



Finance Committee Meeting 2025

August 8, 2025



Finance Committee Meeting

Friday, August 8, 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)

+1 602 753 0140 US (Phoenix)

+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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Reunión del Comité de Finanzas

Viernes, 8 de agosto 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:

+1 971 247 1195 US (Portland)

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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:

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

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 July 11, 2025 Finance Committee Meeting. *Pages 9-14*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 15-47*

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 an agreement with Philips Healthcare for Software Evolution Services and additional software modules at NMC for an amount not to exceed \$655,080 with an agreement term September 1, 2025, through August 31, 2030.
 - b. Authorize the Deputy Purchasing Agent for NMC 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% (\$65,508) of the original cost of the agreement in total.
 - c. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification and limitations on liability provisions within the agreement. *Pages 48-49 (Ari Entin)*
4. Receive and Approve June 2025 Financial Report. *Pages 50-62*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING
FRIDAY, SEPTEMBER 12, 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, August 8, 2025
Consent Items

Attachment A

1. Pages 15-16	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-16333) with California Transplant Services dba SafetyGraft for tissue bank storage services, extending the agreement an additional three (3) year period (January 1, 2026 through December 31, 2028) for a revised full agreement term of January 1, 2023 through December 31, 2028, and adding \$250,000 for a revised total agreement amount not to exceed \$450,000.</p>
2. Pages 17-18	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 with Hammel, Green and Abrahamson, Inc. (A-15729) 19six Architects (A-15730), Cedarblade Consulting (A-15731), Kasavan Architects (A-15732), and Wald, Ruhnke & Dost Architects, LLP (A-15733) pursuant to the Request for Qualifications (RFQ) #9600-86, adding \$5,000,000 for a revised total aggregate amount not to exceed \$10,000,000 with no change to the Agreement term of February 1, 2022 through January 31, 2027.</p>
3. Pages 19-20	<ol style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Agreement with California United Mechanical, Inc. dba United Mechanical, Inc. for chiller preventive maintenance and repair services, extending the agreement an additional two (2) year period (April 15, 2026 through April 14, 2028) for a revised full agreement term of April 15, 2021 through April 14, 2028, and adding \$300,000 for a revised total Agreement amount not-to-exceed \$405,000. 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% (\$7,500) of the original cost of the agreement, for total contract liability of (\$412,500).
4. Pages 21-22	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 7 to the agreement (A-13074) with Forward Advantage Holdings, Inc. dba Forward Advantage for Imprivata OneSign single sign-on solution software services, extending the agreement an additional two (2) year period (March 23, 2025 through March 22, 2027) for a revised full agreement term of March 23, 2016 through March 22, 2027 and adding \$115,606 for a revised total agreement amount not to exceed \$924,242.</p>
5. Pages 23-25	<ol style="list-style-type: none"> a. Award Job Order Contracts (JOC) to the lowest responsive bidders for Natividad Medical Center (NMC) with a one-year term from the date of signing by NMC. The contracts will have a minimum value of \$25,000 and a maximum value of \$6,210,093. The awarded contracts are as follows: NMC 2025-01 to Staples Construction, and NMC 2025-02 to Newton Construction and Management. b. Approve the Performance and Payment Bonds provided by Staples Construction and Newton Construction and Management each in the amount of \$2,500,000. c. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute the Job Order Contracts for NMC 2025-01 with Staples Construction and for NMC 2025-02 with Newton Construction and Management.
6. Pages 26-27	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Health Management Associates, Inc. for consulting services, adding \$300,000 for a revised total agreement amount not to exceed \$500,000 with no change to the Agreement term of March 1, 2025 through February 28, 2027.</p>

7. Pages 28-29	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement (A-16776) with Pomphrey Consulting, LLC for trauma registrar staffing services, extending the agreement through July 1, 2027 for a revised full agreement term of March 1, 2024 through July 1, 2027 and adding \$200,000 for a revised total agreement amount not to exceed \$450,000.</p>
8. Pages 30-31	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Corinthian International Parking Services, Inc. pursuant to the Request for Proposals (RFP) #9600-96 for valet services at NMC, with an initial agreement term beginning September 1, 2025 through May 31, 2026, with the option to extend the agreement for two (2) additional periods; and for a total aggregate not-to-exceed amount of \$298,692 for the initial nine-month term.</p>
9. Pages 32-33	<p>Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-15737) with Access TeleCare California, P.C. to provide tele-neurology services, adding \$400,000 for a revised not to exceed amount of \$1,680,000, but with no change to the Board approved agreement term April 1, 2022 to March 31, 2026.</p>
10. Pages 34-35	<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 Services Agreement (A-15877) with Adelheid Ebenhoech, M.D. to provide family medicine services, extending the term by twelve months (September 20, 2025 to September 30, 2026) for a revised full agreement term of September 20, 2022 to September 30, 2026, but with no change to the board approved amount not to exceed of \$600,000; and b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$60,000) of the original contract amount, and do not increase the total contract amount above \$660,000.
11. Pages 36-37	<ol style="list-style-type: none"> a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-16552) with Monterey Bay GI Consultants to provide gastroenterology services, adding \$800,000 for a revised not to exceed amount of \$1,600,000 and extending the term by twenty-four months (October 1, 2025 to September 30, 2027) for a revised full agreement term of September 1, 2023 to September 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% (\$80,000) of the original contract amount, and do not increase the total contract amount above \$1,680,000.
12. Pages 38-39	<ol style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement each with Waltz Creative, LLC, The Buzz PR LLC, and Mag One Media, Inc., pursuant to the Request for Proposals (RFP) #9600-91 for marketing and graphic design services at NMC, with an initial agreement term beginning September 1, 2025 through August 31, 2028, with the option to extend the agreement for two (2) additional periods; and for a total aggregate not-to-exceed amount of \$870,000 for all three contracts for the initial three-year term. b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two (2) future amendments to each agreement, each amendment exercising a one year option to extend, for an additional aggregate not-to-exceed amount of \$290,000 for all three contracts for Fiscal Year 2028-29 and for an additional aggregate not-to-exceed amount of \$290,000 for all three contracts for Fiscal Year 2029-2030, provided that the total cost of the agreement over a five-year period does not exceed \$1,450,000, and as long as an appropriation for the costs of the amendments is included in the County Adopted Budget.
13. Pages 40-41	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 5 to the agreement (A-14059) with Waltz Creative LLC for marketing and graphic design services, extending the agreement for an additional one (1) month period (August 1, 2025 through August 31, 2025) for a revised full agreement term of August 1, 2018 through August 31, 2025, with no change to the total aggregate amount not-to-</p>

	exceed \$1,850,000.
14. Pages 42-43	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-17319) with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, extending the agreement an additional one (1) year period (April 15, 2026 through April 14, 2027) for a revised full agreement term of April 15, 2024, through April 14, 2027, and adding \$200,000 for a revised total agreement amount not to exceed \$500,000.
15. Pages 44-45	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute renewal & amendment No. 8 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one-year period (July 1, 2025 through June 30, 2026) for a revised full agreement term of October 1, 2016 through June 30, 2026 and adding \$3,500,000 for a revised total aggregate amount for all contracts not to exceed \$16,470,000. 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% (\$240,000) of the original cost of the agreement.
16. Pages 46-47	<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 The Power Plant LLC, pursuant to the Request for Proposals (RFP) #9600-97 for coffee vendor services at NMC, with an initial agreement term beginning September 1, 2025 through August 31, 2028, with the option to extend the agreement for two (2) additional one (1) year periods, at no cost to the County. b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two (2) future amendments to the agreement to exercise the one-year extension options, which, if fully exercised, would extend the agreement through August 31, 2030, as long as there is no cost and no significant changes to the agreement, and subject to County Counsel review.



Finance Committee Meeting

Friday, July 11, 2025

8:30 AM

NATIVIDAD ROOM

1ST FLOOR, BUILDING 200

MINUTES

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Reunión del Comité de Finanzas

Viernes, 11 de julio de 2025

8:30 AM

Sala NATIVIDAD

1er Piso, Edificio 200

Actas de la Reunión

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:

+1 971 247 1195 US (Portland)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 602 753 0140 US (Phoenix)

+1 720 928 9299 US (Denver)

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:

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

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.

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

Absent: Marcia Atkinson

NMC Staff/County: Ari Entin, Daniel Leon, Andrea Rosenberg, Cher Krause, Dr. Craig Walls, Tammy Perez, Nancy Buscher, and Libby Downey

Call to Order

Mitch Winick, Chair

Roll Call

Present

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

Absent

Marcia Atkinson

Agenda Additions/Corrections

Noemi Breig

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of June 13, 2025 Finance Committee Meeting.

MOTION: Motion to approve the minutes of June 13, 2025, Finance Committee Meeting moved by Dr. Valerie Vigil, 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 5, moved by Dr. Valerie Vigil, seconded by Dr. Charles Harris, and approved unanimously.

Scheduled Items/Discussion Items

3. Receive and Approve May 2025 Financial Report.

Daniel Leon, CFO

MOTION: Motion to accept the April 2025 Financial Report moved by Dr. Valerie Vigil, seconded by Dr. Charles Harris, and approved unanimously

Adjournment at 8:52 AM

Recorded by Noemi Breig



Finance Committee Meeting
Friday, July 11, 2025
Consent Items
MINUTES
Attachment A

1.	<p>a. Ratify execution by the Chief Executive Officer (“CEO”) for Natividad Medical Center (“Natividad”) or his designee of two Letters of Interest to the California Department of Health Care Services (“State DHCS”), confirming the interest of the County of Monterey d/b/a NMC (“County”) in working with State DHCS to participate in the Voluntary Rate Range Program for the period of January 1, 2024, to December 31, 2024, including providing a Medi-Cal managed care rate range Intergovernmental Transfer of Public Funds (“IGT”) to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments;</p> <p>b. Authorize the CEO for Natividad or his designee to execute the implementing IGT Agreement between the County and the State DHCS to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments for healthcare services rendered in the period of January 1, 2024, to December 31, 2024, plus a 20 % assessment fee applicable to non-exempt funds, pursuant to Sections 14164 and 14301.4 of the Welfare & Institutions Code, in substantially the same form as that which has been presented to the Board without significant change to its content;</p>
2.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 with Propio LS, LLC for over the phone, video remote interpreter and language assessment services at NMC, extending the agreement an additional one (1) year period (July 1, 2026 through June 30, 2027) for a revised full agreement term of January 1, 2024, through June 30, 2027, and adding \$220,000 for a revised total agreement amount not to exceed \$350,000.</p>
3.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-15549) with Vigilant Neuromonitoring LLC for intraoperative neurophysiological monitoring services, with no changes to the agreement term of October 1, 2021 through September 30, 2026, and adding \$200,000 for a revised total agreement amount not to exceed \$400,000.</p>
4.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 6 to the Agreement (A-16146) with Locumtenens.com, LLC for recruitment and assignment of physician services, extending the Agreement through December 31, 2025 (August 26, 2025 through December 31, 2025), for a revised full Agreement term of August 26, 2022 through December 31, 2025, and adding \$2,500,000 for a revised total agreement amount not-to-exceed \$11,500,000.</p>
5.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 5 to the Agreement with Huffmaster Crisis Response, Inc. for nurse and allied professional staffing services in the event of an emergent staffing crisis at NMC, to add staffing professions to the scope of services, with no change to the total agreement amount not to exceed \$9,901,988, until the conclusion of the staffing need.</p>

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

California Transplant Services dba SafetyGraft Amendment No. 1
Number: _____

Legistar

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-16333) with California Transplant Services dba SafetyGraft for tissue bank storage services, extending the agreement an additional three (3) year period (January 1, 2026 through December 31, 2028) for a revised full agreement term of January 1, 2023 through December 31, 2028, and adding \$250,000 for a revised total agreement amount not to exceed \$450,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-16333) with California Transplant Services dba SafetyGraft for tissue bank storage services, extending the agreement an additional three (3) year period (January 1, 2026 through December 31, 2028) for a revised full agreement term of January 1, 2023 through December 31, 2028, and adding \$250,000 for a revised total agreement amount not to exceed \$450,000.

SUMMARY/DISCUSSION:

California Transplant Services, Inc. (CTS) is licensed by the California Department of Public Health and is an IRS qualified 501(c) 3 non-profit public charity. CTS operates an eye and tissue bank offering physicians worldwide quality tissue for transplant and is accredited by the American Association of Tissue Banks and a member of the Eye Bank Association of America.

Natividad would like to continue their agreement with California Transplant Services because of its need to appropriately store tissue such as skull flaps. Natividad performs craniotomies that require patient's skull flaps to be removed. These skull flaps will be properly stored at California Transplant Services. A continued contract with CTS assures proper storage and availability no matter where the patient has their skull flaps implanted.

California Transplant Services (CTS) will supply Natividad with procurement packs for Natividad's use in procuring autologous tissue (skull flaps). Once the skull flap has been acquired, CTS will be contacted and the tissue sent to CTS. CTS will pay for couriers, shipment, and carriage of all autologous bone or skull flaps. CTS shall be responsible for package inspection and notifying Natividad if the package is compromised and potentially not suitable for re-implantation.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on August 8, 2025.

FINANCING:

The cost for this amendment No. 1 is \$250,000 of which \$80,000 which is included in the FY25-26 Adopted 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 451-9600-6613.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The continuation of the current CTS contract will assure tissues are being transported and stored in accordance with current guidelines and regulations. NMC will continue collaboration with CTS to store skull flaps of the trauma patients requiring craniotomies thereby further enhancing healthcare opportunities for Monterey County residents.

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

Prepared by: Wally Sayles, Director of Surgical Services, 831-772-7771

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

Attachments:

California Transplant Services dba SafetyGraft Amendment No. 1

California Transplant Services dba SafetyGraft Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Architectural RFQ #9600-86 Amendment No. 1

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 with Hammel, Green and Abrahamson, Inc. (A-15729) 19six Architects (A-15730), Cedarblade Consulting (A-15731), Kasavan Architects (A-15732), and Wald, Ruhnke & Dost Architects, LLP (A-15733) pursuant to the Request for Qualifications (RFQ) #9600-86, adding \$5,000,000 for a revised total aggregate amount not to exceed \$10,000,000 with no change to the Agreement term of February 1, 2022 through January 31, 2027.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 with Hammel, Green and Abrahamson, Inc. (A-15729) 19six Architects (A-15730), Cedarblade Consulting (A-15731), Kasavan Architects (A-15732), and Wald, Ruhnke & Dost Architects, LLP (A-15733) pursuant to the Request for Qualifications (RFQ) #9600-86, adding \$5,000,000 for a revised total aggregate amount not to exceed \$10,000,000 with no change to the Agreement term of February 1, 2022 through January 31, 2027.

SUMMARY/DISCUSSION:

The Request for Qualifications (RFQ) #9600-86, for architectural services was solicited on September 17, 2021 and received five (5) statement of qualification (SOQ) packages. Following staff's review and evaluation of the SOQ packages, all five (5) contractors were selected for awards based on their qualifications.

- Hammel, Green and Abrahamson, Inc.,
- 19six Architects,
- Cedarblade Consulting,
- Kasavan Architects,
- Wald, Ruhnke & Dost Architects, LLP

NMC's Master Agreements for architectural services are for a five (5) year term. The qualified contractors will be utilized by Natividad Medical Center for contracting out professional architectural services as needed. These Master Agreements enable NMC to have on-call the necessary qualified professionals to assist with both small scale and large scale building improvement projects at NMC, therefore there is no imposed limit being set at either \$100,000 per project or over \$100,000 per project; these agreements cover both scenarios. Inclusion on this Master Agreement does not guarantee award of any projects.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 8, 2025.

FINANCING:

The aggregate cost for these Amendments is \$5,000,000, of which \$1,000,000 was included in the Adopted Budget for FY25-26. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6311.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The recommended actions support the Board of Supervisors Strategic Initiatives for Infrastructure, Health & Human Services, and enable NMC to complete essential services related to infrastructure and maintenance needs.

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

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

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

Attachments:

Hammel, Green, and Abrahamson, Inc. Amendment No. 1
19six Architects Amendment No. 1
Cedarblade Consulting Amendment No. 1
Kasavan Architects Amendment No. 1
Wald, Ruhnke & Dost Architects, LLP Amendment No. 1
Hammel, Green, and Abrahamson, Inc. Agreement
19six Architects Agreement
Cedarblade Consulting Agreement
Kasavan Architects Agreement
Wald, Ruhnke & Dost Architects, LLP Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

California United Mechanical, Inc. dba United Mechanical, Inc. Amendment No. 2

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Agreement with California United Mechanical, Inc. dba United Mechanical, Inc. for chiller preventive maintenance and repair services, extending the agreement an additional two (2) year period (April 15, 2026 through April 14, 2028) for a revised full agreement term of April 15, 2021 through April 14, 2028, and adding \$300,000 for a revised total Agreement amount not-to-exceed \$405,000.
- 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% (\$7,500) of the original cost of the agreement, for total contract liability of (\$412,500).

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the Agreement with California United Mechanical, Inc. dba United Mechanical, Inc. for chiller preventive maintenance and repair services, extending the agreement an additional two (2) year period (April 15, 2026 through April 14, 2028) for a revised full agreement term of April 15, 2021 through April 14, 2028, and adding \$300,000 for a revised total Agreement amount not-to-exceed \$405,000.
- 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% (\$7,500) of the original cost of the agreement, for total contract liability of (\$412,500).

SUMMARY/DISCUSSION:

United Mechanical continues to play an essential role in supporting NMC's critical infrastructure, particularly in the maintenance, repair, and troubleshooting of our MRI chiller, hospital chillers, and HVAC systems. These systems are fundamental to the hospital's daily operations, directly affecting patient care, equipment functionality, and overall environmental control.

Key Contributions:

MRI Chiller Maintenance: Ensures optimal temperature regulation for MRI systems, which is crucial for accurate imaging and equipment longevity.

Hospital Chillers & HVAC Systems: Provides ongoing service and rapid response troubleshooting, helping maintain comfortable and safe temperatures throughout clinical and administrative areas.

Specialized Expertise: United Mechanical brings mechanical and control systems specialists into our operational framework. Their partnership offers both immediate technical support and long-term strategic value.

The relationship with United Mechanical enhances our facility's reliability and responsiveness. Their integrated approach to mechanical and controls management strengthens our preventive maintenance

program and supports compliance with healthcare operational standards. The approval of the recommended action will allow United Mechanical to continue providing preventive maintenance and repair services on our critical infrastructure.

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 August 8, 2025.

FINANCING:

The cost for this Amendment No. 2 is \$300,000 of which \$75,000 is included in the FY 2025-26 Adopted 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 451-9600-6321

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The preventative maintenance and repair services provided by this vendor are vital to supporting various mechanical systems at NMC. Their ongoing involvement ensures that we are well-positioned to address both current and future mechanical and control system needs.

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

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

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

Attachments:

California United Mechanical, Inc. dba United Mechanical, Inc. Amendment No. 2

California United Mechanical, Inc. dba United Mechanical, Inc. Amendment No. 1

California United Mechanical, Inc. dba United Mechanical, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Forward Advantage Renewal and Amendment No. 7

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 7 to the agreement (A-13074) with Forward Advantage Holdings, Inc. dba Forward Advantage for Imprivata OneSign single sign-on solution software services, extending the agreement an additional two (2) year period (March 23, 2025 through March 22, 2027) for a revised full agreement term of March 23, 2016 through March 22, 2027 and adding \$115,606 for a revised total agreement amount not to exceed \$924,242.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 7 to the agreement (A-13074) with Forward Advantage Holdings, Inc. dba Forward Advantage for Imprivata OneSign single sign-on solution software services, extending the agreement an additional two (2) year period (March 23, 2025 through March 22, 2027) for a revised full agreement term of March 23, 2016 through March 22, 2027 and adding \$115,606 for a revised total agreement amount not to exceed \$924,242.

SUMMARY/DISCUSSION:

Imprivata's OneSign system is a single sign-on (SSO) solution that the hospital's workforce utilizes to quickly and securely access clinical and administrative applications with one username and password. In the course of treating patients, personnel need to access multiple applications, including the MEDITECH electronic health record system. Prior to implementing Imprivata OneSign, the act of logging in/logging out of multiple systems throughout the workday had caused noticeable inefficiencies. The implementation of OneSign has resulted in an appreciable difference in time and staff resources.

This amendment extends OneSign software maintenance and support services for an additional two (2) years.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 7 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 7 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 8, 2025.

FINANCING:

The cost for this renewal and amendment No. 7 is \$115,606 has been included in the FY 2025-26 Adopted Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6408.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The use of the OneSign system directly contributes to a more efficient and effective use of resources within the organization. This amendment provides NMC with the additional software support it needs to continue providing this service.

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

Prepared by: Ari Entin, Hospital Chief Information Officer, 783-2564

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

Attachments:

Forward Advantage Holdings Inc. dba Forward Advantage Renewal and Amendment No. 7 (Imprivata)

Forward Advantage Holdings Inc. dba Forward Advantage Amendment 6 (Imprivata)

Forward Advantage Inc. Assignment and Assumption (Imprivata)

Forward Advantage Inc Amendment No. 5 (Imprivata)

Forward Advantage Inc Amendment No. 4 (Imprivata)

Forward Advantage Inc Renewal and Amendment No. 3 (Imprivata)

Forward Advantage Inc Amendment No. 2 (Imprivata)

Forward Advantage Inc Amendment No. 1 (Imprivata)

Forward Advantage Inc Agreement (Imprivata)

Attachments on file with the Clerk of the Board

..Title

- a. Award Job Order Contracts (JOC) to the lowest responsive bidders for Natividad Medical Center (NMC) with a one-year term from the date of signing by NMC. The contracts will have a minimum value of \$25,000 and a maximum value of \$6,210,093. The awarded contracts are as follows: NMC 2025-01 to Staples Construction, and NMC 2025-02 to Newton Construction and Management.
- b. Approve the Performance and Payment Bonds provided by Staples Construction and Newton Construction and Management each in the amount of \$2,500,000.
- c. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute the Job Order Contracts for NMC 2025-01 with Staples Construction and for NMC 2025-02 with Newton Construction and Management.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Award Job Order Contracts (JOC) to the lowest responsive bidders for Natividad Medical Center (NMC) with a one-year term from the date of signing by NMC. The contracts will have a minimum value of \$25,000 and a maximum value of \$6,210,093. The awarded contracts are as follows: NMC 2025-01 to Staples Construction, and NMC 2025-02 to Newton Construction and Management.
- b. Approve the Performance and Payment Bonds provided by Staples Construction and Newton Construction and Management each in the amount of \$2,500,000.
- c. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute the Job Order Contracts for NMC 2025-01 with Staples Construction and for NMC 2025-02 with Newton Construction and Management.

SUMMARY/DISCUSSION:

Public Contract Code Section 20128.5 provides that counties may award annual contracts for repair, remodeling, or other repetitive work to be done according to unit prices. This is commonly referred to as Job Order Contracting (JOC) and is typically done by developing a construction task catalog that is then competitively bid. JOC is an indefinite quantity contract pursuant to which the contractor will perform a variety of projects, consisting of specific construction tasks, providing an alternative procurement method for completing public works projects, which improves economy and efficiency in completing many public works projects, including urgent and time-sensitive projects. The price of an individual project will be determined by multiplying the preset unit prices and the appropriate quantities by the appropriate adjustment factor. The adjustment factor will vary depending upon the location of the work and the time at which the work will be performed (normal working hours versus other than normal working hours).

On September 17, 2013, the Board adopted the Monterey County Job Order Contracting Policy Guidelines, constituting the order of the Board approving Job Order Contracts pursuant to Public Contract Code Section 20128.5.

The most current annual NMC JOC Projects were advertised, and bids were opened on July 10, 2025. The lowest responsive and responsible bidder is determined by the award criteria figure. The lowest responsive bidders were Staples Construction and Newton Construction and Management.

Each contractor has represented that its workforce consists primarily of Monterey Bay Area residents or has certified to make a good faith effort to employ Monterey Bay Area residents on each Job Order proposal in compliance with Section 5.08.120 of the Monterey County Code. Additionally, each contractor has an office located within Monterey County.

In conjunction with NMC staff, the Gordian Group serves as JOC program administrators under an amended GPO contract through Sourcewell as initially approved by the Board of Supervisors on September 29, 2020.

For the Natividad Medical Center JOC projects, Natividad Medical Center recommends awarding contracts to two separate contractors to allow the Department the option to use the alternate contractor if the other contractor is deemed nonresponsive or has poor performance and to have work performed concurrently. Currently, Natividad Medical Center requests two JOC contract awards.

All two of these JOC contracts will be signed and therefore effective upon the first JOC project's initiation, and from that point, the two JOC contracts for 2025-26 shall be in effect for a one (1) year period from the date when NMC signs the two contracts. However, if during the one (1) year contract period, payments by County to Contractor reach the maximum amount payable, all contracts shall terminate. The County will not issue any new Job Order Projects under these contracts after the one (1) year term expires and will likely issue a new JOC bid package for new contracts for 2026-2027. Any Job Order authorized prior to the expiration of these two contracts must be completed within the time specified in the individual project Job Order documents. In the event a scheduled completion for any Job Order extends beyond the term of the contract, the term of the associated contract shall continue in effect and be applicable for such Job Orders until that JOB order has been completed to the satisfaction of NMC.

Due to the potential project scopes and project range, contractors are each required to initially provide performance and payment bonds in the amount of \$2,500,000 to provide for JOC efficiency, maintaining control of contractor performance, as well as limiting potential risk to the County. If the contract goes beyond the \$2,500,000 staff will be the increase performance and payment bonds and bring them to the board of supervisors for approval.

Any Job Order that exceeds \$1,000,000 will be brought to the Capital Improvement Committee (CIC) prior to the issuance of a notice to proceed. Natividad Medical Center will provide JOC status reports to the CIC summarizing issued Job Orders, including scope, cost, schedule, and source of previously appropriated/expended funds. The JOC contracts will provide another mechanism to accomplish work that fits within the JOC guidelines. Projects that do not meet JOC criteria or are not a good fit for JOC will continue to be completed using other procurement processes, such as the typical design/bid/build process.

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 payment provisions.

FINANCING:

Expenditures for Job Order Contracts will remain within the approved capital projects and operational budgets for FY 2025-26. Future fiscal year capital and operational budgets will be reviewed and approved by the Board of Supervisors before any expenditures are made. The agreement encompasses two separate Job Order Contracts totaling \$12,420,186 with each contract valued at \$6,210,093. A 5% License Fee is applicable for using the JOC program, payable to the Gordian Group only when a Job Order is issued to a JOC Contractor. Additionally, the County may choose to use JOC Project Management services for an extra fee of 5.95% if needed. There will be no impact on the general fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The JOC program helps with providing efficient and effective hospital operations by allowing improved processing for smaller and more urgent projects. The JOC program projects include improvements to health and safety facilities. The provision of adequate County facilities and infrastructure enhances the quality of life for County residents, patients, and visitors at Natividad.

- X Economic Development
- X Administration
- X Health & Human Services
- X Infrastructure
- X Public Safety

Prepared by: Brian Griffin, Project Manager, (831) 783-2605

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

Attachments:

Staples Construction contract, which includes Performance and Payment Bonds

Newton Construction and Management contract, which includes Performance and Payment Bonds

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Health Management Associates, Inc. Amendment No. 1

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Health Management Associates, Inc. for consulting services, adding \$300,000 for a revised total agreement amount not to exceed \$500,000 with no change to the Agreement term of March 1, 2025 through February 28, 2027.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Health Management Associates, Inc. for consulting services, adding \$300,000 for a revised total agreement amount not to exceed \$500,000 with no change to the Agreement term of March 1, 2025 through February 28, 2027.

SUMMARY/DISCUSSION:

Health Management Associates, Inc. (HMA) is a consulting firm experienced program development with a deep knowledge of county hospital and health system operations and network development. HMA will work with Natividad and Health Department leadership to assist in improving operational and clinical alignment of the Monterey County health portfolio.

HMA will continue to provide guidance regarding; unified planning, strategic partnership development and opportunities for achieving shared operational efficiencies via this amendment. Specific operational improvements will focus on improving appointment access, patient communication, and quality improvement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 8, 2025.

FINANCING:

The cost for this amendment No. 1 is \$300,000 of \$200,00 is included in the FY 2025-26 Adopted 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 451-9600-6613.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for consulting services to explore and implement various approaches to providing healthcare benefits and network designs at Natividad and across the Monterey County health system care continuum which will contribute to improve outcomes and access and lead to a more efficient use of resources within the organization.

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

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

Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:

Health Management Associates, Inc. Amendment No. 1

Health Management Associates, Inc. Agreement

Health Management Associates, Inc. BAA

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Pomphrey Consulting LLC Renewal and Amendment 1

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement (A-16776) with Pomphrey Consulting, LLC for trauma registrar staffing services, extending the agreement through July 1, 2027 for a revised full agreement term of March 1, 2024 through July 1, 2027 and adding \$200,000 for a revised total agreement amount not to exceed \$450,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement (A-16776) with Pomphrey Consulting, LLC for trauma registrar staffing services, extending the agreement through July 1, 2027 for a revised full agreement term of March 1, 2024 through July 1, 2027 and adding \$200,000 for a revised total agreement amount not to exceed \$450,000.

SUMMARY/DISCUSSION:

The broad scope of services for this contract is data abstraction, data entry, and data validation. Data abstraction would consist of remote computer access to all sections of the Natividad Medical Center computer system required for complete data acquisition. This would include Natividad's Meditech Electronic Medical Record (EMR). Pomphrey Consulting will provide Natividad Medical Center Trauma Registrar staffing resources who will abstract and enter the data information into the ESO Trauma One trauma registry software which is currently installed at Natividad. Each data element will be abstracted in accordance with the American College of Surgeons (ACS) National Trauma Data Bank (NTDB) Data Dictionary for the current admission year. This document contains all the national data elements, their definitions, and abstraction guidelines. The last section of this document details the additional data elements required of hospitals participating in the Trauma Quality Improvement Program (TQIP) of which Natividad Medical Center is an active participant.

The trained and certified trauma registrar fulfills the requirements established by the American College of Surgeons for Natividad to maintain verification as a Level II Adult trauma center. The services provided by Pomphrey Consulting will satisfy four standard criteria listed as follows:

- Standard Criterion 4.31 Trauma Registry Staffing Requirements- Type II
- Standard Criterion 4.32 Certified Abbreviated Injury Scale Specialist- Type II
- Trauma Registry Courses Requirement- Type II
- Trauma Registrar Continuing Education- Type II

The trauma registrar staffing services is vital to support the Natividad Medical Center Trauma Performance Improvement Patient Safety program (PIPS). The PIPS program must be empowered to identify opportunities for improvement and develop actions to reduce the risk of patient harm. Identification of events and opportunities is only possible by analyzing standardized and validated data obtained from each patient's electronic medical record. An effective PIPS program improves patient safety and patient outcomes.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 8, 2025.

FINANCING:

The cost for this renewal and amendment No. 1 is \$200,000 of which \$120,000 is included in the FY 2025-26 Adopted 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 451-9600-6608.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Trauma Registry and certified trauma registrar staff are a requirement for all trauma centers verified by the American College of Surgeons (ACS). The "Resources for Optimal Care of the Injured Patient" is a published document that details standard requirements trauma centers must meet to provide optimal care to trauma patients. Each standard is listed as a criteria that must be met in order to be verified as a trauma center. This contract will assist Natividad Medical Center to have the appropriate resources to ensure we are meeting the necessary standards to maintain our Level II trauma center verification by the American College of Surgeons. It will also support our quality assurance to provide optimal care to our trauma patients.

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

Prepared by: Julie Ramirez, Trauma Program Director, 772-7350

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

Attachments:

Pomphrey Consulting LLC Renewal and Amendment No. 1

Pomphrey Consulting LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Valet Services Master Agreement RFP #9600-96

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Corinthian International Parking Services, Inc. pursuant to the Request for Proposals (RFP) #9600-96 for valet services at NMC, with an initial agreement term beginning September 1, 2025 through May 31, 2026, with the option to extend the agreement for two (2) additional periods; and for a total aggregate not-to-exceed amount of \$298,692 for the initial nine-month term.

..Report

RECOMMENDATION:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Corinthian International Parking Services, Inc. pursuant to the Request for Proposals (RFP) #9600-96 for valet services at NMC, with an initial agreement term beginning September 1, 2025 through May 31, 2026, with the option to extend the agreement for two (2) additional periods; and for a total aggregate not-to-exceed amount of \$298,692 for the initial nine-month term.

SUMMARY/DISCUSSION:

NMC issued a Request for Proposal (RFP) #9600-96 on Friday, June 13, 2025 to solicit for one agreement for valet parking services from qualified vendors. On Monday, July 7, 2025 NMC received two (2) proposals from vendors submitted for consideration. All proposals were evaluated pursuant to the criteria stated in the RFP #9600-96. Upon a thorough selection process, NMC identified the top qualified vendor as Corinthian International Parking Services, Inc. based on the ranking set forth by the NMC selection team.

Corinthian International Parking Services Inc., based in Campbell, CA, has been tentatively selected to provide valet parking services at NMC. With extensive experience in the healthcare sector, Corinthian currently operates over 30 parking and transportation service programs across California. Their healthcare clients include San Mateo Medical Center, Sutter Health, UC Davis Health, Kaiser Permanente, and Salinas Valley Health.

The selection of Corinthian International Parking Services Inc. to provide valet services directly supports enhancing the patient experience, improving accessibility, reducing stress for patients and families, and streamlining traffic flow across the campus. This valet parking solution is intended as a short-term measure to accommodate parking needs while NMC undergoes a solar construction project, which is expected to last approximately nine months.

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 August 8, 2025.

FINANCING:

The cost for this agreement is \$298,692 of which \$298,692 is included in the FY2025-26 Adopted 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 451-9600-8462.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

In alignment with the Board of Supervisors' strategic initiatives in Health and Human Services, Corinthian International Parking Services Inc.'s valet services at NMC will enhance patient access, reduce stress, and streamline traffic flow. By prioritizing valet services, we are advancing a more efficient, compassionate, and community-focused healthcare environment that improves the overall experience for patients and visitors alike.

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

Prepared by: Felipe Enriquez, Director of Engineering and Safety, 831-783-2614

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

Attachments:

Agreement with Corinthian International Parking Services, Inc. Awarded per RFP #9600-96

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT
Access Physicians California, P.C. Fourth Amendment

TITLE:

Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-15737) with Access TeleCare California, P.C. to provide tele-neurology services, adding \$400,000 for a revised not to exceed amount of \$1,680,000, but with no change to the Board approved agreement term April 1, 2022 to March 31, 2026.

RECOMMENDATION:

Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-15737) with Access TeleCare California, P.C. to provide tele-neurology services, adding \$400,000 for a revised not to exceed amount of \$1,680,000, but with no change to the Board approved agreement term April 1, 2022 to March 31, 2026.

SUMMARY/DISCUSSION:

NMC must arrange for the provision of professional consultation and treatment of patients who present to the emergency department and who are admitted to the hospital in need of medical care the specialty of neurology. Access TeleCare to provides 24/7 neurology consultative services for patients via specialized electronic telemedicine equipment. Services include indirect physical exams, history taking, diagnostic protocols, image analysis and recommendations for therapeutic interventions and/or diagnostic tests for any neurologic emergency. Due to high patient volumes, NMC wishes to amend the agreement with Access TeleCare and add funds so that they can continue to provide services without interruption. NMC has obtained an independent opinion of fair market value for the payment terms of this agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The total cost of this amendment is \$400,000. The total not to exceed amount of this Agreement is \$1,680,000 for the period April 1, 2022 to March 31, 2026. \$656,722 is included the Fiscal Year 2025/2026 Adopted Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506
Approved by: Dr. Charles R. Harris, Chief Executive Officer, 783.2551

Attachments:

Fourth Amendment
Third Amendment
Second Amendment
First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Adelheid Ebenhoech, M.D. Third Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-15877) with Adelheid Ebenhoech, M.D. to provide family medicine services, extending the term by twelve months (September 20, 2025 to September 30, 2026) for a revised full agreement term of September 20, 2022 to September 30, 2026, but with no change to the board approved amount not to exceed of \$600,000; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$60,000) of the original contract amount, and do not increase the total contract amount above \$660,000.

RECOMMENDATION:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-15877) with Adelheid Ebenhoech, M.D. to provide family medicine services, extending the term by twelve months (September 20, 2025 to September 30, 2026) for a revised full agreement term of September 20, 2022 to September 30, 2026, but with no change to the board approved amount not to exceed of \$600,000; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$60,000) of the original contract amount, and do not increase the total contract amount above \$660,000.

SUMMARY/DISCUSSION:

NMC operates the Prunedale Clinic providing care and treatment to patients in North Monterey County. NMC has an agreement with Dr. Adelheid Ebenhoech to provide family medicine services in the clinic two to three days a week. NMC wishes to amend the agreement with Dr. Ebenhoech to extend the term an additional twelve (12) months so that Dr. Ebenhoech can continue to provide the same services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The total not to exceed amount of this Agreement is \$600,000 for the period September 20, 2022 to September 30, 2026. \$146,861 is included the Fiscal Year 2025/2026 Adopted Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Third Amendment

Second Amendment

First Amendment

Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT
Monterey Bay GI Consultants Medical Group, Inc. First Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-16552) with Monterey Bay GI Consultants to provide gastroenterology services, adding \$800,000 for a revised not to exceed amount of \$1,600,000 and extending the term by twenty-four months (October 1, 2025 to September 30, 2027) for a revised full agreement term of September 1, 2023 to September 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% (\$80,000) of the original contract amount, and do not increase the total contract amount above \$1,680,000.

RECOMMENDATION:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-16552) with Monterey Bay GI Consultants to provide gastroenterology services, adding \$800,000 for a revised not to exceed amount of \$1,600,000 and extending the term by twenty-four months (October 1, 2025 to September 30, 2027) for a revised full agreement term of September 1, 2023 to September 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% (\$80,000) of the original contract amount, and do not increase the total contract amount above \$1,680,000.

SUMMARY/DISCUSSION:

NMC must arrange for care and treatment of patients who present to the emergency department and hospitalized patients in the need of medical care in the specialty of gastroenterology. Natividad would like amend this Agreement with Monterey Bay GI Consultants so that its board-certified gastroenterologists can continue to provide gastroenterology call coverage in the emergency department along with other panel members to ensure sufficient coverage of the service twenty-four hours per day, seven days a week including holidays.

The group is paid a daily rate for call coverage services according to the terms of the Agreement. The amount of services provided may increase due to availability and need for coverage, but the rate of pay will remain the same for the term of the agreement. NMC has obtained independent opinion of fair market value supporting the payment terms of this agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$800,000. The total not to exceed amount of this Agreement is \$1,680,000 for the period September 1, 2023 to September 30, 2027. \$400,000 is included the Fiscal Year 2025/2026 Adopted Budget. Funding will be provided from NMC's Enterprise Fund

451-9600-6608.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Marketing and Graphic Design Services Master Agreement per RFP #9600-91

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement each with Waltz Creative, LLC, The Buzz PR LLC, and Mag One Media, Inc., pursuant to the Request for Proposals (RFP) #9600-91 for marketing and graphic design services at NMC, with an initial agreement term beginning September 1, 2025 through August 31, 2028, with the option to extend the agreement for two (2) additional periods; and for a total aggregate not-to-exceed amount of \$870,000 for all three contracts for the initial three-year term.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two (2) future amendments to each agreement, each amendment exercising a one year option to extend, for an additional aggregate not-to-exceed amount of \$290,000 for all three contracts for Fiscal Year 2028-29 and for an additional aggregate not-to-exceed amount of \$290,000 for all three contracts for Fiscal Year 2029-2030, provided that the total cost of the agreement over a five-year period does not exceed \$1,450,000, and as long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

..Report

RECOMMENDATION:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement each with Waltz Creative, LLC, The Buzz PR LLC, and Mag One Media, Inc., pursuant to the Request for Proposals (RFP) #9600-91 for marketing and graphic design services at NMC, with an initial agreement term beginning September 1, 2025 through August 31, 2028, with the option to extend the agreement for two (2) additional periods; and for a total aggregate not-to-exceed amount of \$870,000 for all three contracts for the initial three-year term.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two (2) future amendments to each agreement, each amendment exercising a one year option to extend, for an additional aggregate not-to-exceed amount of \$290,000 for all three contracts for Fiscal Year 2028-29 and for an additional aggregate not-to-exceed amount of \$290,000 for all three contracts for Fiscal Year 2029-2030, provided that the total cost of the agreement over a five-year period does not exceed \$1,450,000, and as long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

SUMMARY/DISCUSSION:

NMC issued a Request for Proposal (RFP) #9600-91 on Friday, February 28, 2025 to solicit for one or more new agreements for marketing and graphic design services from qualified vendors. On Friday, March 28, 2025 NMC received six (6) proposals from vendors submitted for consideration. All proposals were evaluated pursuant to the criteria stated in the RFP #9600-91. Upon a thorough selection process, NMC identified the top qualified vendors as Waltz Creative, LLC, The Buzz PR LLC, and Mag One Media, Inc., based on the ranking set forth by the NMC selection team. These vendors were tentatively selected to be awarded agreements to provide marketing and graphic design services for NMC. Inclusion on the master agreement does not guarantee award of any specific dollar amount. Waltz Creative, LLC, a local marketing and graphic design firm based in San Juan Bautista, CA, brings a diverse wealth of experience and skills for marketing design services. Mag One Media, Inc. is an award-winning full-service marketing and communications agency based in Salinas, CA. The Buzz PR LLC is a local award-winning marketing and communications agency providing brand management, design services and more.

NMC will work closely with these vendors in the design and implementation of projects in order to best serve NMC's objectives. This will include providing information, increasing awareness, promoting brand identity, and providing marketing support. The contractors will also provide marketing and graphic design services based on the scope of work specified in the Request for Proposal (RFP) #9600-91.

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 August 8, 2025.

FINANCING:

The cost for this agreement is \$1,450,000 of which \$290,000 is included in the FY 2025-26 Adopted 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 451-9600-8630.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a variety of marketing and graphic design services to support the achievement of strategic growth goals of key clinical services and improved patient experience goals.

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

Prepared by: Hillary Fish, Director of Marketing and Community Relations, 831-783-2693

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

Attachments:

Agreement with Waltz Creative, LLC Awarded per RFP #9600-91

Agreement with The Buzz PR, LLC Awarded per RFP #9600-91

Agreement with Mag One Media, Inc Awarded per RFP #9600-91

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Waltz Creative LLC Renewal and Amendment No. 5

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 5 to the agreement (A-14059) with Waltz Creative LLC for marketing and graphic design services, extending the agreement for an additional one (1) month period (August 1, 2025 through August 31, 2025) for a revised full agreement term of August 1, 2018 through August 31, 2025, with no change to the total aggregate amount not-to-exceed \$1,850,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 5 to the agreement (A-14059) with Waltz Creative LLC for marketing and graphic design services, extending the agreement for an additional one (1) month period (August 1, 2025 through August 31, 2025) for a revised full agreement term of August 1, 2018 through August 31, 2025, with no change to the total aggregate amount not-to-exceed \$1,850,000.

SUMMARY/DISCUSSION:

Waltz Creative LLC, a local marketing and graphic design firm based in San Juan Bautista, brings a diverse wealth of experience and skills for marketing design services. Services include but not limited to designing the hospital's newsletter, flyers, rack cards and brochures, print and digital ads, website, social media posts, educational materials and compliance projects, and the patient handbook.

NMC will work closely with Waltz Creative LLC in the design and implementation of projects in order to best serve NMC's objectives. This will include providing information, increasing awareness, promoting brand identity, and providing marketing support.

NMC is requesting approval to extend the agreement retroactively on August 1, 2025 with Waltz Creative LLC for an additional one (1) month period through August 31, 2025, to allow services to continue, with no increase funds for the additional one (1) month of services.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 5 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 8, 2025.

FINANCING:

There is no additional cost to the agreement for this renewal and amendment no. 5.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a variety of marketing and graphic design services to support the achievement of strategic growth goals of key clinical services and improved patient experience goals.

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

Prepared by: Hillary Fish, Director of Marketing & Community Relations, 783-2693

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

Attachments:

Waltz Creative LLC Renewal and Amendment No. 5

Waltz Creative LLC Amendment No. 4

Waltz Creative LLC Renewal and Amendment No. 3

Waltz Creative LLC Amendment No. 2

Schipper Design LLC Amendment No. 1

Schipper Design LLC Agreement, awarded per RFP #9600-79

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

META Dynamic, 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-17319) with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, extending the agreement an additional one (1) year period (April 15, 2026 through April 14, 2027) for a revised full agreement term of April 15, 2024, through April 14, 2027, and adding \$200,000 for a revised total agreement amount not to exceed \$500,000.

..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-17319) with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, extending the agreement an additional one (1) year period (April 15, 2026 through April 14, 2027) for a revised full agreement term of April 15, 2024, through April 14, 2027, and adding \$200,000 for a revised total agreement amount not to exceed \$500,000.

SUMMARY/DISCUSSION:

Intraoperative image guided navigational surgery (IGS) allows the surgeon to operate within a surgical site whose standard anatomical landmarks may be ambiguous because of tumor, infection, fracture or previous surgery. Studies suggest that IGS may result in decreased complications, increased disease removal, decreased length of stay and in some cases decreased operative time.

Meta Dynamic supplies the Neuro Navigation system which includes the equipment, hardware and software to perform image guided neurosurgery. Digital patient data is uploaded from the computed tomography (CT) or magnetic resonance imaging (MRI) located at Natividad Medical Center to the Neuro Navigation system in the Operating Room (OR) assisting the surgeon in identifying the right surgical approach and more specifically landmarks. Surgeons are guided through procedures with real time data allowing for smaller skull and back (spine surgery) incisions thereby minimizing damage to healthy structures. With the universal instrument holder (VarioGuide™), preplanned trajectories can be targeted systematically within seconds and anytime during the surgery.

The equipment arrives from Meta Dynamic within twenty-four (24) hours of surgery. The Meta Dynamic technician arrives within one (1) hour of surgery and sets up the equipment. The technician assists the surgeon with the operation of the equipment. The equipment and services provided by Meta Dynamic have aided Natividad's surgical staff tremendously in performing complex surgeries and it utilized quite a bit. This amendment is to add funds to the agreement to cover current costs and includes enough additional which is projected to last through expiration of the agreement.

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 August 8, 2025.

FINANCING:

The cost for this amendment No. 2 is \$200,000 of which \$200,000 is included in the FY 2025-26 Adopted 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 451-9600-6821.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement supports the Board of Supervisor's strategic initiative to "improve the health and quality of life through County supported programs and services" by providing the technology necessary for these types of procedures to be performed locally, keeping families at home.

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

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

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

Attachments:

Meta Dynamic, Inc Amendment No. 2

Meta Dynamic, Inc Amendment No. 1

Meta Dynamic, Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Renewal & Amendment 8 to Debt Collection Services Master Agreements per RFP #9600-64 Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute renewal & amendment No. 8 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one-year period (July 1, 2025 through June 30, 2026) for a revised full agreement term of October 1, 2016 through June 30, 2026 and adding \$3,500,000 for a revised total aggregate amount for all contracts not to exceed \$16,470,000.
- 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% (\$240,000) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute renewal & amendment No. 8 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one-year period (July 1, 2025 through June 30, 2026) for a revised full agreement term of October 1, 2016 through June 30, 2026 and adding \$3,500,000 for a revised total aggregate amount for all contracts not to exceed \$16,470,000.
- 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% (\$240,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad Medical Center utilizes two outside contractors, per RFP 9600-64 to collect on Natividad Medical Center's self-pay patients and bad debt collections. The contractor shall receive four (4) daily data files of all self-pay patients from Natividad Medical Center's Meditech system. With this information, the contractors will be responsible to send three (3) collection notices to the patient within a 150-day time-frame requesting payment. The contractors are responsible for billing, collecting, arranging and setting up a payment plan for services incurred at Natividad Medical Center. If there is no response, the patients account is put into a bad debt collection for further collection efforts. Liens are applied as appropriate.

Payment is based on the amount of debt collected and is, therefore, an unknown, so the agreement documents themselves do not state a total agreement amount specifically. Natividad Medical Center is requesting an increased aggregate dollar limit for both agreements not to exceed \$12,970,000 which reflects an estimated amount Natividad Medical Center might pay for debt collection fees through June 30, 2025.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this renewal & amendment No. 8 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The Amendment is scheduled to be reviewed by Natividad Medical Center's Finance Committee and Board of Trustees on August 8, 2025.

FINANCING:

The cost for this renewal & amendment No. 8 is \$3,500,000 of which is included in the Fiscal Year 2025-26 Adopted 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 451-9600-6613.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Debt Collection Services agreements give Natividad Medical Center the ability to collect patient's monetary responsibilities for the services they have incurred at Natividad Medical Center and place liens as appropriate.

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

Prepared by: Tracy Short, Director of Patient Financial Services, 783-2347

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

Attachments:

Receivable Solutions, Inc. Renewal & Amendment No. 8
Credit Consulting Services, Inc. Renewal & Amendment No. 8
Receivable Solutions, Inc. Amendment No. 7
Credit Consulting Services, Inc. Amendment No. 7
Receivable Solutions, Inc. Amendment No. 6
Credit Consulting Services, Inc. Amendment No. 6
Receivable Solutions, Inc. Renewal & Amendment No. 5
Credit Consulting Services, Inc. Renewal & Amendment No. 5
Receivable Solutions, Inc. Amendment No. 4
Credit Consulting Services, Inc. Amendment No. 4
Receivable Solutions, Inc. Amendment No. 3
Credit Consulting Services, Inc. Amendment No. 3
Receivable Solutions, Inc. Amendment No. 2
Credit Consulting Services, Inc. Amendment No. 2
Receivable Solutions, Inc. Amendment No. 1
Credit Consulting Services, Inc. Amendment No. 1
Receivable Solutions, Inc. Agreement
Credit Consulting Services, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Coffee Vendor Services Agreement per RFP #9600-97

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with The Power Plant LLC, pursuant to the Request for Proposals (RFP) #9600-97 for coffee vendor services at NMC, with an initial agreement term beginning September 1, 2025 through August 31, 2028, with the option to extend the agreement for two (2) additional one (1) year periods, at no cost to the County.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two (2) future amendments to the agreement to exercise the one-year extension options, which, if fully exercised, would extend the agreement through August 31, 2030, as long as there is no cost and no significant changes to the agreement, and subject to County Counsel review.

..Report

RECOMMENDATION:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with The Power Plant LLC, pursuant to the Request for Proposals (RFP) #9600-97 for coffee vendor services at NMC, with an initial agreement term beginning September 1, 2025 through August 31, 2028, with the option to extend the agreement for two (2) additional one (1) year periods, at no cost to the County.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two (2) future amendments to the agreement to exercise the one-year extension options, which, if fully exercised, would extend the agreement through August 31, 2030, as long as there is no cost and no significant changes to the agreement, and subject to County Counsel review.

SUMMARY/DISCUSSION:

On May 30, 2025, Natividad Medical Center (NMC) issued Request for Proposal (RFP) #9600-97 to solicit qualified vendors for coffee services. By the submission deadline of July 11, 2025, NMC received two proposals. All submissions were evaluated in accordance with the criteria set forth in the RFP. Following a comprehensive review, The Power Plant LLC was identified as the top-ranked and most qualified vendor by the NMC selection team. The vendor was tentatively selected to be awarded agreements to provide coffee services. The Power Plant LLC's proposal met criteria including quality of coffee and diverse offerings, optional food menu, pricing and overall value, online ordering system to reduce wait time, experiences and references and are a locally owned and operated vendor.

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 August 8, 2025.

FINANCING:

This agreement shall not result in any cost to the County. Revenue generated shall be based on contractor's actual water and electricity usage and shall be billed in accordance with the prevailing metered utility rates applicable during the fiscal year in which the services are rendered.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement for coffee services supports the hospital's strategic plan to foster a highly engaged workforce by providing in-demand, high-quality coffee and food options to employees. It also supports the strategic plan goal of promoting efficient operations through the pre-order option which reduces wait times. In addition, this agreement benefits Natividad's patients, visitors, nearby County of Monterey offices and surrounding residents and businesses.

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

Prepared by: Hillary Fish, Director of Marketing and Community Relations, 831-783-2693

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

Attachments:

Agreement with The Power Plant LLC Awarded per RFP #9600-97

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Philips Healthcare Software Evolution Master Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Philips Healthcare for Software Evolution Services and additional software modules at NMC for an amount not to exceed \$655,080 with an agreement term September 1, 2025, through August 31, 2030.
- b. Authorize the Deputy Purchasing Agent for NMC 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% (\$65,508) of the original cost of the agreement in total.
- c. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification and limitations on liability provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Philips Healthcare for Software Evolution Services and additional software modules at NMC for an amount not to exceed \$655,080 with an agreement term September 1, 2025, through August 31, 2030.
- b. Authorize the Deputy Purchasing Agent for NMC 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% (\$65,508) of the original cost of the agreement in total.
- c. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification and limitations on liability provisions within the agreement.

SUMMARY/DISCUSSION:

Natividad Medical Center uses the Patient Information Center iX (PIC iX) system as its central monitoring solution for vital signs and waveforms. It enhances situational awareness by bringing relevant signals into one view, enables early detection through decision support tools, and archives clinical data for review.

Events include patient-specific episodes, such as vital sign alarms (e.g. apnea, heart rate limits). The Event Notification system delivers these alerts to the Care Assist mobile app that connects with the PIC iX system to bring patient monitoring and alerts directly to clinicians' smartphones or tablets. It lets staff see real-time waveforms and vital signs, receive prioritized alarms, review historical wave data, and manage patient workflows (admission, transfer, discharge, telemetry assignment) without needing to go back to a central station.

The agreement also includes Software Evolution Services, which extends and renews existing software support for an additional five (5) years.

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 August 8, 2025.

FINANCING:

The cost for this agreement is \$655,080 of which \$264,533 is included in the FY 2025-26 Adopted 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-xxxx.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Event Notification/Care Asist modules will enhance patient care by facilitating real-time alerts directly to the provider's phone or tablet. The software support services renewal will assure the reliability of the Philips system via problem identification and resolution, and periodic system updates.

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

Prepared by: Ari Entin, Hospital Chief Information Officer, 783-2564

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

Attachments:

Philips Healthcare Software Evolution Master Agreement

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

JUNE 30, 2025

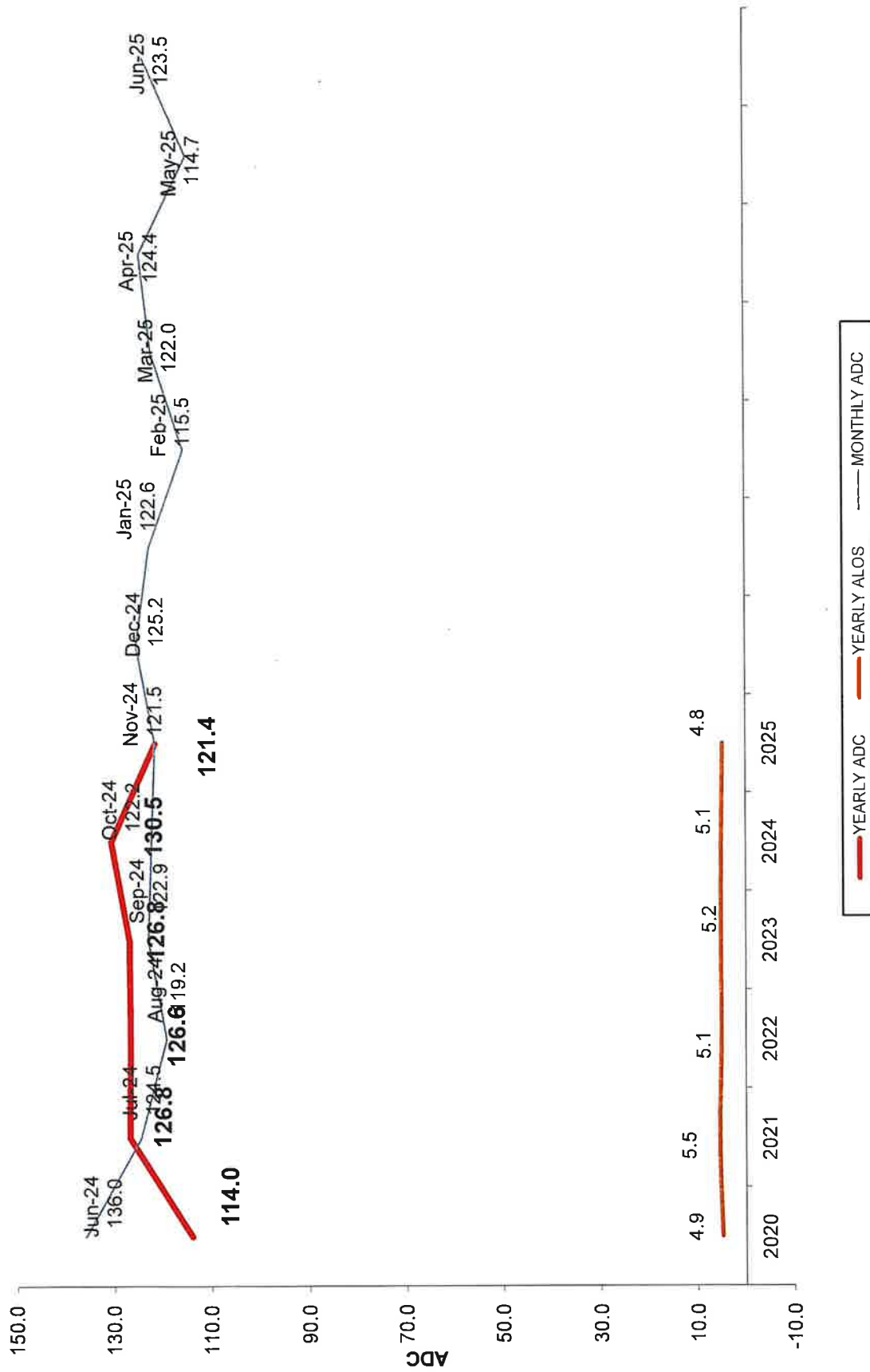
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FINANCIAL STATEMENTS

JUNE 30, 2025

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NATIVIDAD
STATISTICAL REPORT
June 30, 2025

Month-To-Date					Year-To-Date					
4-25	5-25	6-25	Budget			Budget	Current	Prior Yr	%	
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PT					
1	174	207	168	225	NICU	15	2,739	2,678	2,754	-2.76%
2	1,716	1,601	1,771	1,864	Med/Surg	57	22,681	20,316	22,922	-11.37%
3	207	207	165	197	ICU	10	2,400	2,409	2,323	3.70%
4	110	89	76	85	Peds	12	1,033	1,069	1,072	-0.28%
5	728	743	791	745	Acute Rehab	28	9,062	9,346	9,344	0.02%
6	289	256	273	304	OB/Gyn	27	3,696	3,340	3,790	-11.87%
7	3,224	3,103	3,244	3,420	TOTAL ACUTE	149	41,611	39,158	42,205	-7.22%
8	509	452	461	438	Psychiatric	19	5,329	5,157	5,547	-7.03%
9	3,733	3,555	3,705	3,858	TOTAL DAYS	168	46,940	44,315	47,752	-7.20%
10	269	281	272	296	Nursery	18	3,597	3,270	3,608	-9.37%
AVERAGE DAILY CENSUS										
11	83.2	76.1	81.8	89.2	Acute	121	89.2	81.7	89.8	-9.02%
12	24.3	24.0	26.4	24.8	Acute Rehab	28	24.8	25.6	25.5	0.39%
13	17.0	14.6	15.4	14.6	Psychiatric	19	14.6	14.1	15.2	-7.24%
14	124.4	114.7	123.5	128.6	TOTAL	168	128.6	121.4	130.5	-6.97%
15	9.0	9.1	9.1	9.9	Nursery	18	9.9	9.0	9.9	-9.09%
PERCENTAGE OF OCCUPANCY										
16	68.8%	62.9%	67.6%	73.7%	Acute		73.7%	67.5%	74.2%	-9.0%
17	86.8%	85.7%	94.3%	88.6%	Acute Rehab		88.6%	91.4%	91.1%	0.4%
18	89.5%	76.8%	81.1%	76.8%	Psychiatric		76.8%	74.2%	80.0%	-7.2%
19	74.0%	68.3%	73.5%	76.5%	TOTAL		76.5%	72.3%	77.7%	-7.0%
20	50.0%	50.6%	50.6%	55.0%	Nursery		55.0%	50.0%	55.0%	-9.1%
ADMISSIONS										
21	650	698	688	645	Acute		7,847	7,882	8,080	-2.45%
22	52	61	54	57	Acute Rehab		698	697	704	-0.99%
23	42	40	50	49	Psychiatric		592	561	636	-11.79%
24	744	799	792	751	TOTAL		9,137	9,140	9,420	-2.97%
25	172	174	177	182	Nursery		2,215	2,071	2,267	-8.65%
26	182	180	185	191	Deliveries		2,319	2,187	2,381	-8.15%
DISCHARGES										
27	604	620	609	612	Acute		7,447	7,212	7,680	-6.09%
28	59	62	50	58	Acute Rehab		702	694	708	-1.98%
29	39	44	46	49	Psychiatric		600	560	635	-11.81%
30	702	726	705	719	TOTAL		8,749	8,466	9,023	-6.17%
31	152	160	167	167	Nursery		2,027	1,906	2,053	-7.16%
AVERAGE LENGTH OF STAY										
32	5.0	4.4	4.7	5.1	Acute(Hospital wide no babies)		5.1	4.8	5.1	-5.88%
33	14.0	12.2	14.6	13.0	Acute Rehab		13.0	13.4	13.3	0.75%
34	2.5	2.3	2.3	2.6	OB/Gyn		2.6	2.5	2.6	-3.85%
35	12.1	11.3	9.2	9.0	Psychiatric		9.0	9.2	8.7	5.75%
36	1.6	1.6	1.5	1.6	Nursery		1.6	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	4,479	5,041	4,397	5,097	Emergency Room		62,009	59,149	60,836	-2.77%
38	387	407	412	406	ER Admits		4,940	4,863	5,030	-3.32%
39	52.0%	50.9%	52.0%	54.1%	ER Admits as a % of Admissions		54.1%	53.2%	53.4%	-0.36%
40	127	148	137	123	Trauma Cases		1,496	1,558	1,489	4.63%
41	8,076	7,680	7,498	6,330	Clinic Visits		77,012	87,505	80,996	8.04%
ANCILLARY PROCEDURES BILLED										
42	58,438	57,360	54,522	54,213	Lab Tests		659,591	658,694	667,371	-1.30%
43	5,126	4,871	4,559	4,370	Radiology Procedures		53,169	56,876	54,140	5.05%
44	271	287	281	234	MRI Procedures		2,849	3,169	2,973	6.59%
45	106	99	131	96	Nuclear Med Procedures		1,171	1,234	1,324	-6.80%
46	1,415	1,416	1,412	1,265	Ultrasound Procedures		15,387	16,314	15,820	3.12%
47	2,775	3,016	2,924	2,487	CT Scans		30,260	33,986	31,081	9.35%
48	387	455	412	408	Surgeries		4,967	4,903	5,083	-3.54%
49	7.94	8.16	7.66	7.59	PAID FTEs PER AOB		7.59	7.88	7.37	6.92%
50	7.14	7.09	6.63	6.69	PROD FTEs PER AOB		6.69	6.90	6.50	6.15%
51	1,468.0	1,436.9	1,432.7	1,433.2	TOTAL PAID FTEs		1,433.2	1,438.6	1,406.6	2.27%
52	1,320.3	1,248.3	1,240.2	1,263.3	TOTAL PROD FTEs		1,263.3	1,260.0	1,240.8	1.54%
53	5,548	5,459	5,609	5,661	ADJUSTED PATIENT DAYS		68,881	66,638	69,833	-4.57%

*ER Admits do not include LDED beginning JUL23.

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES AND CHANGES 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
REVENUE													
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	75,415,454	73,827,830	910,475,411
2 Pro Fees	5,988,048	5,984,959	5,124,160	5,805,050	4,259,055	4,889,488	5,555,533	6,320,236	7,594,047	7,275,785	6,819,550	7,023,886	72,639,787
3 Outpatient	43,990,366	39,882,209	39,920,578	44,456,890	40,722,816	40,036,759	40,682,169	38,749,536	40,098,636	41,102,308	44,038,670	41,546,823	495,227,763
4 Total Patient Revenue	132,073,161	120,665,270	115,534,758	131,541,228	119,323,344	120,968,871	125,616,762	114,314,162	123,993,382	125,639,809	126,273,674	122,398,539	1,478,342,961
Deductions from revenue													
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	94,632,022	92,059,359	1,131,389,000
6 Bad Debt	6,654,066	1,230,033	3,350,022	1,477,542	2,472,285	3,073,625	2,743,646	419,729	1,287,016	659,459	2,762,995	1,863,069	28,023,486
7 Unable to Pay	51,412	39,812	104,588	178,138	133,645	140,224	212,400	544,647	231,742	130,899	401,799	717,333	2,886,637
8 Total Contractual Discounts	104,607,189	94,371,459	91,670,493	102,749,683	93,067,887	96,539,683	98,864,730	91,417,995	97,673,718	98,849,709	97,826,816	94,639,761	1,162,299,123
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	28,446,858	27,758,778	316,043,838
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%	22.53%	22.68%	21.38%
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	8,627,497	9,127,501	100,109,968
Other Operating Revenue:													
12 Rent Income	123,369	123,369	123,369	139,971	123,369	168,828	133,713	133,713	133,713	133,713	133,713	134,419	1,605,258
13 Interest Income	395,833	395,833	395,833	395,833	605,833	1,245,833	699,287	995,833	650,990	695,833	395,833	3,095,833	10,158,607
14 NMF Contribution	76,083	75,418	76,570	76,570	76,570	76,570	76,570	76,570	428,570	76,570	76,570	76,570	1,269,204
15 Other Income	458,382	484,966	1,116,688	467,526	530,992	1,087,467	467,108	559,969	572,847	620,388	554,226	2,113,483	9,034,043
16 Total Other Operating Revenue	1,055,667	1,079,586	1,712,460	1,079,901	1,336,765	2,578,689	1,366,678	1,768,085	1,784,120	1,726,504	1,160,342	5,420,306	22,067,112
TOTAL REVENUE	36,389,136	35,740,895	34,344,222	37,738,943	35,439,719	34,875,384	35,986,207	33,289,749	36,731,280	37,144,101	38,234,697	42,306,585	438,220,918
EXPENSE													
18 Salaries, Wages & Benefits	19,958,546	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	21,797,259	21,259,238	251,107,255
19 Registry	854,294	978,710	777,450	1,035,195	1,192,805	915,988	856,179	494,444	442,998	413,136	618,159	465,217	9,044,575
20 Phys/Residents SWB & Contract Fees	5,448,733	5,433,098	5,611,408	5,234,561	5,393,269	5,312,815	5,650,271	5,784,668	5,451,100	5,561,542	5,768,620	5,485,809	66,133,913
21 Purchased Services	3,450,731	3,243,958	3,111,935	3,542,191	3,085,146	3,043,238	3,048,946	2,882,090	3,163,566	3,152,067	3,308,153	5,232,525	40,064,547
22 Supplies	3,364,090	3,356,052	3,706,571	3,706,251	3,459,626	3,185,849	3,223,899	3,209,416	3,243,854	3,385,621	3,351,895	3,523,866	40,200,988
23 Insurance	422,523	553,273	494,677	495,407	501,719	494,614	497,058	498,137	496,515	485,286	495,647	494,975	5,937,833
24 Utilities and Telephone	430,279	418,860	403,145	403,546	345,019	384,651	363,898	381,236	392,562	325,801	400,395	393,586	4,642,978
25 Interest Expense	21,234	21,234	21,234	55,495	55,495	55,495	55,495	55,495	46,897	55,495	55,495	55,495	554,562
26 Depreciation & Amortization	963,054	956,840	986,377	1,103,688	989,598	1,106,764	1,103,765	1,045,393	1,189,982	1,107,662	1,111,023	1,111,271	12,775,427
27 Other Operating Expense	498,104	462,607	363,482	538,687	456,819	433,534	513,342	514,990	538,052	426,980	541,893	546,289	5,634,789
TOTAL EXPENSE	35,409,589	35,852,688	34,980,237	37,118,823	35,670,561	35,618,998	36,241,381	35,426,360	36,946,395	37,015,126	37,448,539	38,568,271	436,296,868
NET INCOME(LOSS)	979,546	(111,794)	(636,015)	620,120	(230,842)	(743,514)	(255,174)	(2,136,611)	(215,115)	128,976	786,158	3,738,314	1,924,050
Normalization for Extraordinary Items													
30 Total Extraordinary Items	-	-	-	-	-	-	-	-	-	-	-	-	-
31	-	-	-	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-	-	-	-
34 NET INCOME BEFORE Extraordinary Items	\$ 979,546	\$ (111,794)	\$ (636,015)	\$ 620,120	\$ (230,842)	\$ (743,514)	\$ (255,174)	\$ (2,136,611)	\$ (215,115)	\$ 128,976	\$ 786,158	\$ 3,738,314	\$ 1,924,050
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
36	-	-	-	-	-	-	-	-	-	-	-	-	-
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	\$ 786,158	\$ 3,738,314	\$ 1,924,050

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

CURRENT MONTH				YEAR -TO -DATE						
		Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		Prior Yr
				\$ VAR.	% VAR			\$ VAR.	% VAR	
R E V E N U E										
Patient Revenue:										
1	\$	73,827,830	\$ 78,756,799	\$ (4,928,969)	(6.3)	\$ 910,475,411	\$ 958,207,785	\$ (47,732,374)	(5.0)	\$ 944,656,435
2		7,023,886	5,545,267	1,478,619	26.7	72,639,787	67,467,429	5,172,358	7.7	72,105,867
3		41,546,823	39,404,242	2,142,581	5.4	495,227,763	479,418,307	15,809,456	3.3	470,155,414
4		122,398,539	123,706,308	(1,307,769)	(1.1)	1,478,342,961	1,505,093,521	(26,750,560)	(1.8)	1,486,917,716
Deductions from Revenue										
5		92,059,359	94,535,812	2,476,453	2.6	1,131,389,000	1,150,185,721	18,796,721	1.6	1,135,883,624
6		1,863,069	3,358,934	1,495,865	44.5	28,023,486	40,867,034	12,843,548	31.4	33,388,737
7		717,333	80,640	(636,693)	(789.5)	2,886,637	981,120	(1,905,517)	(194.2)	1,024,738
8		94,639,761	97,975,386	3,335,625	3.4	1,162,299,123	1,192,033,875	29,734,752	2.5	1,170,297,099
9		27,758,778	25,730,922	2,027,856	7.9	316,043,838	313,059,646	2,984,192	1.0	316,620,616
10		22.68%	20.80%			21.38%	20.80%			21.29%
11		9,127,501	7,867,497	1,260,004	16.0	100,109,968	94,409,964	5,700,004	6.04	92,213,451
Total Government Funding										
Other Operating Revenue:										
12		134,419	127,601	6,818	5.3	1,605,258	1,531,212	74,046	4.8	1,472,890
13		3,095,833	395,833	2,700,000	692.1	10,159,607	4,749,996	5,409,611	113.9	6,972,379
14		76,570	78,083	(1,513)	(1.9)	1,269,204	936,996	332,208	35.5	1,116,187
15		2,113,483	458,118	1,655,365	361.3	9,034,043	5,497,416	3,536,627	64.3	8,637,957
16		5,420,306	1,059,635	4,360,671	411.5	22,067,112	12,715,620	9,351,492	73.5	18,199,414
Total Other Operating Revenue										
17		42,306,585	34,658,054	7,648,531	22.1	438,220,918	420,185,230	18,035,688	4.3	427,033,481
TOTAL REVENUE										
EXPENSE										
Salaries, Wages & Benefits										
18		21,259,238	20,410,116	(849,122)	(4.2)	251,107,255	247,268,949	(3,838,306)	(1.6)	235,448,441
19		485,217	555,616	90,399	16.3	9,044,575	6,759,998	(2,284,577)	(33.8)	9,969,860
20		5,485,809	5,411,760	(74,049)	(1.4)	66,133,913	65,327,488	(806,425)	(1.2)	64,569,840
21		5,232,525	3,051,194	(2,181,331)	(71.5)	40,064,547	36,993,968	(3,070,579)	(8.3)	41,735,819
22		3,523,866	2,772,725	(751,141)	(27.1)	40,200,988	33,734,838	(6,466,150)	(19.2)	39,659,791
23		494,975	442,418	(52,557)	(11.9)	5,937,833	5,309,016	(628,817)	(11.8)	5,126,107
24		350,247	350,247	(43,339)	(12.4)	4,642,978	4,261,324	(381,654)	(9.0)	4,382,761
25		55,495	36,029	(19,466)	(54.0)	554,562	438,301	(116,261)	(26.5)	304,848
26		1,111,271	1,059,416	(51,855)	(4.9)	12,775,427	12,889,544	114,117	0.9	12,307,522
27		546,289	475,596	(70,693)	(14.9)	5,834,789	5,786,358	(48,431)	(0.8)	6,569,705
28		38,568,271	34,565,117	(4,003,154)	(11.6)	436,296,868	418,769,784	(17,527,084)	(4.2)	420,074,693
TOTAL EXPENSE										
NET INCOME(LOSS)										
29		3,738,314	92,937	3,645,377	3,922.4	1,924,050	1,415,446	508,604	35.9	6,958,787
CAPITAL CONTRIBUTIONS										
30										
31		-	-	-	-	-	-	-	-	-
32		-	-	-	-	-	-	-	-	-
33		-	-	-	-	-	-	-	-	-
34	\$	3,738,314	\$ 92,937	\$ 3,645,377	3,922.4 %	\$ 1,924,050	\$ 1,415,446	\$ 508,604	35.9 %	\$ 6,958,787
County Contribution										
CHANGE IN NET ASSETS										

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

CURRENT MONTH										YEAR -TO-DATE									
					Variance fav. (unfav)										Variance fav. (unfav)				
Actual		Budget			\$ VAR.		% VAR			Actual		Budget			\$ VAR.		% VAR		
5,609		5,681			(53)		-0.9%			66,638		68,881			(2,243)		-3.3%		

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

	CURRENT MONTH				YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
1 \$ 102,605,117	\$ 90,172,779	\$ (12,432,338)	(12.1) %		\$ 265,963,829	\$ 90,172,779	\$ (175,791,050)	(66.1) %
2 17,593,667	17,083,667	(500,000)	(2.8)		24,483,667	17,083,667	(7,400,000)	(30.2)
3 66,112,327	67,454,411	1,342,084	2.0		70,460,875	67,454,411	(3,006,463)	(4.3)
4 7,840,485	18,438,548	10,598,064	135.2		33,282,851	18,438,548	(14,844,303)	(44.6)
5 5,755,849	5,736,288	(19,561)	(0.3)		6,011,511	5,736,288	(275,223)	(4.6)
6 8,547,721	6,161,886	(2,385,835)	(27.9)		5,194,447	6,161,886	967,439	18.6
7 208,445,165	205,047,579	(3,397,585)	(1.6)		405,397,180	205,047,579	(200,349,600)	(49.4)
8 374,260,442	374,152,766	(107,676)	(0.0)		364,631,448	374,152,766	9,521,318	2.6
9 (256,938,516)	(257,450,627)	(512,111)	(0.2)		(246,588,952)	(257,450,627)	(10,861,675)	(4.4)
10 117,321,925	116,702,139	(619,787)	(0.5)		118,042,495	116,702,139	(1,340,357)	(1.1)
11 319,008,415	319,101,062	92,647	0.0		141,959,148	319,101,062	177,141,914	124.8
12 \$ 644,775,506	\$ 640,850,780	\$ (3,924,726)	(0.6) %		\$ 665,398,823	\$ 640,850,780	\$ (24,548,043)	(3.7) %
13 28,192,324	29,223,609	1,031,285	3.7		27,569,119	29,223,609	1,654,490	6.0
14 15,097,376	12,015,272	(3,082,104)	(20.4)		16,528,848	12,015,272	(4,513,575)	(27.3)
15 64,489,450	63,989,450	(500,000)	(0.8)		79,377,334	63,989,450	(15,387,885)	(19.4)
16 4,475,737	4,475,737	-	-		4,245,606	4,475,737	230,131	5.4
17 18,987,531	13,930,126	(5,057,404)	(26.6)		17,251,837	13,930,126	(3,321,711)	(19.3)
18 131,242,417	123,634,195	(7,608,223)	(5.8)		144,972,744	123,634,195	(21,338,550)	(14.7)
19 1,905,194	1,850,377	(54,817)	(2.9)		2,508,183	1,850,377	(657,806)	(26.2)
20 -	-	-	-		13,364,949	8,889,212	(4,475,737)	(33.5)
21 8,889,212	8,889,212	-	-		15,873,133	10,739,589	(5,133,543)	(32.3)
22 10,794,407	10,739,589	(54,817)	(0.5)		-	-	-	-
23 504,552,946	504,552,946	-	-		497,629,368	504,552,946	6,923,577	1
24 (1,814,264)	1,924,050	3,738,314	(206.1)		6,923,577	1,924,050	(4,999,527)	(72.2)
25 502,738,682	506,476,996	3,738,314	0.7		504,552,946	506,476,996	1,924,050	0.4
26 \$ 644,775,506	\$ 640,850,780	\$ (3,924,726)	(0.6) %		\$ 665,398,823	\$ 640,850,780	\$ (24,548,043)	(3.7) %
							(0)	

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 6/30/25

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)	-	14,250,000		34,773,861	(51,679,359)	\$ (2,655,497)
Physician SPA	-	500,004			(1,347,459)	\$ (847,455)
Rate Range IGT-CCAH-	8,910,234	15,999,996		11,196,533	(27,707,714)	\$ 8,399,050
AB 915	745,727	3,309,996			(2,542,150)	\$ 1,513,573
Medical GME	-	999,996		2,111,121	(4,340,329)	\$ (1,229,212)
Medical HPE	-	249,996			(714,471)	\$ (464,475)
Family First-COVID 19	-				(28,616)	\$ (28,616)
SB1732	-	2,799,996	210,363		(2,751,589)	\$ 258,770
Hospital Fee	-	999,996			(2,476,284)	\$ (1,476,288)
MCMC EPP	9,269,945	19,799,996		19,255,094	(38,603,673)	\$ 9,721,361
MCMC QIP	13,024,643	33,000,000		21,974,826	(65,681,327)	\$ 2,318,142
GOVERNMENT RECEIVABLES	31,950,549	91,909,976	210,363	89,311,435	(197,872,971)	\$ 15,509,352
Accrued Donations	16,738	920,357			(910,926)	\$ 26,169
Office Buildings	(8,374)	1,608,864			(1,522,130)	\$ 78,361
Miscellaneous Receivable	135,539	1,339,385			(1,375,267)	\$ 99,658
Probation	-	1,380,543			(1,278,136)	\$ 102,407
UCSF & Touro University	25,900	166,387			(166,038)	\$ 26,250
Interest Accrued	(1)	10,133,450			(8,862,097)	\$ 1,271,352
Health Department	162,500	2,039,444			(1,876,944)	\$ 325,000
Watsonville	1,000,000					\$ 1,000,000
OTHER RECEIVABLES	1,332,302	17,588,431	-	-	(15,991,537)	\$ 2,929,196
STATE/COUNTY RECEIVABLES	\$ 33,282,851	\$ 109,498,407	\$210,363	\$ 89,311,435	\$ (213,864,507)	\$ 18,438,548

P & L	YTD JUN-25
Medi-Cal DSH /SNCP	\$ 14,250,000
Physician SPA	\$ 500,004
AB915	\$ 3,309,996
SB 1732	\$ 2,799,996
HPE	\$ 249,996
Esperanza Care	\$ -
HD Residency Support	\$ (500,004)
MCMC EPP	\$ 19,799,996
MCMC QIP	\$ 33,000,000
Hospital Fee	\$ 999,996
Medi-Cal GME	\$ 999,996
CARES Act Fund Aid	\$ 7,400,000
Family First C-19 Response-FMAP Enhance-	\$ -
Rate Range IGT-CCAH-	\$ 15,999,996
Medicare Bi-Weekly Payment	\$ 1,299,996
GOVERNMENT FUNDING INCOME	\$ 100,109,968

NATIVIDAD

STATEMENT OF CASH FLOWS

AS OF JUNE 30, 2025

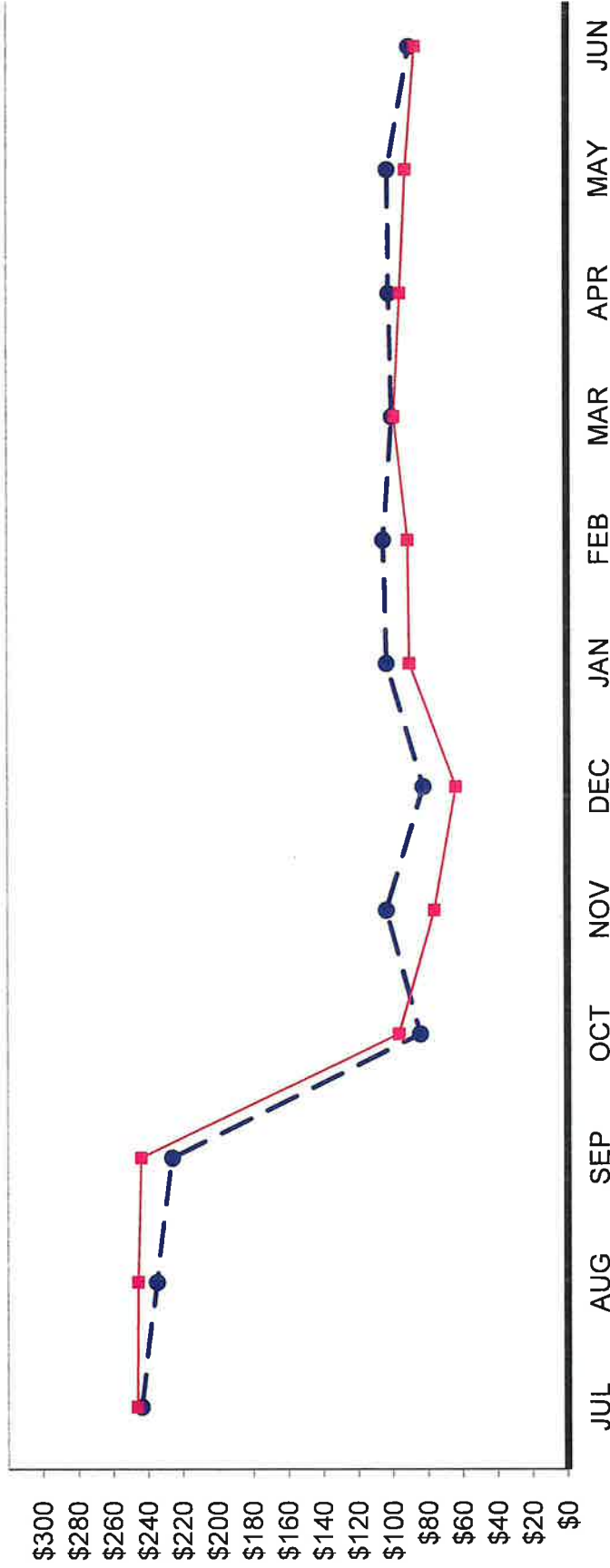
	CURRENT MONTH		YEAR - TO - DATE
1	\$ 102,605,117	CASH AT BEGINNING OF PERIOD	\$ 265,963,829
2		FROM OPERATIONS:	
3	3,738,314	NET INCOME/(LOSS)	1,924,050
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	512,111	DEPRECIATION/AMORT	\$ 10,861,675
6	4,250,425	SUBTOTAL	12,785,725
7		CHANGES IN WORKING CAPITAL:	
8	(1,342,084)	ACCOUNTS RECEIVABLE	3,006,463
	500,000	FUND AID STIMULUS	7,400,000
9	(10,598,064)	STATE/COUNTY RECEIVABLE	14,844,303
10	2,405,396	PREPAID EXPENSE & INVENTORY	(692,216)
11	1,031,285	ACCRUED PAYROLL	1,654,490
12	(3,082,104)	ACCOUNTS PAYABLE	(4,513,575)
13	(500,000)	MCARE/MEDICAL LIABILITIES	(15,387,885)
15	-	SHORT TERM DEBT	230,131
16	(5,057,404)	ACCRUED LIABILITIES	(3,321,711)
17	(16,642,975)	NET (DECREASE)/INCREASE	3,220,000
18		CAPITAL ADDITIONS:	
19	107,676	PP&E ADDITIONS	(9,521,318)
20	-	NBV OF ASSETS DISPOSED	-
19	-		-
21	107,676	TOTAL CAPITAL (Use of Cash)	(9,521,318)
22		FINANCING ACTIVITY:	
23	(54,817)	LONG TERM BOND DEBT	(5,133,543)
24	(92,647)	OTHER ASSETS	(177,141,914)
25	-	INVESTMENTS	-
26	(147,464)	TOTAL FINANCING	(182,275,458)
27	(12,432,338)	INC./(DEC.) IN CASH BALANCE	(175,791,050)
28	\$ 90,172,779	CASH BALANCE - END OF PERIOD	\$ 90,172,779

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>\$100,110,000</u>	<u>\$ 5,700,000</u>

Cash Flow Performance Fiscal Year 2025 (in Millions)

—●— YTD Projections —■— BUDGET 2024



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jun	Jun
YTD	243.9	235.1	226.2	84.4	103.6	82.5	103.3	105.2	100.0	101.8	102.6	90.2	90.2	90.2
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	86.9
Variance	(2.5)	(10.7)	(17.8)	(11.8)	27.5	18.9	13.2	14.3	1.2	6.7	10.5	3.3	3.3	3.3

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	ACTUAL MAY	ACTUAL 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	102,596,558	265,955,268
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cop)	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	27,352,494	25,248,464	315,286,519
Short-Doyle payments			1,798,420	510,432	207,545		1,602,158	52,612	1,708,429		1,009,594		6,889,190
Short-Doyle IGTs									535,405		181,975		717,380
Medicare Patient Payments								19		171,500			171,519
Medicare Prepayment								405,777					405,777
Provider Fee			551,925		481,090		481,090		481,090			481,090	2,476,284
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			157,369			210,698			195,672			150,712	714,471
Foundation Donations	15,019	196,929	7,388		135,515	35,261	118,232	63,531	394,348	157,601	83,357	52,592	1,259,773
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	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		144,556	1,485,903
MCAI GME		787,991	151,716		150,552	787,991			787,991		1,674,087		4,340,329
Medicare Cost Report settlement - FYE 6/30/01											163,614		163,614
Medicare Cost Report settlement - FYE 6/30/22											615,302		615,302
CCAH CalAIM Incentive Payment										212,500			212,500
A9915											2,542,150		2,542,150
Rent Income	16,820	16,820	227,874	87,171	16,820	393,511	126,503	126,503	126,503	127,003	126,553	126,993	1,519,073
QIP										65,681,327			65,681,327
EPP				18,869,468						19,734,205			38,603,673
Physician SPA			259,308	246,662							841,489		1,347,459
CCAH Hospital Quality Incentive Program (HQIP)			611,600			575,200			188,800			1,263,600	2,639,200
CCAH Specialty Care Incentive (SCI)										25,208		245,463	270,671
Capital Expenditures												139,535	139,535
IGT Sub-Fund Transfer In/(Out)				34,821,986			3,185,072						89,311,435
Fund 404 Transfer		15,539	38,953	9,621		734,305	602,689	306,908					1,708,015
Interest Income					3,023,037		2,067,860			3,751,201			8,842,097
Miscellaneous Revenue	511,723	102,070	799,623	449,893	486,859	592,280	416,520	585,957	437,415	237,410	574,821	531,111	5,725,683
Total Cash Receipts	36,886,635	28,932,590	29,791,495	63,593,395	60,279,519	27,622,076	68,467,825	32,700,672	83,509,521	145,643,223	36,535,470	28,884,114	643,246,536
CASH DISBURSEMENTS													
Purchased Services and Supplies	14,612,300	13,520,206	11,521,666	11,530,991	8,415,727	5,784,399	17,031,567	8,731,611	17,299,056	3,061,726	10,631,665	12,916,413	135,357,327
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
MCAI FY17 FINAL SETTLEMENT	3,175,922	(3,150,196)											25,726
MCAI 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-Doyle IGT								304,658	161,618	373,787	181,975		1,022,039
Building Lease / Rental Equipment													-
Unfunded Actuarial Liability (UAL) Annual Allocation						16,468,967							16,468,967
COP Principal & Interest Payments				4,673,795					335,411				5,009,205
Payroll and Benefits	27,743,145	19,064,719	19,481,857		19,511,971	28,466,349	20,614,110	21,055,869	20,396,818	20,951,788	20,399,946	29,456,610	266,739,607
Workers Comp Allocation				5,154,549									5,154,549
Property Insurance				2,316,580									2,316,580
General Liability Ins - Non Recoverable				583,566									583,566
General Liability Ins - Recoverable				1,009,091									1,009,091
Beta Ins - Liability & Malpractice					749,512					749,665			1,499,177
COWCAP	4,289,019												4,289,019
Data Processing						1,065,924	266,949	266,834		533,765	533,805	532,775	3,200,051
NMC Solar - Engle						1,312,866					2,314,074		3,626,940
SB1732										210,363			210,363
Transfer From 451 to 404				117,090,572	50,352						937,300	95,512	118,173,736
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	770,432		9,628,994
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	35,769,196	43,001,310	820,308,746
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	766,274	(14,117,196)	(177,062,211)
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	102,596,558	88,479,362	88,893,058
(+) Cash In Transit							6,433,575						1,684,858
(-) 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	102,605,117	90,172,779	
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	177,717,693	
Transfer In from Fund 451				117,090,572	50,352						937,300	95,512	
Transfer Out Fund 404		(15,539)	(38,953)	(9,621)		(734,305)	(602,689)	(306,908)					
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	177,717,693	177,813,205	
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	280,314,251	266,292,567	