIONES RAZONABLES; MODIFICACIONES: Las personas con discapacidades que deseen solicitar una acomodación o modificación razonable para observar o participar en la reunión pueden hacer dicha solicitud enviando un correo electrónico a Natividadpubliccomments@natividad.com. La solicitud debe realizarse a más tardar al mediodía del miércoles previo a la reunión del Comité, para proporcionar tiempo suficiente a Natividad para atender la solicitud.

SERVICIO DE INTERPRETACIÓN Y TRADUCCIÓN: La reunión del Comité de Finanzas de Natividad invita y fomenta la participación de los residentes del Condado de Monterey en sus reuniones. Si necesita la asistencia de un intérprete o la traducción de un documento incluido en la agenda, comuníquese con el secretario de la reunión del Comité de Finanzas, en la Oficina de Administración de Natividad, ubicada en 1441 Constitution Blvd., Salinas, CA, o por teléfono al (831) 755-4185. El secretario hará todo lo posible para atender las solicitudes de asistencia con interpretación o traducción de documentos. Las solicitudes deben hacerse lo antes posible y, como mínimo, antes del mediodía del miércoles previo a la reunión de la Junta.

El Presidente y/o el Secretario pueden establecer reglas razonables según sea necesario para llevar a cabo la reunión de manera ordenada.

NOTA IMPORTANTE: SI TODOS LOS MIEMBROS DEL COMITÉ ESTÁN PRESENTES EN PERSONA, LA PARTICIPACIÓN PÚBLICA A TRAVÉS DE ZOOM ES SÓLO POR CONVENIENCIA Y NO ES REQUERIDA POR LEY. SI SE PIERDE LA TRANSMISIÓN DE ZOOM POR CUALQUIER RAZÓN, LA REUNIÓN PUEDE SER PAUSADA MIENTRAS SE INTENTA SOLUCIONAR EL PROBLEMA, PERO LA REUNIÓN PUEDE CONTINUAR A DISCRECIÓN DEL PRESIDENTE.

Call to Order

Mitch Winick, Chair

Roll Call

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 9, 2025 Finance Committee Meeting. *Pages 9-16*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 17-35*

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:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Agreement (A-16532) with Triage LLC (formerly RTG MSP Medical, LLC dba RTG Medical) for staff procurement management services, extending the agreement an additional one (1) year period (August 1, 2025 through July 31, 2026) for a revised full agreement term of August 1, 2023 through July 31, 2026, and adding \$5,000,000 for a new total agreement amount not-to-exceed \$18,200,000. *Pages 36-37 (Janine Bouyea)*

4. 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 County Counsel to execute amendment No. 9 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$300,000, for a total revised agreement amount of \$1,295,000, 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 \$1,303,000. *Pages 38-39 (Dr. Charles Harris)*

5. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the County Counsel to execute an Amendment No. 4 to Agreement with Hooper, Lundy & Bookman PC, for legal services with respect to healthcare matters, adding one year, for a revised full term of July 1, 2018, through June 30, 2026, with no change to the total contract liability of \$1,900,000. *Pages 40-41 (Dr. Charles Harris)*

6. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the County Counsel to execute an Amendment No. 9 to the Services Agreement ("Agreement") with Latham & Watkins LLP, for the provision of healthcare legal services at Natividad Medical Center, adding 3 years, for a revised full term from May 10, 2010 through June 30, 2028, with no change to the total agreement amount of \$1,510,000. *Pages 42-43 (Dr. Charles Harris)*

7. Receive and Approve April 2025 Financial Report. *Pages 44-56*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING
FRIDAY, JULY 11, 2025 AT 8:30 A.M.
NATIVIDAD ROOM
1ST 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 13, 2025
Consent Items

Attachment A

1. Pages 17-18	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a Program Letter of Agreement with Katherine Healthcare LLC for Resident rotations at no cost with an agreement term retroactively from February 15, 2025 through February 14, 2030. b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance provisions within the agreement.
2. Pages 19-20	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with AE & Associates, LLC for medical billing coding, audits, onsite training, and remote coding support services at NMC, for an amount not to exceed \$250,000, with an agreement term August 1, 2025 through July 31, 2028. 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, for total contract liability of (\$275,000).
3. Pages 21-22	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15202) with Paragon Mechanical Inc. for maintenance and repair services, with no changes to the agreement term of July 1, 2021 through June 30, 2026, and adding \$200,000 for a revised total agreement amount not to exceed \$650,000.</p>
4. Pages 23-24	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with MealSuite, Inc. for food service software services at NMC for an amount not to exceed \$41,364 with an agreement term August 1, 2025 through July 31, 2026. b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract provisions within the agreement.
5. Pages 25-26	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with US Foods, Inc for blueprint menu management system software services at NMC for an amount not to exceed \$17,878 with an agreement term August 1, 2025 through July 31, 2026. b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract terms within the agreement.
6. Pages 27-28	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No.2 to the agreement (A-17070) with Professional Research Consultants, Inc. for healthcare industry market research design, analysis, support, training and consulting services, with no change to the term of Agreement (November 1, 2023 through December 31, 2027) and adding \$24,000 for a revised total agreement amount not to exceed \$409,000.</p>
7. Pages 29-	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the Addendum with The Gordian Group to the Sourcewell</p>

31	Contract 050421 for administrative services of the Job Order Contracting (JOC) program extending the agreement an additional one year period (June 8, 2025 through June 7, 2026) for a revised agreement term of September 16, 2021 through June 7, 2026 and adding \$125,000 for a revised total spending limit not to exceed \$725,000.
8. <i>Pages 32-33</i>	<ul style="list-style-type: none"> 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-15194) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) increasing the neonatology services, extending the term by four months (April 1, 2026 to July 31, 2026) for a revised full agreement term of April 1, 2021 to July 31, 2026, and adding \$132,988 for a revised total not to exceed amount of \$2,100,988 in the aggregate; and b. Authorize the CEO or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$70,000) of the original contract amount and do not increase the total contract amount above \$2,170,988.
9. <i>Pages 34-35</i>	<ul style="list-style-type: none"> 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 Mitchell D. Cahn, M.D. to provide vascular surgery services at NMC for an amount not to exceed \$600,000 for the period August 1, 2025 to June 30, 2027; 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% (\$60,000) of the original contract amount and increase the total amount above \$660,000.



Finance Committee Meeting

Friday, May 9, 2025

8:30 AM

**NATIVIDAD ROOM
1ST FLOOR, BUILDING 200**

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Reunión del Comité de Finanzas

Viernes, 9 de mayo de 2025

8:30 AM

Sala NATIVIDAD

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Actas de la Reunión

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PARA DIRIGIRSE AL COMITÉ DURANTE EL COMENTARIO PÚBLICO: Los miembros del público pueden dirigir sus comentarios al Comité con respecto a cada tema de la agenda y pueden comentar cuando el presidente solicite los comentarios públicos generales sobre los temas que no están en la agenda del día.

PARA DIRIGIRSE AL COMITÉ SOBRE UN ITEM ESPECÍFICO DE LA AGENDA: Cuando el presidente solicite comentarios públicos sobre un tema específico de la agenda, el secretario del Comité o su designado primero verificará quién desea testificar (entre aquellos que se encuentran en la reunión por teléfono) y luego llamará a los oradores uno por uno. Los oradores públicos serán transmitidos únicamente en formato de audio. Si los miembros del público desean presentar documentos o presentaciones en PowerPoint mientras hablan, deben enviar el documento antes de las 2:00 p.m. del jueves previo a la reunión a Natividadpubliccomments@natividad.com (Si se envía después de esa fecha límite, el personal hará todo lo posible, pero no puede garantizar que esté disponible para ser presentado en la reunión del Comité.)

DISTRIBUCIÓN DE DOCUMENTOS: Los documentos relacionados con los temas de la agenda que sean distribuidos al Comité con menos de 72 horas de antelación a la reunión estarán disponibles para su inspección pública en el Escritorio del secretario del Comité de Finanzas de Natividad, Oficina de Administración de Natividad, 1441 Constitution Blvd., Salinas, CA. Los documentos distribuidos al Comité durante la reunión por el personal del Condado estarán disponibles en la reunión; los documentos distribuidos al Comité por miembros del público estarán disponibles después de la reunión.

ACOMODACIONES RAZONABLES; MODIFICACIONES: Las personas con discapacidades que deseen solicitar una acomodación o modificación razonable para observar o participar en la reunión pueden hacer dicha solicitud enviando un correo electrónico a Natividadpubliccomments@natividad.com. La solicitud debe realizarse a más tardar al mediodía del miércoles previo a la reunión del Comité, para proporcionar tiempo suficiente a Natividad para atender la solicitud.

SERVICIO DE INTERPRETACIÓN Y TRADUCCIÓN: La reunión del Comité de Finanzas de Natividad invita y fomenta la participación de los residentes del Condado de Monterey en sus reuniones. Si necesita la asistencia de un intérprete o la traducción de un documento incluido en la agenda, comuníquese con el secretario de la reunión del Comité de Finanzas, en la Oficina de Administración de Natividad, ubicada en 1441 Constitution Blvd., Salinas, CA, o por teléfono al (831) 755-4185. El secretario hará todo lo posible para atender las solicitudes de asistencia con interpretación o traducción de documentos. Las solicitudes deben hacerse lo antes posible y, como mínimo, antes del mediodía del miércoles previo a la reunión de la Junta.

El Presidente y/o el Secretario pueden establecer reglas razonables según sea necesario para llevar a cabo la reunión de manera ordenada.

NOTA IMPORTANTE: SI TODOS LOS MIEMBROS DEL COMITÉ ESTÁN PRESENTES EN PERSONA, LA PARTICIPACIÓN PÚBLICA A TRAVÉS DE ZOOM ES SÓLO POR CONVENIENCIA Y NO ES REQUERIDA POR LEY. SI SE PIERDE LA TRANSMISIÓN DE ZOOM POR CUALQUIER RAZÓN, LA REUNIÓN PUEDE SER PAUSADA MIENTRAS SE INTENTA SOLUCIONAR EL PROBLEMA, PERO LA REUNIÓN PUEDE CONTINUAR A DISCRECIÓN DEL PRESIDENTE.

Board Members: Dr. Charles Harris, Marcia Atkinson, Mitch Winick, Dr. Valerie Vigil

Absent: None

NMC Staff/County: Ari Entin, Daniel Leon, Cher Krause, Dr. Craig Walls, Tammy Perez, Shane Strong, Nancy Buscher, Janine Bouyea, Andrea Rosenberg

Call to Order

Mitch Winick, Chair

Roll Call

Present

***Mitch Winick
Dr. Charles Harris
Marcia Atkinson
Dr. Valerie Vigil***

Absent

None

Agenda Additions/Corrections

Noemi Breig

- ***Correction to Consent Item 2 Attachment A- #1 – Medical Information Technology, Inc. under title, the correct amount should read “in the amount of \$24,405.”***
- ***Correction to Consent Item 2, Attachment A - #4 – Dopamine Therapeutics, Inc. under the title, add last sentence “but with no change to the board approved amount not to exceed of \$400,000.”***
- ***Correction to Consent Item 2, Attachment A - # 5 – Monterey County Eye Associates, Inc. under title, the correct end of term date should read “June 30, 2026.”***

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of March 14, 2025 Finance Committee Meeting.

MOTION: ***Motion to approve the minutes of March 14, 2025, Finance Committee Meeting moved by Marcia Atkinson, seconded by Dr. Charles Harris, and approved unanimously.***

Consent Items

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

MOTION: ***Motion to approve Consent Item 2 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 8, with corrections made to items 1, 4, and 5, moved by Marcia Atkinson, seconded by Dr. Charles Harris, 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 for Natividad Medical Center (NMC) or his designee to execute

- the Third Amendment to the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates (A 14391) to provide plastic surgery services, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of July 1, 2019 to June 30, 2027, and adding \$700,000 for a revised not to exceed amount of \$1,795,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$36,500) of the original contract amount and do not increase the total not to exceed amount above \$1,831,500. **(Dr. Craig Walls)**

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

4. Receive and Approve February 2025 Financial Report. **Daniel Leon, CFO**

MOTION: *Motion to accept the February 2025 Financial Report moved by Marcia Atkinson, seconded by Dr. Charles Harris, and approved unanimously*

5. Receive and Approve March 2025 Financial Report. **Daniel Leon, CFO**

MOTION: *Motion to accept the March 2025 Financial Report moved by Marcia Atkinson, seconded by Dr. Charles Harris, and approved unanimously*

Adjournment at 9:00 AM

Recorded by Noemi Breig



Finance Committee Meeting
Friday, May 9, 2025
Consent Items
MINUTES
Attachment A

1.	Authorize payment of \$475,000 to Medical Information Technology, Inc. (MEDITECH), for cost of annual routine maintenance services on the various MEDITECH electronic health record software system modules implemented at Natividad Medical Center in the amount not to exceed \$450,595, and for cost of new interfaces and enhancements in the amount of \$25,405, for the period of July 01, 2025 through June 30, 2026 and subject to the terms and conditions of the parties' Healthcare Information System Software Agreement dated July 19, 2004.
2.	<ol style="list-style-type: none">a. Adopt the Natividad Medical Center (NMC) 2025 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2025, Project No. JOC Bid No. NMC 2025-01, and Bid No. NMC 2025-02; andb. Authorize advertising the "Notice to Contractors" in a newspaper of general circulation.
3.	<ol style="list-style-type: none">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-15368) with Salinas Valley Memorial Healthcare System, dba Salinas Valley Medical Clinic to provide hematology oncology services, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of July 1, 2019 to June 30, 2027, and adding \$360,000 for a revised not to exceed amount of \$1,440,000 in the aggregate; andb. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent (\$36,000) of the original contract amount and do not increase the total contract amount above \$1,476,000.
4.	<ol style="list-style-type: none">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-15115) with Dopamine Therapeutics, Inc. to provide family medicine services at Natividad, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of August 1, 2019 to June 30, 2027; andb. 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 exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.
5.	<ol style="list-style-type: none">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, 2025 to June 30, 2027), for a revised full agreement term of June 1, 2019 to June 30 2027, and adding \$607,176 for a revised not to exceed amount of \$2,232,582 in the aggregate; andb. 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 \$2,287,182.
6.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, with no changes to the agreement term (April 15, 2024 through April 14, 2026) and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.
7.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13599) with Quest Diagnostics, Inc. for lab reference testing services, extending the agreement an additional one (1) year period (July 1, 2025 through June 30, 2026) for a revised full agreement term of July 1, 2017, through June 30, 2026, and adding \$1,235,000 for a revised total agreement amount not to exceed \$8,295,000.
8.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 5 to the agreement (A-14660) with Pureserve Building Services, Inc. for professional building maintenance services, extending the agreement an additional one (1) year period (May 1, 2025 through April 30, 2026) for a revised full agreement term of May 1, 2019 through April 30, 2026 , and adding \$227,000 for a revised total agreement amount not to exceed \$753,800.

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Program letter of Agreement with Katherine Healthcare LLC

Legistar Number:

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a Program Letter of Agreement with Katherine Healthcare LLC for Resident rotations at no cost with an agreement term retroactively from February 15, 2025 through February 14, 2030.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance 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 a Program Letter of Agreement with Katherine Healthcare LLC for Resident rotations at no cost with an agreement term retroactively from February 15, 2025 through February 14, 2030.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance provisions within the agreement.

SUMMARY/DISCUSSION:

This agreement is to establish an educational partnership between the Natividad Family Medicine Residency and Katherine Healthcare, a long-term care facility located in Salinas.

The Accreditation Council for Graduate Medical Education (ACGME) requirements for Family Medicine Residency specify the following requirements pertaining to training in long-term care facilities (e.g. skilled nursing facilities or nursing homes):

- Residents must demonstrate competency to diagnose, manage, and integrate the care of patients of all ages in various inpatient settings, including hospitals, **long-term care facilities**, and rehabilitation facilities.
- Residents must be primarily responsible for a panel continuity patients, integrating each patient's care across all settings, including the home, **long-term care facilities**, the FMP site, specialty care facilities, and inpatient care facilities.
- **Long-term care experiences** should occur over a minimum of 24 months.
- Programs should have family medicine physician faculty members providing care outside of an FMP, including in inpatient pediatric, pregnancy-related care, **skilled nursing**, and home-based care facilities and settings.

The residency does not currently have a relationship with a long-term care facility to provide these training experiences. The leadership and staff of Katherine Healthcare are enthusiastic about incorporating the Family Medicine residents and faculty into their care team, as several of them have worked with our residents and faculty at other facilities.

The residents will provide primary care for a panel of patients at Katherine Healthcare, conducting monthly and as needed visits under the supervision of faculty physicians. Residents can spend

additional time getting to know patients, and provide continuity of care over several years, which is beneficial to the patients. Our service will also be able to provide enhanced inpatient care to patients from our panel of Katherine Healthcare patients when they are hospitalized at Natividad Medical Center, as they will be admitted to our Family Medicine Inpatient Service and cared for by residents and faculty who are familiar with their medical history.

Benefits to Natividad Medical Center include excellent training for residents, compliance with residency accreditation requirements, and revenues from supervising physicians overseeing the resident visits (billing is submitted through Natividad Medical Center).

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 13, 2025

FINANCING:

There is no cost associated with this agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This educational collaboration improves Natividad's ability to train family physicians prepared to provide comprehensive care to the people of Monterey County, both during their 3 years of residency training, during which they care for patients at Natividad and the Monterey County Clinic Services Bureau, as well as after graduation from residency, as many of our graduates will go on to practice primary care in Monterey County.

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

Prepared by: Dr. Melissa Nothnagle, Director of Family Medicine Residency, 755-4201
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

Program Letter of Agreement with Katherine Healthcare LLC

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

AE & Associates, LLC Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with AE & Associates, LLC for medical billing coding, audits, onsite training, and remote coding support services at NMC, for an amount not to exceed \$250,000, with an agreement term August 1, 2025 through July 31, 2028.
- 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, for total contract liability of (\$275,000).

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with AE & Associates, LLC for medical billing coding, audits, onsite training, and remote coding support services at NMC, for an amount not to exceed \$250,000, with an agreement term August 1, 2025 through July 31, 2028.
- 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, for total contract liability of (\$275,000).

SUMMARY/DISCUSSION:

In addition to the increase with audit reviews to ensure that all regulatory and coding assignments are accurate, NMC has a need for additional services such as Trauma Registry services, Coding Appeals and Education for coders and physicians which requires specialized state knowledge and expertise when appending service codes and documentation.

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

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

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this 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 13, 2025.

FINANCING:

The cost for this agreement is \$250,000 of which \$115,000 is included in the FY 2025-26 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-8700.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This request supports in creating a stronger workforce of our existing coders which are residence of Monterey County; with learning, adhering and remaining proficient with coding the complex cases of the Monterey Community.

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

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

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

Attachments:

AE & Associates, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Paragon Mechanical Inc. Amendment No. 2

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15202) with Paragon Mechanical Inc. for maintenance and repair services, with no changes to the agreement term of July 1, 2021 through June 30, 2026, and adding \$200,000 for a revised total agreement amount not to exceed \$650,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15202) with Paragon Mechanical Inc. for maintenance and repair services, with no changes to the agreement term of July 1, 2021 through June 30, 2026, and adding \$200,000 for a revised total agreement amount not to exceed \$650,000.

SUMMARY/DISCUSSION:

Paragon Mechanical, Inc. (Paragon) has been providing Natividad Medical Center (NMC) with preventive maintenance and repair services on various mechanical systems such as boilers, chillers, cooling towers, and the heating, ventilation, and air conditioning (HVAC) units to meet the requirements of Local, State, Federal regulations, ordinances, codes, and rules. Paragon possesses expertise in the more complex HVAC components such as commercial refrigeration equipment, which includes medical grade refrigerators and medical freezers that are regulated and audited by The Joint Commission (TJC) and the state of California through Title 22 and Title 24, and variable frequency drives (VFD's), medical air compressors and medical vacuum pumps. These systems and components are vital to patient care as they support equipment and processes in various units, including Laboratory, Radiology, Pharmacy, Labor & Delivery, and Food Services. Paragon also maintains acceptable indoor air quality through proper ventilation which is a key factor in reducing the spread of airborne diseases in addition to maintaining the heating and cooling of the entire hospital. The approval of the recommended action will allow Paragon to continue providing preventative maintenance and repair services on the various mechanical systems at NMC.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 13, 2025.

FINANCING:

The cost for this amendment No. 2 is \$200,000 of which \$200,000 is included in the Fiscal Year 2025-2026 Recommended Budget. Amounts for remaining year of the agreement will be included in those budgets as appropriate Funding will be provided from NMC's Enterprise Fund 451-9600-6321.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The preventative maintenance and repair services provided by this vendor are vital to supporting various mechanical systems at NMC.

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

Prepared by: Felipe Enriquez, Director Engineering, 783-26-14

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

Attachments:

Paragon Mechanical Amendment No. 2

Paragon Mechanical Amendment No. 1

Paragon Mechanical Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

MealSuite, Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with MealSuite, Inc. for food service software services at NMC for an amount not to exceed \$41,364 with an agreement term August 1, 2025 through July 31, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract 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 MealSuite, Inc. for food service software services at NMC for an amount not to exceed \$41,364 with an agreement term August 1, 2025 through July 31, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract provisions within the agreement.

SUMMARY/DISCUSSION:

MealSuite is the core cloud-based platform powering foodservice management behind the scenes. It offers the infrastructure required for recipe management, nutrient analysis, inventory control, production planning, and compliance documentation. While staff-facing tools appear under the BluePrint 360 label, MealSuite is the foundation that drives much of the functionality.

MealSuite works independently as a full foodservice management system, capable of supporting hospitals, long-term care facilities, and other healthcare institutions. However, in this case, it also functions jointly with another software used by staff at Natividad to facilitate patient-specific services and tray workflows.

For Natividad Medical Center, MealSuite will serve as the system of record for menu planning, therapeutic diets, food production, and inventory. It allows detailed configuration of hospital menus, dietary restrictions, and forecasting tools that enable cost control and food safety.

Benefits include:

- Centralized management of menus, recipes, and allergens
- Automated production sheets and forecasting tied to census changes
- Digital tracking of inventory usage and expiration
- Support for documentation required by Title 22 and other regulations
- Integration capability with the EHR to align dietary orders with food production

MealSuite is necessary to enable the back-end functions that support BluePrint 360. The two systems function in tandem, with MealSuite ensuring that the data behind meal service is accurate, up to date, and fully compliant.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement to form, and the Auditor- 23

Controller has reviewed and does not approve the non-standard payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 13, 2025.

FINANCING:

The cost for this agreement is \$41,364 of which \$39,856 is included in the FY 2025-26 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6407.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This project supports the BOS Strategic Initiative for Health and Human Services by improving the quality, safety, and personalization of nutrition care provided to hospitalized patients. Implementing MealSuite will streamline meal delivery, reduce errors related to dietary restrictions and allergies, and enhance patient satisfaction—ultimately supporting better health outcomes for Monterey County residents.

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

Prepared by: Joshua West, RD, Director of Nutrition Services, 831-769-8679

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

Attachments:

MealSuite, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

US Foods, Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with US Foods, Inc for blueprint menu management system software services at NMC for an amount not to exceed \$17,878 with an agreement term August 1, 2025 through July 31, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract terms 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 US Foods, Inc for blueprint menu management system software services at NMC for an amount not to exceed \$17,878 with an agreement term August 1, 2025 through July 31, 2026.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard contract terms within the agreement.

SUMMARY/DISCUSSION:

The Nutrition Services Department at Natividad Medical Center is moving to implement BluePrint 360, a US Foods–branded foodservice software solution that supports key operational functions in healthcare foodservice. This system facilitates real-time coordination between foodservice workflows and the electronic health record (EHR), enabling improved safety, efficiency, and compliance.

BluePrint 360 functions as a bridge between ordering, production, and clinical systems. It integrates patient diet orders, allergy information, and individual needs from the EHR into daily meal service operations. It also helps standardize back-end processes such as inventory, menu updates, and tray ticket generation.

While BluePrint 360 provides the hospital-facing interface used by staff, it relies on connectivity with another software to perform essential functions such as inventory tracking, nutrient analysis, and production forecasting. This connectivity is what allows real-time updates to reach the frontline team and ensures that dietary orders are translated accurately into patient meals.

- Key operational benefits include:
- Real-time meal accuracy aligned with patient clinical needs
- Automated workflows that reduce manual entry and duplicate work
- Improved communication between the kitchen, diet office, and nursing units
- Better control of waste and inventory through streamlined production tools
- Compliance support for hospital and regulatory standards

The use of BluePrint 360 allows Nutrition Services to align food operations more closely with patient care, improving service quality while minimizing delays and inefficiencies.

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 13, 2025.

FINANCING:

The cost for this agreement is \$17,878 of which \$16,850 is included in the FY 2025-26 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6408.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The BluePrint 360 food service software advances the Board of Supervisors' (BOS) Health and Human Services initiative by improving nutrition accessibility, patient safety, and operational efficiency. Its paperless kitchen reduces waste, supports eco-friendly practices, and enhances workflow efficiency, while features like EHR integration, bedside ordering, and automatic nutrient analysis ensure patients receive personalized, medically appropriate meals. This all-in-one solution enhances food quality, reduces errors, and aligns with sustainability and health-focused service delivery goals.

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

Prepared by: Joshua West, RD, Director of Nutrition Services, (831) 769-8679
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:
US Foods, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Professional Research Consultants, Inc. Amendment No. 2

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No.2 to the agreement (A-17070) with Professional Research Consultants, Inc. for healthcare industry market research design, analysis, support, training and consulting services, with no change to the term of Agreement (November 1, 2023 through December 31, 2027) and adding \$24,000 for a revised total agreement amount not to exceed \$409,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No.2 to the agreement (A-17070) with Professional Research Consultants, Inc. for healthcare industry market research design, analysis, support, training and consulting services, with no change to the term of Agreement (November 1, 2023 through December 31, 2027) and adding \$24,000 for a revised total agreement amount not to exceed \$409,000.

SUMMARY/DISCUSSION:

Professional Research Consultation for the Hospital Consumer Assessment of Healthcare Providers and Systems (HCAHPS) survey offers multifaceted advantages. Firstly, it ensures meticulous adherence to survey protocols and guidelines, optimizing data accuracy and reliability. Expert consultants provide invaluable insights into survey design, administration, and interpretation, enhancing the overall quality of research outcomes. Additionally, their proficiency facilitates efficient identification of areas for improvement within healthcare facilities, enabling tailored interventions to enhance patient experience and satisfaction. Moreover, by leveraging their expertise, organizations can streamline survey implementation processes, saving time and resources while maximizing the utility of HCAHPS data for informed decision-making and quality improvement initiatives. Ultimately, professional research consultation empowers healthcare institutions to elevate patient care standards and foster a culture of continuous improvement.

Professional Research Consultations will be utilizing phone calls for survey responses. Utilizing phone calls for the Hospital Consumer Assessment of Healthcare Providers and Systems (HCAHPS) survey can significantly enhance response rates by providing a convenient and accessible means for patients to participate. By reaching out directly to individuals, healthcare facilities can engage a broader demographic and encourage higher levels of feedback, thereby ensuring a more representative and comprehensive understanding of patient experiences.

Additional services must be incorporated to contract in order to meet the new CMS requirement for 2026: implementation of Inpatient Behavioral Health HCAHPS

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 13, 2025.

FINANCING:

The cost for this amendment No. 2 is \$24,000 which is included in the FY 2025-26 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6383.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Natividad Medical Center diligently adheres to the mandatory Hospital Consumer Assessment of Healthcare Providers and Systems (HCAHPS) reporting requirements set forth by the Centers for Medicare & Medicaid Services (CMS). This commitment ensures transparency and accountability in delivering high-quality patient care, as well as facilitates benchmarking against national standards to drive continuous improvement initiatives. By meeting CMS's rigorous reporting standards, Natividad reaffirms its dedication to enhancing patient satisfaction and optimizing healthcare outcomes.

Professional Research Consultants is an enterprise solution that supports Natividad Medical Centers journey toward clinical excellence and guide our transformation to a patient-centered, safety-focused, learning organization.

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

Prepared by: Tammy Perez, Director of Quality, 783-2512

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

Attachments:

Professional Research Consultant, Inc. Amendment 2
Professional Research Consultant, Inc. Amendment 1
Professional Research Consultant, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

The Gordian Group Renewal & Amendment No. 3
Number: _____

Legistar

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the Addendum with The Gordian Group to the Sourcewell Contract 050421 for administrative services of the Job Order Contracting (JOC) program extending the agreement an additional one year period (June 8, 2025 through June 7, 2026) for a revised agreement term of September 16, 2021 through June 7, 2026 and adding \$125,000 for a revised total spending limit not to exceed \$725,000.

..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 & amendment No. 3 to the Addendum with The Gordian Group to the Sourcewell Contract 050421 for administrative services of the Job Order Contracting (JOC) program extending the agreement an additional one year period (June 8, 2025 through June 7, 2026) for a revised agreement term of September 16, 2021 through June 7, 2026 and adding \$125,000 for a revised total spending limit not to exceed \$725,000.

SUMMARY/ DISCUSSION:

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

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

The Gordian contract is procured through a cooperative award made by Sourcewell (formally National Joint Powers Association). Natividad Medical Center is requesting to increase the Sourcewell Contract 050421 total spending limit in the amount of \$125,000 for a revised total spending limit not to exceed \$725,000 without needing to change the contract term. To incorporate

the County's standard risk provisions and other relevant terms and conditions into the service obligations, NMC and Gordian executed a new Sourcewell on September 16, 2021 through June 7, 2026 in the amount of \$725,000.

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

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

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

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved renewal & amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal & amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 9, 2025.

FINANCING:

The cost for this renewal & amendment No. 3 is \$125,000 of which \$70,000 is included in the Fiscal Year 2025-26 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Renewal & Amendment No. 3 to Addendum with The Gordian Group
Amendment No. 2 to Addendum with The Gordian Group
Amendment No. 1 to Addendum with The Gordian Group

Addendum with The Gordian Group to the Sourcewell Contract 050421
Sourcewell Contract 050421 with Gordian Group
Sourcewell RFP #050421 for Construction Contracting System Services

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UCSF (NICU) 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-15194) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) increasing the neonatology services, extending the term by four months (April 1, 2026 to July 31, 2026) for a revised full agreement term of April 1, 2021 to July 31, 2026, and adding \$132,988 for a revised total not to exceed amount of \$2,100,988 in the aggregate; and
- b. Authorize the CEO or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$70,000) of the original contract amount and do not increase the total contract amount above \$2,170,988.

..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-15194) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) increasing the neonatology services, extending the term by four months (April 1, 2026 to July 31, 2026) for a revised full agreement term of April 1, 2021 to July 31, 2026, and adding \$132,988 for a revised total not to exceed amount of \$2,100,988 in the aggregate; and
- b. Authorize the CEO or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$70,000) of the original contract amount and do not increase the total contract amount above \$2,170,988.

SUMMARY/DISCUSSION:

NMC's Neonatal Intensive Care Unit (NICU) provides stabilization of the initially ill newborn and intermediate intensive care as well as continuing care for growing newborns. NMC has an agreement with UCSF School of Medicine Department of Pediatrics to provide two highly trained neonatologist physicians for 24/7 coverage of infants admitted to the NICU as well as oversight and medical direction of the unit. NMC wishes to amend the agreement to increase the neonatology services by 0.3 Full-Time Equivalent (FTE) for the High-Risk Infant Follow-up (HRIF) services required for Natividad's Level III NICU and extend term by four months after the Agreement's natural term in accordance with State and Federal guidelines for physician contracting. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this amendment is \$132,988. The total not to exceed amount of this Agreement is \$2,100,988 for the period April 1, 2021 to July 31, 2026. \$600,988 is included in the Fiscal Year 2025/2026 Recommended Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with UCSF will enhance the breadth of services now being provided at NMC for children in Monterey and neighboring counties, thus allowing more children and their families to remain closer to home for acute pediatric care.

- ☐ 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

MITCHELL D. CAHN, M.D. 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 Mitchell D. Cahn, M.D. to provide vascular surgery services at NMC for an amount not to exceed \$600,000 for the period August 1, 2025 to June 30, 2027; 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% (\$60,000) of the original contract amount and increase the total amount above \$660,000.

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 Mitchell D. Cahn, M.D. to provide vascular surgery services at NMC for an amount not to exceed \$600,000 for the period August 1, 2025 to June 30, 2027; 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% (\$60,000) of the original contract amount and increase the total amount above \$660,000.

SUMMARY/DISCUSSION:

Natividad must arrange for the professional consultation and treatment for patients who present to the emergency department and outpatient clinics in need of medical care or treatment in vascular surgery. Natividad would like to enter into this agreement with Dr. Cahn, a board certified vascular and thoracic surgeon, to provide inpatient and outpatient services, procedures in the operating room, and participate in the vascular surgery call panel for the emergency department. The vascular services provided are part of the comprehensive trauma services required for the Level II Trauma Center and vital to the continued operations of Natividad. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees on June 13, 2025.

FINANCING:

The total not to exceed amount of this agreement is \$600,000. The actual cost is contingent upon Mitchell D. Cahn, M.D.'s, participation in the call panel which may fluctuate based on availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the vascular services where the total expenditure will not exceed \$2,250,696 annually which is included in Fiscal Year 2025/2026 Recommended Budget. The remaining balance will be budgeted in subsequent fiscal years. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Triage LLC Amendment No. 2

Legistar Number:

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Agreement (A-16532) with Triage LLC (formerly RTG MSP Medical, LLC dba RTG Medical) for staff procurement management services, extending the agreement an additional one (1) year period (August 1, 2025 through July 31, 2026) for a revised full agreement term of August 1, 2023 through July 31, 2026, and adding \$5,000,000 for a new total agreement amount not-to-exceed \$18,200,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Agreement (A-16532) with Triage LLC (formerly RTG MSP Medical, LLC dba RTG Medical) for staff procurement management services, extending the agreement an additional one (1) year period (August 1, 2025 through July 31, 2026) for a revised full agreement term of August 1, 2023 through July 31, 2026, and adding \$5,000,000 for a new total agreement amount not-to-exceed \$18,200,000.

SUMMARY/DISCUSSION:

RTG Medical provides essential support by supplying expert agency nurses and clinical technicians through a strong network of over thirty specialized agencies. With their assistance, NMC will effectively staff critical areas such as the Emergency Department, Intensive Care, Intermediate Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Mother-Baby, Psychiatric Care, and Rehabilitation. The registry will also support needs in Physical, Speech, and Occupational Therapy, as well as Radiology, Ultrasound, Interventional Radiology, the Clinical Lab, Dietetics, and Pharmacy.

The demand for additional clinical staff has surged in recent years due to a decreasing pool of qualified applicants. NMC experiences resignations, increasing the urgency to attract skilled nurses and other healthcare professionals committed to providing exceptional care for our community. NMC is requesting to continue to partner with RTG Medical to meet the hospital's staffing needs and maintain the highest standards of care.

NMC is requesting that this amendment be retroactive to August 24, 2024, to align with the date that RTG was acquired by Triage in addition to a need to increase registry rates to attract registry for critical positions within the facility, particularly nurses for the Labor & Delivery Department, which continues to be a challenging position to fill. The new rate ranges on the amended rate sheet will allow additional flexibility to NMC as needed and provide the hospital the ability to fluctuate rates due to supply and demand. In particular there was a urgent need to increase rates for Labor and Delivery due vacancies, leave of absences and union complaints from staff to meet core staffing.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has

also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 13, 2025.

FINANCING:

The cost for this amendment No. 2 is \$5,000,000 of which \$5,000,000 is included in the FY 2025-26 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-8650.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This amendment No. 2 ensures that requests for qualified nurses and other clinical staff 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: Janine Bouyea, Chief People Operations Officer, 831-783-2701

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

Attachments:

Triage, LLC (formerly RTG MSP Medical, LLC dba RTG Medical) Amendment No. 2

RTG Medical Amendment No. 1

Business Association Agreement (BAA)

Original Agreement RTG Medical

Attachments on file with the Clerk of the Board

..Title

- a. Authorize the County Counsel to execute amendment No. 9 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$300,000, for a total revised agreement amount of \$1,295,000, 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 \$1,303,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the County Counsel to execute amendment No. 9 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$300,000, for a total revised agreement amount of \$1,295,000, 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 \$1,303,000.

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. 9 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 9 was reviewed and approved by NMC's Finance Committee and Board of Trustees on June 13, 2025.

FINANCING:

The cost for this amendment No. 9 is \$300,000 of which \$300,000 is included in the Fiscal Year 2025-2026 Recommended Budget. Amounts for the remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6613

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. 9
Best Best & Krieger Amendment No. 8
Best Best & Krieger Amendment No. 7
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

..Title

Authorize the County Counsel to execute an Amendment No. 4 to Agreement with Hooper, Lundy & Bookman PC, for legal services with respect to healthcare matters, adding one year, for a revised full term of July 1, 2018, through June 30, 2026, with no change to the total contract liability of \$1,900,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the County Counsel to execute an Amendment No. 4 to Agreement with Hooper, Lundy & Bookman PC, for legal services with respect to healthcare matters, adding one year, for a revised full term of July 1, 2018, through June 30, 2026, with no change to the total contract liability of \$1,900,000.

SUMMARY/DISCUSSION:

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

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

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees on June 13, 2025.

FINANCING:

There is no additional cost associated with this amendment. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

☐ Economic Development

☒ Administration

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

☐ Health and Human Services

☐ Infrastructure

☐ Public Safety

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

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

Attachments:

Amendment No. 4 to Hooper, Lundy and Bookman P.C. Agreement

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

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

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

Hooper, Lundy and Bookman P.C. Agreement

Attachments on file with the Clerk of the Board

..Title

Authorize the County Counsel to execute an Amendment No. 9 to the Services Agreement ("Agreement") with Latham & Watkins LLP, for the provision of healthcare legal services at Natividad Medical Center, adding 3 years, for a revised full term from May 10, 2010 through June 30, 2028, with no change to the total agreement amount of \$1,510,000.

..Report**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

Authorize the County Counsel to execute an Amendment No. 9 to the Services Agreement ("Agreement") with Latham & Watkins LLP, for the provision of healthcare legal services at Natividad Medical Center, adding 3 years, for a revised full term from May 10, 2010 through June 30, 2028, with no change to the total agreement amount of \$1,510,000.

SUMMARY/DISCUSSION:

Latham & Watkins LLP is one of the pre-eminent law firms representing healthcare systems and local community hospitals throughout the United States. Their healthcare attorneys have specific experience with the nuanced regulations that govern the healthcare industries, including those related to fraud and abuse, Medicare/Medicaid reimbursement, healthcare regulatory requirements, financing regulation, and licensing.

Latham's legal experts in physician compensation have applied their extensive industry expertise to best serve Natividad's business needs, while providing Natividad consistent, practical, and reliable guidance on the risks associated with physician compensation arrangements. Latham's legal advice and consultation have helped Natividad ensure that its compensation arrangements do not unfairly drive referrals from healthcare providers to Natividad.

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 financial provisions. This amendment was reviewed and approved for forwarding to the Board of Supervisors by the Natividad Finance Committee and Natividad Board of Trustees on June 13, 2025.

FINANCING:

There is no additional cost associated with this amendment. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

☐ Economic Development

☒ Administration

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

☐ Health and Human Services

☐ Infrastructure

☐ Public Safety

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

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

Attachments:

Original Services Agreement through Amendment No. 8 with Latham & Watkin, LLP

Amendment No. 9 to the Services Agreement with Latham & Watkins, LLP

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

APRIL 30, 2025

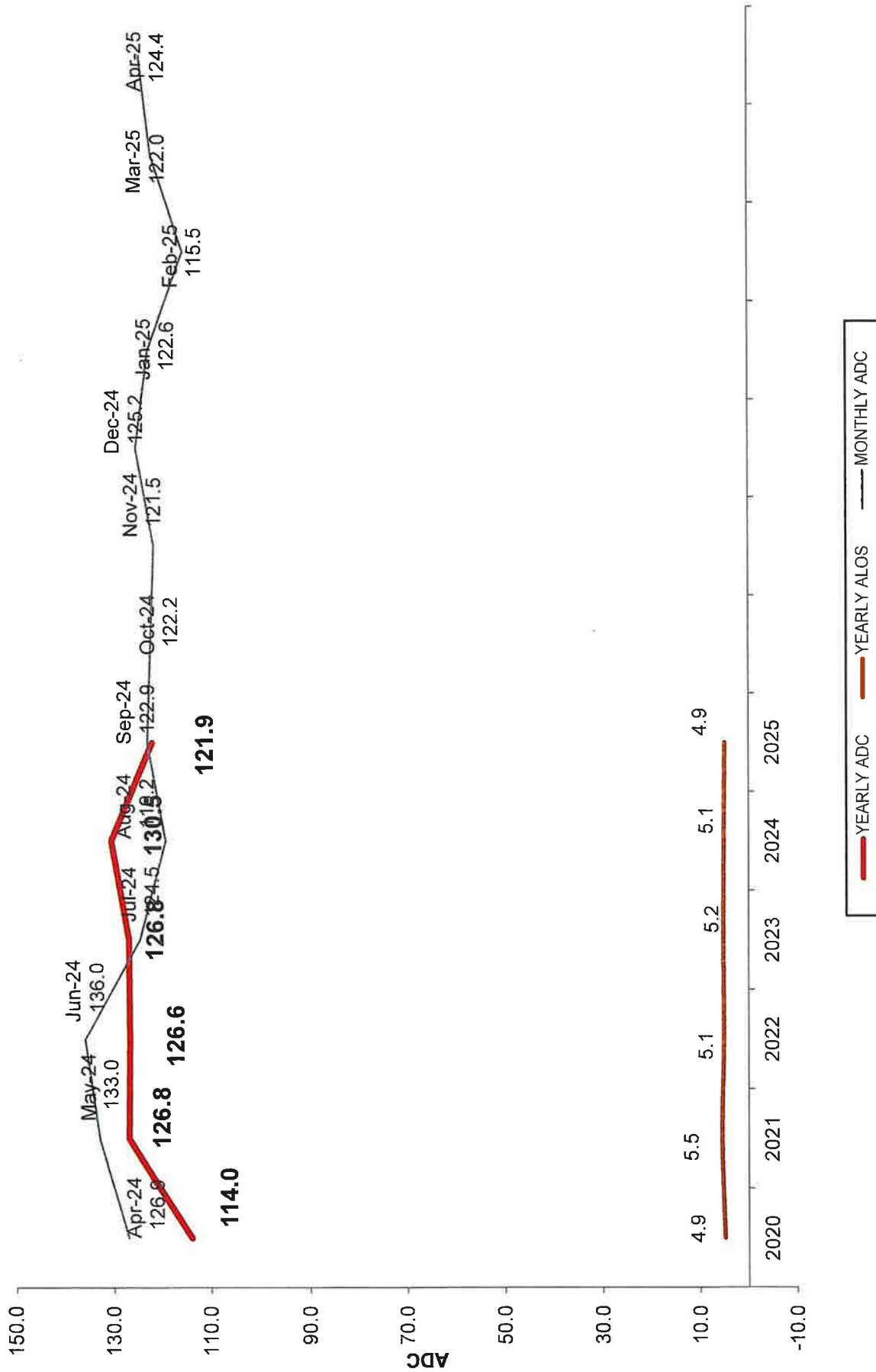
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FINANCIAL STATEMENTS

APRIL 30, 2025

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NATIVIDAD
STATISTICAL REPORT
April 30, 2025

Month-To-Date					Year-To-Date					
2-25	3-25	4-25	Budget			Budget	Current	Prior Yr	%	
PT DAYS BY SERVICE					STAFFED BEDS		CY/PLY			
1	186	284	174	225	NICU	15	2,281	2,303	2,300	0.13%
2	1,535	1,829	1,716	1,864	Med/Surg	57	18,890	16,987	19,081	-10.97%
3	243	185	207	197	ICU	10	1,999	2,037	1,919	6.15%
4	76	69	110	85	Peds	12	860	907	849	6.83%
5	720	718	728	745	Acute Rehab	28	7,548	7,778	7,724	0.70%
6	204	283	289	304	OB/Gyn	27	3,078	2,811	3,149	-10.73%
7	2,964	3,368	3,224	3,420	TOTAL ACUTE	149	34,657	32,823	35,022	-6.28%
8	270	413	509	438	Psychiatric	19	4,438	4,244	4,536	-6.44%
9	3,234	3,781	3,733	3,858	TOTAL DAYS	168	39,095	37,067	39,558	-6.30%
10	273	275	269	296	Nursery	18	2,996	2,717	2,986	-9.01%
AVERAGE DAILY CENSUS										
11	80.1	85.5	83.2	89.2	Acute	121	89.2	82.4	89.5	-7.93%
12	25.7	23.2	24.3	24.8	Acute Rehab	28	24.8	25.6	25.3	1.19%
13	9.6	13.3	17.0	14.6	Psychiatric	19	14.6	14.0	14.9	-6.04%
14	115.5	122.0	124.4	128.6	TOTAL	168	128.6	121.9	129.7	-6.01%
15	9.8	8.9	9.0	9.9	Nursery	18	9.9	8.9	9.8	-9.18%
PERCENTAGE OF OCCUPANCY										
16	66.2%	70.7%	68.8%	73.7%	Acute		73.7%	68.1%	74.0%	-7.9%
17	91.8%	82.9%	86.8%	88.6%	Acute Rehab		88.6%	91.4%	90.4%	1.2%
18	50.5%	70.0%	89.5%	76.8%	Psychiatric		76.8%	73.7%	78.4%	-6.0%
19	68.8%	72.6%	74.0%	76.5%	TOTAL		76.5%	72.6%	77.2%	-6.0%
20	54.4%	49.4%	50.0%	55.0%	Nursery		55.0%	49.4%	54.4%	-9.2%
ADMISSIONS										
21	597	671	650	645	Acute		6,536	6,509	6,712	-3.02%
22	50	66	52	57	Acute Rehab		581	579	592	-2.20%
23	41	48	42	49	Psychiatric		493	471	535	-11.96%
24	688	785	744	751	TOTAL		7,610	7,559	7,839	-3.57%
25	169	174	172	182	Nursery		1,845	1,720	1,876	-8.32%
26	175	190	182	191	Deliveries		1,931	1,822	1,966	-7.32%
DISCHARGES										
27	558	612	604	612	Acute		6,202	6,000	6,386	-6.04%
28	52	59	59	58	Acute Rehab		585	582	592	-1.69%
29	40	47	39	49	Psychiatric		500	470	533	-11.82%
30	650	718	702	719	TOTAL		7,287	7,052	7,511	-6.11%
31	161	163	152	167	Nursery		1,688	1,579	1,705	-7.39%
AVERAGE LENGTH OF STAY										
32	4.7	4.8	5.0	5.1	Acute(Hospital wide no babies)		5.1	4.9	5.0	-2.00%
33	14.4	10.9	14.0	13.0	Acute Rehab		13.0	13.4	13.0	3.08%
34	2.1	2.5	2.5	2.6	OB/Gyn		2.6	2.5	2.6	-3.85%
35	6.6	8.6	12.1	9.0	Psychiatric		9.0	9.0	8.5	5.88%
36	1.6	1.6	1.6	1.6	Nursery		1.6	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	4,548	4,699	4,479	5,097	Emergency Room		51,646	49,373	50,353	-1.95%
38	350	392	387	406	ER Admits		4,114	4,038	4,204	-3.95%
39	50.9%	49.9%	52.0%	54.1%	ER Admits as a % of Admissions		54.1%	53.4%	53.6%	-0.39%
40	108	120	127	123	Trauma Cases		1,246	1,273	1,221	4.26%
41	6,882	7,357	8,076	6,330	Clinic Visits		64,142	72,214	66,399	8.76%
ANCILLARY PROCEDURES BILLED										
42	50,788	54,538	58,438	54,213	Lab Tests		549,358	546,812	555,865	-1.63%
43	4,348	4,889	5,126	4,370	Radiology Procedures		44,283	47,446	44,858	5.77%
44	264	284	271	234	MRI Procedures		2,373	2,601	2,463	5.60%
45	101	101	106	96	Nuclear Med Procedures		975	1,004	1,066	-5.82%
46	1,215	1,381	1,415	1,265	Ultrasound Procedures		12,815	13,486	13,235	1.90%
47	2,522	2,806	2,775	2,487	CT Scans		25,203	28,046	25,295	10.88%
48	383	384	387	408	Surgeries		4,137	4,036	4,188	-3.63%
49	8.23	7.94	7.94	7.59	FTE'S PER AOB		7.59	7.87	7.37	6.78%
50	1,438.7	1,431.4	1,468.0	1,433.2	TOTAL PAID FTE'S		1,433.2	1,439.4	1,397.3	3.01%
51	4,892	5,588	5,548	5,661	ADJUSTED PATIENT DAYS		57,369	55,584	57,832	-3.89%

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES IN NET ASSETS-TREND-NORMALIZED
FOR FY2025

	JUL-24	AUG-24	SEP-24	OCT-24	NOV-24	DEC-24	JAN-25	FEB-25	MAR-25	APR-25	MAY-25	JUN-25	YTD
R E V E N U E													
Patient Revenue:													
1 Inpatient	82,094,747	74,798,102	70,490,020	81,279,287	74,341,473	76,042,645	79,379,060	69,244,388	76,300,699	77,261,706			761,232,127
2 Pro Fees	5,986,048	5,984,959	5,124,160	5,805,050	4,259,055	4,899,488	5,555,533	6,320,236	7,594,047	7,275,795			58,796,351
3 Outpatient	43,990,366	39,882,209	39,920,578	44,456,890	40,722,816	40,036,759	40,682,169	38,749,538	40,098,636	41,102,308			409,642,270
4 Deductions from revenue	132,073,161	120,665,270	115,534,758	131,541,228	119,323,344	120,968,871	123,616,762	114,314,162	123,993,382	125,639,809			1,229,670,748
5 Contractual Deductions	97,901,711	93,101,614	88,215,883	101,094,003	90,481,957	93,325,834	95,908,684	90,453,620	96,154,960	98,059,352			944,697,618
6 Bad Debt	6,654,066	1,230,033	3,350,022	1,477,542	2,472,285	3,073,825	2,743,646	419,729	1,287,016	659,459			23,367,422
7 Unable to Pay	51,412	39,812	104,588	178,138	133,645	140,224	212,400	544,647	231,742	130,889			1,767,505
8 Total Contractual Discounts	104,607,189	94,371,459	91,570,493	102,749,683	93,087,887	96,539,683	98,864,730	91,417,995	97,673,718	98,849,709			989,832,546
9 Net Patient Revenue	27,465,972	26,293,812	23,864,265	28,791,545	26,235,457	24,429,188	26,752,032	22,896,167	26,319,664	26,790,100			259,838,202
10 As a percent of Gross Revenue	20.80%	21.79%	20.66%	21.89%	21.99%	20.19%	21.30%	20.03%	21.23%	21.32%		0.00%	21.13%
11 Total Government Funding	7,867,497	8,367,497	8,767,497	7,867,497	7,867,497	7,867,497	7,867,497	8,627,497	8,627,497	8,627,497			82,354,970
Other Operating Revenue:													
12 Rent Income	123,369	123,369	123,369	139,971	123,369	188,628	133,713	133,713	133,713	133,713			1,337,126
13 Interest Income	395,833	395,833	395,833	605,833	605,833	1,245,833	689,287	995,833	650,980	895,833			6,686,941
14 NMF Contribution	78,083	75,418	76,570	76,570	76,570	76,570	76,570	76,570	426,570	76,570			1,116,063
15 Other Income	458,382	484,986	1,116,688	487,528	530,992	1,087,467	487,108	559,969	572,847	620,388			6,366,334
16 Total Other Operating Revenue	1,055,667	1,079,586	1,712,460	1,079,901	1,336,765	2,578,699	1,366,678	1,766,085	1,784,120	1,726,504			15,488,464
17 TOTAL REVENUE	36,389,136	35,740,895	34,344,222	37,738,943	35,439,719	34,875,384	35,985,207	33,289,749	36,731,280	37,144,101			357,679,636
EXPENSE													
18 Salaries, Wages & Benefits	19,959,546	20,428,057	20,025,959	21,003,792	20,191,044	20,685,949	20,943,010	20,748,007	21,974,860	22,091,534			208,050,759
19 Registry	854,294	978,710	777,450	1,035,195	1,192,805	915,988	856,179	494,444	442,998	413,136			7,961,200
20 Phys/Residents SWB & Contract Fees	5,448,733	5,433,098	5,611,408	5,234,561	5,393,289	5,312,815	5,650,271	5,784,668	5,451,100	5,561,542			54,879,484
21 Purchased Services	3,450,731	3,243,988	3,111,935	3,542,191	3,085,146	3,043,238	3,048,945	2,682,090	3,163,566	3,152,067			31,523,869
22 Supplies	3,364,090	3,366,052	3,184,571	3,705,251	3,459,626	3,185,849	3,209,416	3,223,899	3,249,854	3,385,621			33,325,228
23 Insurance	422,523	553,273	494,677	495,407	501,719	494,614	497,058	496,137	496,515	495,286			4,947,211
24 Utilities and Telephone	430,279	418,860	403,145	403,546	345,019	384,651	363,898	381,236	392,562	325,801			3,848,967
25 Interest Expense	21,234	21,234	21,234	55,495	55,495	55,495	55,495	55,495	48,897	55,495			443,571
26 Depreciation & Amortization	963,054	956,840	986,377	1,103,698	989,598	1,105,764	1,103,765	1,045,393	1,189,982	1,107,662			10,553,133
27 Other Operating Expense	498,104	462,607	363,462	538,687	456,819	433,534	513,342	514,950	538,062	426,980			4,746,607
28 TOTAL EXPENSE	35,409,589	35,852,688	34,980,237	37,118,823	35,670,561	35,618,898	36,241,381	35,428,360	36,946,395	37,015,126			360,280,058
29 NET INCOME(LOSS)	979,546	(111,794)	(636,015)	620,120	(230,842)	(743,514)	(255,174)	(2,136,611)	(215,115)	128,976			(2,600,422)
Normalization for Extraordinary Items													
30													
31													
32													
33													
Total Extraordinary Items													
34													
NET INCOME BEFORE Extraordinary Items													
35													
CAPITAL CONTRIBUTIONS													
36													
County Contribution													
37													
CHANGE IN NET ASSETS													
	\$ 979,546	\$ (111,794)	\$ (636,015)	\$ 620,120	\$ (230,842)	\$ (743,514)	\$ (255,174)	\$ (2,136,611)	\$ (215,115)	\$ 128,976	\$ -	\$ -	\$ (2,600,422)

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF APRIL 30, 2025

CURRENT MONTH				YEAR -TO -DATE			
	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR		Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR
R E V E N U E							
Patient Revenue:							
1	\$ 77,261,706	\$ 78,756,799	\$ (1,495,093) (1.9)		\$ 761,232,127	\$ 798,068,952	\$ (36,836,825) (4.6)
2	7,275,795	5,545,270	1,730,525 31.2		58,796,351	56,192,052	2,604,299 4.6
3	41,102,308	39,404,244	1,698,064 4.3		409,642,270	399,296,344	10,345,926 2.6
4	125,639,809	123,706,313	1,933,496 1.6		1,229,670,748	1,253,557,348	(23,886,600) (1.9)
Deductions from Revenue							
5	98,059,352	94,535,812	(3,523,540) (3.7)		944,697,618	957,962,902	13,265,284 1.4
6	659,459	3,358,934	2,699,475 80.4		23,367,422	34,037,201	10,669,779 31.3
7	130,899	80,640	(50,259) (62.3)		1,767,506	817,152	(950,354) (116.3)
8	98,849,709	97,975,386	(874,323) (0.9)		969,832,546	992,817,255	22,984,709 2.3
9	26,790,100	25,730,927	1,059,173 4.1		259,838,202	260,740,093	(901,891) (0.3)
10	21.32%	20.80%			21.13%	20.80%	
As a percent of Gross Revenue							21.33%
11	8,627,497	7,867,497	760,000 9.7		82,354,970	78,674,970	3,680,000 4.68
Total Government Funding							
Other Operating Revenue:							
12	133,713	127,601	6,112 4.8		1,337,126	1,276,010	61,116 4.8
13	895,833	395,833	500,000 126.3		6,686,941	3,958,330	2,708,611 68.4
14	76,570	78,083	(1,513) (1.9)		1,116,063	780,830	335,233 42.9
15	620,388	458,118	162,270 35.4		6,366,334	4,581,180	1,785,154 39.0
16	1,726,504	1,059,635	666,869 62.9		15,486,464	10,596,350	4,890,114 46.1
TOTAL REVENUE					357,679,636	350,011,413	7,668,223 2.2
EXPENSE							
18	22,091,534	20,410,116	(1,681,418) (8.2)		208,050,759	205,979,204	(2,071,555) (1.0)
19	413,136	555,616	142,480 25.6		7,961,200	5,630,245	(2,330,955) (41.4)
20	5,561,542	5,411,760	(149,782) (2.8)		54,879,484	54,426,695	(452,789) (0.8)
21	3,152,067	3,051,192	(100,875) (3.3)		31,523,869	30,815,647	(708,222) (2.3)
22	3,365,621	2,772,724	(612,897) (22.1)		33,325,228	28,096,960	(5,228,268) (18.6)
23	495,286	442,418	(52,868) (11.9)		4,947,211	4,424,180	(523,031) (11.8)
24	325,801	350,247	24,446 7.0		3,848,997	3,549,157	(299,840) (8.4)
25	55,495	36,025	(19,470) (54.0)		443,571	365,047	(78,524) (21.5)
26	1,107,662	1,059,412	(48,250) (4.6)		10,553,133	10,735,399	182,266 1.7
27	426,980	475,590	48,610 10.2		4,746,607	4,819,318	72,711 1.5
28	37,015,126	34,565,100	(2,450,026) (7.1)		360,280,058	348,841,852	(11,438,206) (3.3)
TOTAL EXPENSE							
29	128,976	92,959	36,017 38.7		(2,600,422)	1,169,561	(3,769,983) (322.3)
NET INCOME(LOSS)							
CAPITAL CONTRIBUTIONS							
30							
31							
32							
33							
34	\$ 128,976	\$ 92,959	\$ 36,017 38.7 %		\$ (2,600,422)	\$ 1,169,561	\$ (3,769,983) (322.3) %
County Contribution							
CHANGE IN NET ASSETS							

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF APRIL 30, 2025

CURRENT MONTH										YEAR -TO -DATE					
		Actual		Budget		Variance fav. (unfav)				Actual		Budget		Variance fav. (unfav)	
		5,548		5,661		(113)		-2.0%		55,584		57,370		-3.1%	

**NATIVIDAD
BALANCE SHEET
AS OF APRIL 30, 2025**

		CURRENT MONTH			YEAR - TO - DATE		
		BEGINNING	ENDING	INC/(DEC)	ENDING	INC/(DEC)	% CHG.
1	\$	99,954,997	\$ 101,838,843	\$ 1,883,846	\$ 101,838,843	\$ (164,124,986)	(61.7) %
2		18,583,667	18,083,667	(500,000)	18,083,667	(6,400,000)	(26.1)
3		67,494,874	65,340,032	(2,154,842)	65,340,032	(5,120,843)	(7.3)
4		109,269,248	4,274,290	(104,994,958)	4,274,290	(29,008,561)	(87.2)
5		5,898,505	5,830,872	(67,633)	5,830,872	(180,639)	(3.0)
6		14,198,998	11,507,661	(2,691,337)	11,507,661	6,313,214	121.5
7		315,400,290	206,875,365	(108,524,925)	206,875,365	(198,521,815)	(49.0)
8		370,448,836	373,490,010	3,041,174	373,490,010	8,858,562	2.4
9		(254,795,773)	(255,903,434)	(1,107,661)	(255,903,434)	(9,314,482)	(3.8)
10		115,653,062	117,586,575	1,933,513	117,586,575	(455,920)	(0.4)
11		211,803,859	318,944,016	107,140,157	318,944,016	176,984,869	124.7
12	\$	642,857,211	\$ 643,405,956	\$ 548,745	\$ 643,405,956	\$ (21,992,866)	(3.3) %
CURRENT ASSETS							
CASH							
FUND AID							
ACCOUNTS RECEIVABLE NET							
STATE/COUNTY RECEIVABLES							
INVENTORY							
PREPAID EXPENSE							
TOTAL CURRENT ASSETS							
PROPERTY, PLANT & EQUIPMENT							
LESS: ACCUMULATED DEPRECIATION							
NET PROPERTY, PLANT& EQUIPMENT							
OTHER ASSETS							
TOTAL ASSETS							
CURRENT LIABILITIES							
ACCRUED PAYROLL							
ACCOUNTS PAYABLE							
MCARE/MEDICAL LIABILITIES							
CURRENT PORTION OF DEBT							
OTHER ACCRUALS							
TOTAL CURRENT LIABILITIES							
LONG TERM LIABILITIES							
LT ACCRUED LIABILITIES							
UN EARNED CONTRIBUTIONS							
LONG TERM PORTION OF C.O.P's							
TOTAL LONG TERM DEBT							
FUND BALANCES							
ACCUMULATED FUND							
CHANGE IN NET ASSETS							
TOTAL FUND BALANCES							
TOTAL LIAB. & FUND BALANCES							
13		24,411,570	26,136,300	1,724,730	26,136,300	(1,432,819)	(5.2)
14		18,270,999	16,700,589	(1,570,410)	16,700,589	171,741	1.0
15		64,901,362	64,210,534	(690,828)	64,210,534	(15,166,801)	(19.1)
16		4,475,737	4,475,737	-	4,475,737	230,131	5.4
17		18,069,955	19,081,050	1,011,095	19,081,050	1,829,212	10.6
18		130,129,623	130,604,209	474,587	130,604,209	(14,368,535)	(9.9)
19		2,014,829	1,960,011	(54,817)	1,960,011	(548,172)	(21.9)
20		-	-	-	-	-	-
21		8,889,212	8,889,212	-	8,889,212	(4,475,737)	(33.5)
22		10,904,041	10,849,224	(54,817)	10,849,224	(5,023,909)	(31.7)
23		504,552,946	504,552,946	-	504,552,946	6,923,577	1
24		(2,729,398)	(2,600,422)	128,976	(2,600,422)	(9,524,000)	(137.6)
25		501,823,548	501,952,524	128,976	501,952,524	(2,600,423)	(0.5)
26	\$	642,857,211	\$ 643,405,956	\$ 548,745	\$ 643,405,956	\$ (21,992,867)	(3.3) %
				(0)			

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 4/30/25

BALANCE SHEET	<u>Beq. Balance</u>	<u>Accruals</u>	<u>Prior Years Final Rec'n</u>	<u>IGTs Transferred Out</u>	<u>Received</u>	<u>End. Balance</u>
Medi-Cal Waiver (DSH + SNCP)	-	11,875,000		34,773,861	(51,679,359)	\$ (5,030,497)
Physician SPA	-	416,670			(505,970)	\$ (89,300)
Rate Range IGT-CCAH-	8,910,234	13,333,330		11,196,533	(27,707,714)	\$ 5,732,384
AB 915	745,727	2,758,330				\$ 3,504,057
Medical GME	-	833,330		2,111,121	(2,666,242)	\$ 278,209
Medical HPE	-	208,330			(563,759)	\$ (355,429)
Family First-COVID 19	-				(28,616)	\$ (28,616)
SB1732	-	2,333,330	210,363		(2,751,589)	\$ (207,896)
Hospital Fee	-	833,330			(1,995,194)	\$ (1,161,864)
MCMC EPP	9,269,945	15,613,330		19,255,094	(38,603,673)	\$ 5,534,695
MCMC QIP	13,024,643	27,500,000		21,974,826	(65,681,327)	\$ (3,181,858)
GOVERNMENT RECEIVABLES	31,950,549	75,704,980	210,363	89,311,435	(192,183,443)	\$ 4,993,884
Accrued Donations	16,738	767,216			(774,977)	\$ 8,977
Office Buildings	(8,374)	1,340,442			(1,268,844)	\$ 63,225
Miscellaneous Receivable	135,539	1,158,379			(1,175,025)	\$ 118,893
Probation	-	1,119,017			(1,019,092)	\$ 99,925
UCSF & TOURO University	25,900	148,712			(127,413)	\$ 47,200
Interest Accrued	(1)	6,641,784			(8,862,097)	\$ (2,220,314)
Health Department	162,500	1,712,806			(1,712,806)	\$ 162,500
Watsonville	1,000,000					\$ 1,000,000
OTHER RECEIVABLES	1,332,302	12,888,356	-	-	(14,940,252)	\$ (719,594)
STATE/COUNTY RECEIVABLES	\$ 33,282,851	\$ 88,593,336	\$210,363	\$ 89,311,435	\$ (207,123,695)	\$ 4,274,290

P & L	YTD APR-25
Medi-Cal DSH /SNCP	\$ 11,875,000
Physician SPA	\$ 416,670
AB915	\$ 2,758,330
SB 1732	\$ 2,333,330
HPE	\$ 208,330
Esperanza Care	\$ (416,670)
HD Residency Support	\$ (416,670)
MCMC EPP	\$ 15,613,330
MCMC QIP	\$ 27,500,000
Hospital Fee	\$ 833,330
Medi-Cal GME	\$ 833,330
CARES Act Fund Aid	\$ 6,400,000
Family First C-19 Response-FMAP Enhance-	\$ -
Rate Range IGT-CCAH-	\$ 13,333,330
Medicare Bi-Weekly Payment	\$ 1,083,330
Medicare GME	\$ -
State One Time Grant	\$ -
GOVERNMENT FUNDING INCOME	\$ 82,354,970

NATIVIDAD

STATEMENT OF CASH FLOWS

AS OF APRIL 30, 2025

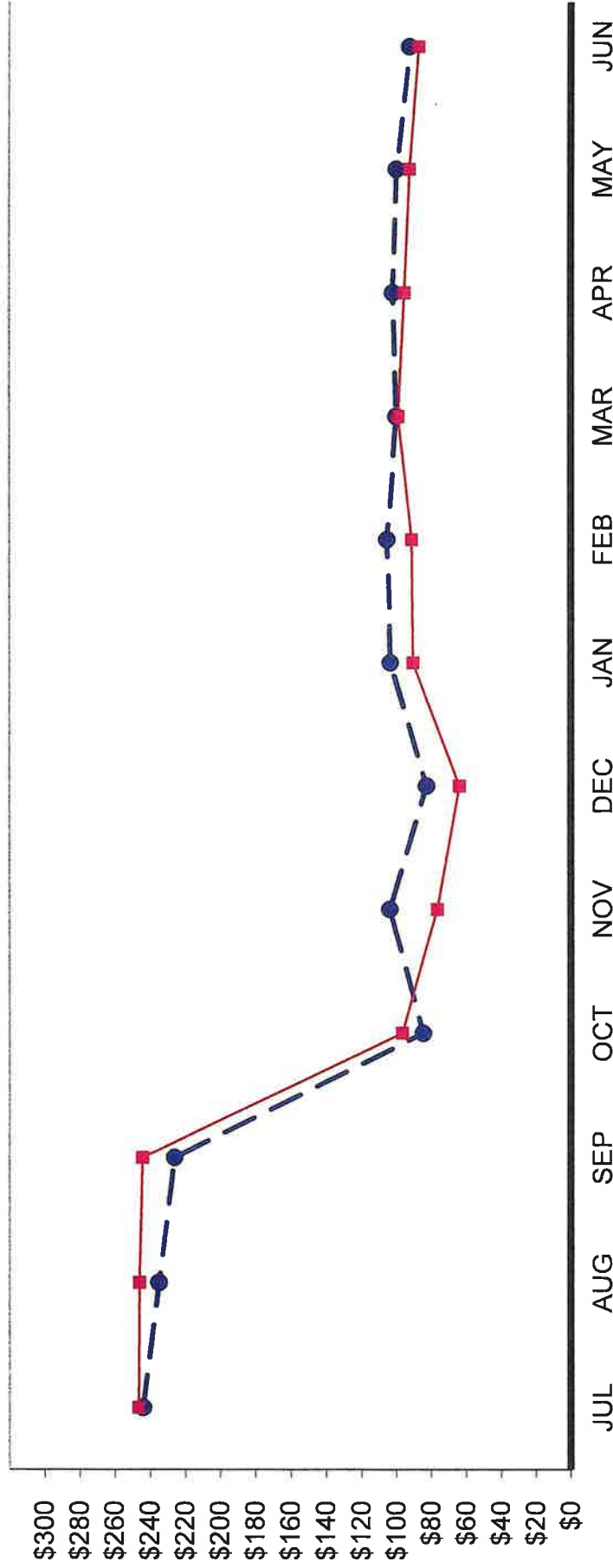
	CURRENT MONTH		YEAR - TO - DATE
1	\$ 99,954,997	CASH AT BEGINNING OF PERIOD	\$ 265,963,829
2		FROM OPERATIONS:	
3	128,976	NET INCOME/(LOSS)	(2,600,422)
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	1,107,661	DEPRECIATION/AMORT	\$ 9,314,482
6	1,236,637	SUBTOTAL	6,714,060
7		CHANGES IN WORKING CAPITAL:	
8	2,154,842	ACCOUNTS RECEIVABLE	5,120,843
	500,000	FUND AID STIMULUS	6,400,000
9	104,994,958	STATE/COUNTY RECEIVABLE	29,008,561
10	2,758,970	PREPAID EXPENSE & INVENTORY	(6,132,575)
11	1,724,730	ACCRUED PAYROLL	(1,432,819)
12	(1,570,410)	ACCOUNTS PAYABLE	171,741
13	(690,828)	MCARE/MEDICAL LIABILITIES	(15,166,801)
15	-	SHORT TERM DEBT	230,131
16	1,011,095	ACCRUED LIABILITIES	1,829,212
17	110,883,357	NET (DECREASE)/INCREASE	20,028,294
18		CAPITAL ADDITIONS:	
19	(3,041,174)	PP&E ADDITIONS	(8,858,562)
20	-	NBV OF ASSETS DISPOSED	-
21	(3,041,174)	TOTAL CAPITAL (Use of Cash)	(8,858,562)
22		FINANCING ACTIVITY:	
23	(54,817)	LONG TERM BOND DEBT	(5,023,909)
24	(107,140,157)	OTHER ASSETS	(176,984,869)
25	-	INVESTMENTS	-
26	(107,194,974)	TOTAL FINANCING	(182,008,778)
27	1,883,846	INC./(DEC.) IN CASH BALANCE	(164,124,986)
28	\$ 101,838,843	CASH BALANCE - END OF PERIOD	\$ 101,838,843

NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2025

		<u>BDGT-25</u>	<u>ESTIMATE</u> <u>FY2025</u>	<u>Variance to</u> <u>Budget</u>
01	Medi-Cal DSH Waiver (GPP)	\$ 14,250,000	\$ 14,250,000	\$ -
02	Physician SPA	\$ 500,000	\$ 500,000	-
03	EPP	16,000,000	\$ 19,800,000	3,800,000
04	QIP	33,000,000	\$ 33,000,000	-
05	AB915	3,310,000	\$ 3,310,000	-
06	SB1732	2,800,000	\$ 2,800,000	-
07	CCAH Rate Range	16,000,000	\$ 16,000,000	-
08	HPE	250,000	\$ 250,000	-
09	Family First Corona Virus Response	-	\$ -	-
10	Esperanza Care Outside Purchased Service	(500,000)	\$ (500,000)	-
11	HD Residency Support	(500,000)	\$ (500,000)	-
12	Medi-Cal GME	1,000,000	\$ 1,000,000	-
13	CARES Act Fund Aid	6,000,000	\$ 7,400,000	1,400,000
14	Medicare Bi-Weekly Payments	1,300,000	\$ 1,300,000	-
15	Provider Fee	1,000,000	\$ 1,000,000	-
		<u>\$ 94,410,000</u>	<u>\$ 99,610,000</u>	<u>\$ 5,200,000</u>

Cash Flow Performance Fiscal Year 2025 (in Millions)

● -- YTD Projections ■ -- BUDGET2024



	ACTUAL	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	Jun
YTD	243.9	235.1	226.2	84.4	103.6	82.5	103.3	105.2	100.0	101.8	99.8	92.2	92.2
BDGT	246.4	245.8	244.1	96.2	76.1	63.6	90.1	90.9	98.7	95.1	92.1	86.9	86.9
Variance	(2.5)	(10.7)	(17.8)	(11.8)	27.5	18.9	13.2	14.3	1.2	6.7	7.8	5.3	5.3

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2025

	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	265,955,268	243,916,079	235,075,584	226,217,874	84,378,839	103,573,969	76,063,093	103,274,656	105,176,692	99,946,438	101,830,284	99,820,489	265,955,268
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	24,303,677	26,813,241	23,665,694	31,868,112	20,453,717	23,405,737	31,390,605	23,931,036	27,719,526	29,134,215	26,965,662	20,805,201	310,456,424
Short-Daile payments			1,798,420	510,432	207,545		1,602,158	52,612	1,708,429		62,274	-	5,941,870
Short-Daile IGTs									535,405				535,405
Medicare Patient Payments								19		171,500			171,519
Medicare Prepayment								405,777					405,777
Provider Fee			551,925		481,090		481,090		481,090		-	250,000	2,245,194
Rate-Range							27,707,714				-	-	27,707,714
Stimulus -Family First Response COVID19	21,797			600	2,398	2,495	1,327				-	-	28,616
Hospital Presumptive Eligibility			157,389			210,698			195,672		-	125,000	688,799
Foundation Donations	15,019	196,929	7,388		135,515	35,261	118,232	63,531	394,348	157,601	76,570	76,570	1,276,965
MCAL Waiver CY24/GPP	11,273,034			11,264,599				4,083,229		25,668,878	-	-	52,289,739
Fund Aid	500,000	1,000,000	1,400,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	7,400,000
SB1732	244,565							2,507,024			-	-	2,751,589
HEALTH DEPARTMENT REIMB			121,605	186,837		384,597	268,055	138,077		242,176	245,319	-	1,586,666
MCAL GME		787,991	151,716		150,552	787,991			787,991		-	1,674,087	4,340,329
CCAH CoAIM Incentive Payment										212,500	-	-	212,500
AB915											2,559,614	-	2,559,614
Rent Income	16,820	16,820	227,874	87,171	16,820	393,511	126,503	126,503	126,503	127,003	115,184	116,159	1,496,871
QIP										65,681,327			65,681,327
EPP				18,869,468						19,734,205			38,603,673
Physician SPA			259,308	246,662							-	500,000	1,005,970
CCAH Hospital Quality Incentive Program (HQIP)			611,600			575,200			188,800		-	642,800	2,018,400
IGT Sub-Fund Transfer In/(Out)					34,821,986		3,185,072		50,434,342		-	-	88,441,400
Fund 404 Transfer		15,539	38,953	9,621		734,305	602,689	306,908		-	163,644	1,134,862	3,006,521
Interest Income					3,023,037		2,067,860			3,751,201	-	2,947,366	11,789,463
Miscellaneous Revenue	511,723	102,070	799,623	449,893	486,859	592,280	416,520	585,957	437,415	262,618	272,783	382,764	5,300,506
Total Cash Receipts	36,886,635	28,932,590	29,791,495	63,993,395	60,279,519	27,622,076	68,467,825	32,700,672	83,509,521	145,643,223	30,961,049	29,154,810	637,942,811
CASH DISBURSEMENTS													
Purchased Services and Supplies	14,612,300	13,520,206	11,521,666	11,830,991	8,415,727	5,784,399	17,031,567	8,731,611	17,634,466	3,061,726	8,987,651	8,987,651	130,119,961
Rate Range Assessment Fee CY23					1,705,723								1,705,723
Rate Range IGT CY23					9,443,451								9,443,451
Rate Range IGT CY22					47,359								47,359
HD Residency Support					125,000		125,000						250,000
IGT MEDICAL GME	413,695			413,695			413,695			870,035			1,697,426
GPP	7,449,467		7,443,893				2,771,377		17,109,125				34,773,861
MCAL FY17 FINAL SETTLEMENT	3,175,922	(3,150,196)											25,726
MCAL FY18 FINAL SETTLEMENT										6,824,053			6,824,053
IGT EPP		7,904,703							11,350,391				19,255,094
IGT QIP									21,974,826				21,974,826
Short-Daile IGT								304,658	161,618	373,787			840,064
Building Lease / Rental Equipment											196,152	196,152	392,305
Unfunded Actuarial Liability (UAL) Annual Allocation						16,468,967							16,468,967
COP Principal & Interest Payments				4,673,795						-	-	-	4,673,795
Payroll and Benefits	27,743,145	19,064,719	19,481,857	19,596,426	19,511,971	28,466,349	20,614,110	21,055,869	20,396,818	20,951,788	20,801,492	20,801,492	258,486,035
Workers Comp Allocation				5,154,549									5,154,549
Property Insurance				2,316,580									2,316,580
General Liability Ins - Non Recoverable				583,566								3,377,138	3,960,704
General Liability Ins - Recoverable				1,009,091							-		1,009,091
Beta Ins - Liability & Malpractice					749,512					749,665		93,480	1,592,657
COWCAP	4,289,019												4,289,019
Data Processing						1,065,924	266,949	266,834		533,765	266,989	1,062,608	3,463,068
NMC Solar - Engle						1,312,866					2,314,074	1,450,776	5,077,716
SB1732										210,363			210,363
Transfer From 451 to 404				117,090,572	50,352								117,140,924
Transfer From 451 to IGT				34,378,995						107,143,023			141,522,018
Transfer From 451 to Strategic Funds				8,500,000									8,500,000
Capital Expenditures	1,242,276	433,654	201,790	284,170	1,035,294	2,034,447	33,564	439,663	112,531	3,041,174	404,487	775,281	10,036,330
Total Cash Disbursements	58,925,824	37,773,085	38,649,205	205,832,430	41,084,388	55,132,952	41,256,263	30,798,636	88,739,775	143,759,378	32,970,844	36,744,577	811,253,661
Increase/(Decrease)	(22,039,189)	(8,840,495)	(8,857,710)	(141,839,035)	19,195,131	(27,510,876)	27,211,563	1,902,035	(5,230,253)	1,883,846	(2,009,795)	(7,589,767)	(173,310,850)
Ending Cash Fund 451	243,916,079	235,075,584	226,217,874	84,378,839	103,573,969	76,063,093	103,274,656	105,176,692	99,946,438	101,830,284	99,820,489	92,230,722	92,644,418
(+) Cash In Transit							6,433,575						
(+) Petty Cash and CC	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	
Ending Cash as per G/L	243,924,638	235,084,143	226,226,433	84,387,398	103,582,528	82,505,227	103,283,215	105,185,251	99,954,997	101,838,843	99,829,048	92,239,281	
Fund 404													
Beginning Balance	61,347,484	61,347,484	61,331,945	61,292,992	178,373,943	178,424,295	177,689,990	177,087,301	176,780,393	176,780,393	176,780,393	176,616,749	
Transfer In from fund 451	-	-	-	117,090,572	50,352								
Transfer Out fund 404	-	(15,539)	(38,953)	(9,621)		(734,305)	(602,689)	(306,908)	-	-	(163,644)	(1,134,862)	
Capital Expenditures													
Ending Cash Fund 404	61,347,484	61,331,945	61,292,992	178,373,943	178,424,295	177,689,990	177,087,301	176,780,393	176,780,393	176,780,393	176,616,749	175,481,887	
Ending Cash Fund 451 & 404	305,263,563	296,407,529	287,510,866	262,752,782	281,998,264	253,753,083	280,361,957	281,957,085	276,726,831	278,610,677	276,437,238	267,712,609	56