



Finance Committee Meeting 2024

July 19, 2024



Finance Committee Meeting

Friday, July 19, 2024

8:30 AM

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

AGENDA

Participation in meetings

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

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

+1 971 247 1195 US (Portland)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 602 753 0140 US (Phoenix)

+1 720 928 9299 US (Denver)

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

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

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

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

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

Or

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

- a. If members of the public want to present documents/Power Point presentations while speaking, they should submit the document by 2:00 p.m. on Thursday before the meeting at Natividadpubliccomments@natividad.com (If submitted after that deadline, staff will make best efforts, but cannot guarantee, to make it available to present at the Committee meeting.)

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

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

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

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Breig

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of June 14, 2024 Finance Committee. *Pages 6-11*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 12-27*

Scheduled Items/Discussion Items

3. Receive and Approve May 2024 Financial Report. *Pages 28-40*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING
FRIDAY, AUGUST 9, 2024 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, July 19, 2024
Consent Items**

Attachment A

<p>1. <i>Pages 12-13</i></p>	<p>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services extending the term by fourteen months (August 1, 202 to September 30, 2025) for a revised full agreement term of August 1, 2019 to , 202, and adding \$750,000 for a revised total not to exceed amount of \$4,000,000 in the aggregate; and</p> <p>b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$65,000) of the original contract amount and do not increase the total contract amount above \$4,065,000.</p>
<p>2. <i>Pages 14-15</i></p>	<p>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Seventh Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by fourteen months (August 1, 2024 to September 30, 2025) for a revised full agreement term of July 1, 2017 to September 30, 2025, and adding \$712,000 for a revised total not to exceed amount of \$5,032,000 in the aggregate; and</p> <p>b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount and do not increase the total contract amount above \$5,154,000.</p>
<p>3. <i>Pages 16-17</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Professional Research Consultants, Inc. for healthcare industry market research design, analysis, support, training and consulting services, extending the agreement an additional thirty-eight (38) month period (November 1, 2024 through December 31, 2027) for a revised full agreement term of November 1, 2023 through December 31, 2027), and adding \$320,000 for a revised total agreement amount not to exceed \$385,000.</p>
<p>4. <i>Pages 18-19</i></p>	<p>a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Trauma Registrar with the salary range as indicated in Attachment A effective August 24, 2024;</p> <p>b. Amend the FY 2024-25 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8340-Appropriation Unit NMC001) to add one (1) Management Analyst II position and reallocate two (2) Administrative Services Assistant positions and one (1) Health Information Management Coder II position to three (3) Trauma Registrar positions as indicated in Attachment A effective August 24, 2024; and</p> <p>c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
<p>5. <i>Pages 20-</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13517) with Healthcare Coding and Consulting</p>

21	Services, LLC for U.S.-based remote medical record coding and consulting services with no change to the term of Agreement (August 22, 2016 through August 21, 2024) and adding \$700,000 for a revised total agreement amount not to exceed \$5,005,000.
6. <i>Pages 22-23</i>	<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 Healthcare Coding & Consulting Services, LLC for U.S. based remote medical record coding and consulting services at NMC for an amount not to exceed \$600,000 with an agreement term August 22, 2024 through August 21, 2026. b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$60,000) of the original cost of the agreement, for total contract liability of (\$660,000).
7. <i>Pages 24-25</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-15371) with Universal Protection Services LP dba Allied Universal Security Services pursuant to the Request for Proposal (RFP) #10744 for uniformed security guard services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full agreement term of July 1, 2021 through June 30, 2026, and adding \$3,907,029 for a revised total agreement amount not to exceed \$10,207,029.
8. <i>Pages 26-27</i>	<ul style="list-style-type: none"> a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Clinical Informatics Manager with the salary range as indicated in Attachment A effective August 24, 2024; b. Amend the FY 2024-25 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8351-Appropriation Unit NMC001) to reallocate one (1) Nursing Services Unit Manager position to one (1) Clinical Informatics Manager position as indicated in Attachment A effective August 24, 2024; and c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.



Finance Committee Meeting
Friday, June 14, 2024
8:30 AM
NATIVIDAD ROOM
1ST FLOOR, BUILDING 200
MINUTES

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Board Members: Marcia Atkinson, Dr. Charles Harris, Dr. Marc Tunzi, and Mitch Winick

Absent: None

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

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

Absent

None

Agenda Additions/Corrections

Noemi Breig

- *Correction made to Consent Item Attachment A Item 16, Best Best & Krieger agreement to reflect total liability of \$715,000 rather than \$725,000 and revised maximum amount of \$723,000 rather than \$733,000.*

Public Comments (Limited 3 minutes per speaker)

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Approval of Minutes

1. Approve the Minutes of May 10, 2024 Finance Committee.

MOTION: Motion to approve the minutes of May 10, 2024, Finance Committee Meeting moved by Mitch Winick, seconded by Dr. Marc Tunzi, and approved unanimously.

Consent Items

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

MOTION: Motion to approve Consent Item 2 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 17, with item 16 to reflect correction, moved by Mitch Winick, seconded by Dr. Marc Tunzi and approved unanimously.

Scheduled Items/Discussion Items

3. Receive and Approve April 2024 Financial Report.

Daniel Leon, CFO

MOTION: Motion to accept the April 2024 Financial Report moved by Mitch Winick, seconded by Dr. Charles Harris, and approved unanimously.

Adjournment at 8:50 AM

Recorded by Noemi Breig



Finance Committee Meeting
Friday, June 14, 2024
Consent Items

Attachment A

1.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13141) with InfoImage of California, Inc. for medical billing services, extending the agreement an additional one (1) year (July 1, 2024 through June 30, 2025) for a revised full term of July 1, 2016 through June 30, 2025, and adding \$40,000 for a revised total agreement amount not to exceed \$430,000.</p>
2.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A 22-319) with Toyon Associates, Inc for _Rural Floor Budget Neutrality Appeals Services, Medicare/Medicaid Crossover Bad Debt Recovery Services, Medicare/ Medi-Cal Appeals Services, OSHPD Report Preparation Services, Medical Eligible Day Services (POA/Historical), Medicare/Medi-Cal/Short Doyle Cost report Preparation Services and Consulting services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full agreement term of July 1, 2022 through June 30, 2026, and adding \$500,000 for a revised total agreement amount not to exceed \$1,350,000.</p>
3.	<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-15736) with F1 Technical Solutions, Inc. for temporary and permanent placement services, extending the agreement an additional two (2) year period (March 15, 2024 through March 31, 2026) for a revised full agreement term of March 15, 2022 through March 31, 2026, and adding \$250,000 for a revised total agreement amount not to exceed \$900,000.</p>
4.	<p>a. Authorize the Chief Executive Officer for Natividad or his designee to execute an agreement with The Chartis Group, LLC for peer review assessment services at Natividad for an amount not to exceed \$205,000 with an agreement term retroactive from June 11, 2024 through June 10, 2027.</p> <p>b. Approve the Natividad Chief Executive Officer’s recommendation to accept non-standard indemnification and limitation of liability provisions within the agreement.</p>
5.	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ALCOR Scientific, Inc. for maintenance services of the iSED ESR Analyzer at NMC for an amount not to exceed \$1,780 with an agreement term June 15, 2024 through June 14, 2025.</p> <p>b. Approve the NMC’s Chief Executive Officer’s recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.</p>
6.	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Gaumard Scientific for training, installation, and preventative maintenance services to the neonatal simulators at NMC for an amount not to exceed \$11,095 with an agreement term July 1, 2024 through June 30, 2026.</p> <p>b. Approve the NMC’s Chief Executive Officer’s recommendation to accept non-standard</p>

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

	<p>Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$301,266) of the original contract amount and do not increase the total contract amount above \$18,727,543.</p>
13.	<p>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-14310) with Monterey County Eye Associates, Inc. to provide ophthalmology call coverage services extending the term by twelve months (July 1, 2024 to June 30, 2025), for a revised full agreement term of June 1, 2019 to June 30 2025, and adding \$289,132 for a revised not to exceed amount of \$1,625,406 in the aggregate; aggregate; and</p> <p>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$54,600) of the original contract amount and do not increase the total contract amount above \$1,680,006.</p>
14.	<p>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Joel Weinstein MD to provide general surgery services for the period July 1, 2024 to June 30, 2026 for an amount not to exceed \$800,000 in the aggregate; and</p> <p>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$80,000) of the original contract amount and do not increase the total contract amount above \$880,000.</p>
15.	<p>a. Authorize the County Counsel to execute an Amendment No. 2 to an Agreement for Specialized Attorney Services (“Agreement”) with Foley & Lardner, LLP for independent consulting and legal services with respect to healthcare matters at Natividad Medical Center (“Natividad”), adding one year for a revised full term of July 1, 2021, through June 30, 2026, and adding \$300,000 for a revised total agreement amount not to exceed \$1,100,000; and</p> <p>b. Authorize the County Counsel to execute up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$80,000) of the agreement amount, for a revise total agreement amount of \$1,180,000, and do not significantly change the scope of work.</p>
16.	<p>a. Authorize the County Counsel to execute amendment No. 6 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$250,000 for a total revised agreement amount of \$725,000, with no change to the term of May 1, 2017 through April 30, 2026; and</p> <p>b. Authorize the County Counsel to execute up to one (1) future amendment that does not exceed 10% (\$8,000) of the original Agreement amount, does not significantly alter the scope of work, and does not exceed a revised maximum amount of \$733,000.</p>
17.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a non-standard sponsorship agreement with the 7th District Agricultural Association dba Monterey County Fair, designating NMC as an Official Sponsor of the annual Monterey County Fair scheduled August 29, 2024 through September 2, 2024 for an amount not to exceed \$5,000.</p>

MONTEREY COUNTY BOARD OF SUPERVISORS

Advanced Gastroenterology of Monterey County Fifth Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services extending the term by fourteen months (August 1, 2024 to September 30, 2025) for a revised full agreement term of August 1, 2019 to September 30, 2025, and adding \$750,000 for a revised total not to exceed amount of \$4,000,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$65,000) of the original contract amount and do not increase the total contract amount above \$4,065,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services extending the term by fourteen months (August 1, 2024 to September 30, 2025) for a revised full agreement term of August 1, 2019 to September 30, 2025, and adding \$750,000 for a revised total not to exceed amount of \$4,000,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$65,000) of the original contract amount and do not increase the total contract amount above \$4,065,000.

SUMMARY/DISCUSSION:

NMC must arrange for care and treatment of hospitalized patients as well as patients who present to the emergency department and hospital clinics in need of medical care in the specialty of gastroenterology, disorders and diseases that affect the digestive system. NMC has an agreement with Advanced Gastroenterology of Monterey County, for which Mumtaz Tabbaa M.D., a board-certified gastroenterologist, provides gastroenterology call coverage in the emergency department, endoscopy procedures and outpatient services in the specialty clinic. NMC wishes to amend the agreement so that Dr. Tabbaa can continue to provide the services without interruption. Advanced Gastroenterology of Monterey County is paid a rate for services according to the terms of this agreement. Although the amount of services may increase or decrease due to patient volumes and the need for coverage, the rate of pay remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

Trustees on July 19, 2024, after the Board of Supervisors' consideration of this Amendment at its July 9, 2024 meeting. Seeking Board of Supervisors approval first was necessary in order to prevent a gap in services.

FINANCING:

The cost of this Amendment is \$750,000. The total cost of this Agreement is \$4,000,000 for the period August 1, 2019 to September 30, 2025. \$650,000 is included in the Fiscal Year 2024/2025 adopted budget, the remaining balance will be budgeted in the subsequent fiscal year. 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: Charles R. Harris, Chief Executive Officer, 783.2551

Attachments:

- Fifth Amendment
- Fourth Amendment
- Third Amendment
- Second Amendment
- First Amendment
- Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS

Mohamed Kerala Serio, M.D. Seventh Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Seventh Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by fourteen months (August 1, 2024 to September 30, 2025) for a revised full agreement term of July 1, 2017 to September 30, 2025, and adding \$712,000 for a revised total not to exceed amount of \$5,032,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$122,000) of the original contract amount and do not increase the total contract amount above \$5,154,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Seventh Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by fourteen months (August 1, 2024 to September 30, 2025) for a revised full agreement term of July 1, 2017 to September 30, 2025, and adding \$712,000 for a revised total not to exceed amount of \$5,032,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, do not cause an increase of more than 10% (\$122,000) of the original contract amount and do not increase the total contract amount above \$5,154,000.

SUMMARY/DISCUSSION:

NMC must arrange for the care and treatment of hospitalized patients and patients who present to the emergency department and outpatient clinic in need of medical care in the specialty of cardiology. NMC has an agreement with Dr. Serio to provide cardiology call coverage in the emergency department, inpatient consults, daily (Monday through Friday) cardiology services in the outpatient clinic and clinical interpretation services to its cardiology patients. NMC wishes to amend the current agreement with Dr. Serio so that he can continue to provide the services without interruption. Dr. Serio is paid a rate for services according to the terms of this agreement. Although the amount of services may increase or decrease due to patient volumes and the need for coverage, the rate of pay remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment is scheduled to be reviewed by Natividad Medical Center's Finance Committee and Board of Trustees on July 19, 2024, after the Board of Supervisors' consideration of this Amendment at its

July 9, 2024 meeting. Seeking Board of Supervisors approval first was necessary in order to prevent a gap in services.

FINANCING:

The cost of this Amendment is \$712,000. The total cost for this Agreement is \$5,032,000 (for the period July 1, 2017 to September 30, 2025. \$610,000 is included in the Fiscal Year 2024/2025. Adopted Budget. The remaining amount will be budgeted in subsequent fiscal years. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

- Seventh Amendment
- Sixth Amendment
- Fifth Amendment
- Fourth Amendment
- Third Amendment
- Second Amendment
- First Amendment
- Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Professional Research Consultants, 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 Professional Research Consultants, Inc. for healthcare industry market research design, analysis, support, training and consulting services, extending the agreement an additional thirty-eight (38) month period (November 1, 2024 through December 31, 2027) for a revised full agreement term of November 1, 2023 through December 31, 2027), and adding \$320,000 for a revised total agreement amount not to exceed \$385,000.

..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 with Professional Research Consultants, Inc. for healthcare industry market research design, analysis, support, training and consulting services, extending the agreement an additional thirty-eight (38) month period (November 1, 2024 through December 31, 2027) for a revised full agreement term of November 1, 2023 through December 31, 2027), and adding \$320,000 for a revised total agreement amount not to exceed \$385,000.

SUMMARY/DISCUSSION:

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

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

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 July 19, 2024.

FINANCING:

The cost for this amendment No. 1 is \$320,000 of which \$74,120.00 is included in the FY 2024-25 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 451-9600-6383.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

Prepared by: Tammy Perez, Director of Quality, 783-2512
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:
Professional Research Consultant, Inc. Amendment 1
Professional Research Consultant, Inc. Agreement

Attachments on file with the Clerk of the Board

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Trauma Registrar with the salary range as indicated in Attachment A effective August 24, 2024;
- b. Amend the FY 2024-25 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8340-Appropriation Unit NMC001) to add one (1) Management Analyst II position and reallocate two (2) Administrative Services Assistant positions and one (1) Health Information Management Coder II position to three (3) Trauma Registrar positions as indicated in Attachment A effective August 24, 2024; and
- c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

..Report

RECOMMENDATION:

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

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Trauma Registrar with the salary range as indicated in Attachment A effective August 24, 2024;
- b. Amend the FY 2024-25 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8340-Appropriation Unit NMC001) to add one (1) Management Analyst II position and reallocate two (2) Administrative Services Assistant positions and one (1) Health Information Management Coder II position to three (3) Trauma Registrar positions as indicated in Attachment A effective August 24, 2024; and
- c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

SUMMARY/DISCUSSION:

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

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

To establish the salary range for the new classification, NMC completed a base wage compensation study and found that the job duties, responsibilities and certifications of a Trauma Registrar position were matched to two (2) of the six (6) hospital comparable agencies: Alameda Highland Hospital and Santa Clara Valley Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Contra Costa Regional Medical Center, San Mateo Medical Center, Salinas Valley Health, Hazel Hawkins Hospital or in the Allied for Health compensation report. In accordance with the compensation philosophy as it applies to hospital specific classifications, internal comparisons were utilized in the absence of

sufficient external data comparisons. The base wage compensation survey mean at top monthly step is approximately \$9,075.

The County Compensation Philosophy requires a minimum of three (3) benchmark classification matches with our comparable agencies in order to provide sufficient data for analyzing and determining a base wage comparison. As a result, there is sufficient data to help support creating the new classification of Trauma Registrar with a top monthly salary of approximately \$9,075.

NMC is seeking consideration from the Board of Supervisors to adopt a Resolution to create the new classification of Trauma Registrar with the respective salary and reallocate three (3) positions, one vacant/one filled Administrative Services Assistant and one vacant Health Information Management Coder II position to three (3) Trauma Registrar positions. Additionally, the addition of one (1) Management Analyst II position is requested to perform the duties required to support the Trauma Services Department.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The salary and benefits increased costs for the current positions (1.0 FTE filled/3.0 FTE vacant) budgeted for the remainder of Fiscal Year 2024-25 is approximately \$149,240 and then \$160,592 annually thereafter. The funding for personnel costs is provided by Natividad Medical Center's enterprise fund comprised of patient services revenues received from commercial insurance, state, and federal government agencies. This action does not impact the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:
Attachment A
Resolution

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Healthcare Coding & Consulting Amendment No. 7 Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for U.S.-based remote medical record coding and consulting services with no change to the term of Agreement (August 22, 2016 through August 21, 2024) and adding \$700,000 for a revised total agreement amount not to exceed \$5,005,000.

..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. 7 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for U.S.-based remote medical record coding and consulting services with no change to the term of Agreement (August 22, 2016 through August 21, 2024) and adding \$700,000 for a revised total agreement amount not to exceed \$5,005,000.

SUMMARY/DISCUSSION:

Healthcare Coding and Consulting Services (HCCS) provides coding of accounts support, utilizing International Classification of Diseases Tenth Revision (ICD10-CM/PCS), Current Procedural Terminology (CPT), Evaluation /Management Levels (E/M), APC-DRG Review and Auditing, HCPCs Medical Supply conventions to Natividad designated medical encounters and Education and Training to Natividad as changes occur within the coding spectrum.

HCCS provides coding support for hospital inpatient and emergency services to both trauma and non-trauma services, the appending of charges for emergency services and coding support for outpatient clinical services. This vendor was chosen due to the complexity and distinctiveness of both services (general and trauma) and the various coding requirement from state and federal coding requirements from state and federal coding guidelines for inpatient and outpatient services are comprise of multiple layers of treatment management, equipment, procedures and extensive documentation. HCCS provides coding support purposes for quality requirements mandated by state and federal regulations and ultimately for timely and accurate reimbursement from all payers.

HCCS has certified coders to review complicated encounters; conduct monthly audits of the coding staff assigned to Natividad account, which meets the compliance requirement. The results are distributed, reviewed, discussed, and recommendations to enhance beneficial outcomes for the organization are considered and often executed. HCCS also provides auditing and validation summary documentation of specific third-party payor accounts required service justification.

Natividad Medical Center recognizes with the increased volume of emergency/labor delivery emergency, trauma encounters, outpatient and inpatient, the level of complexity with accurate coding of these services; as well as the on-going difficulties with recruitment and retaining of qualified credentialed candidates we are not capable of meeting the management's level of expectations and demand.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 7 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 7 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 19, 2024.

FINANCING:

The cost for this amendment No. 7 is \$700,000 of which \$550,000 is included in the FY 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6613.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provides Natividad Medical Center with the additional support which is needed due to the credential requirements to ensure accurate appending coding for reimbursement, regulatory, patient care initiatives and data reporting.

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

Prepared by: Kim Williams-Neal, Director of HIM, 831-783-2440
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

- Healthcare Coding and Consulting Services, LLC Amendment 7
- Healthcare Coding and Consulting Services, LLC Amendment 6
- Healthcare Coding and Consulting Services, LLC Amendment 5
- Healthcare Coding and Consulting Services, LLC Amendment 4
- Healthcare Coding and Consulting Services, LLC Renewal & Amendment 3
- Healthcare Coding and Consulting Services, LLC Amendment 2
- Healthcare Coding and Consulting Services, LLC Amendment 1
- Healthcare Coding and Consulting Services, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Healthcare Coding & Consulting Services, LLC New Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Healthcare Coding & Consulting Services, LLC for U.S. based remote medical record coding and consulting services at NMC for an amount not to exceed \$600,000 with an agreement term August 22, 2024 through August 21, 2026.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$60,000) of the original cost of the agreement, for total contract liability of (\$660,000).

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Healthcare Coding & Consulting Services, LLC for U.S. based remote medical record coding and consulting services at NMC for an amount not to exceed \$600,000 with an agreement term August 22, 2024 through August 21, 2026.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$60,000) of the original cost of the agreement, for total contract liability of (\$660,000).

SUMMARY/DISCUSSION:

Healthcare Coding and Consulting Services (HCCS) provides coding of accounts support, utilizing International Classification of Diseases Tenth Revision (ICD10-CM/PCS), Current Procedural Terminology (CPT), Evaluation /Management Levels (E/M), APC-DRG Review and Auditing, HCPCs Medical Supply conventions to Natividad designated medical encounters and Education and Training to Natividad as changes occur within the coding spectrum.

HCCS provides coding support for hospital inpatient and emergency services to both trauma and non-trauma services, the appending of charges for emergency services and coding support for outpatient clinical services. This vendor was chosen due to the complexity and distinctiveness of both services (general and trauma) and the various coding requirement from state and federal coding requirements from state and federal coding guidelines for inpatient and outpatient services are comprise of multiple layers of treatment management, equipment, procedures and extensive documentation. HCCS provides coding support purposes for quality requirements mandated by state and federal regulations and ultimately for timely and accurate reimbursement from all payers.

HCCS has certified coders to review complicated encounters; conduct monthly audits of the coding staff assigned to Natividad account, which meets the compliance requirement. The results are distributed, reviewed, discussed, and recommendations to enhance beneficial outcomes for the organization are considered and often executed. HCCS also provides auditing and validation summary documentation of specific third-party payor accounts required service justification.

Natividad Medical Center recognizes with the increased volume of emergency/labor delivery emergency, trauma encounters, outpatient and inpatient, the level of complexity with accurate coding of these services; as well as the on-going difficulties with recruitment and retaining of qualified credentialed candidates we are not capable of meeting the management's level of expectations and demand.

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 July 19, 2024.

FINANCING:

The cost for this agreement is \$600,000 of which \$300,000 is included in the FY 2024-25 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600- 6613.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provides Natividad Medical Center with the additional support which is needed due to the credential requirements to ensure accurate appending coding for reimbursement, regulatory, patient care initiatives and data reporting.

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

Prepared by: Kim Williams-Neal, Director of HIM, 831-783-2440
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:
Healthcare Coding and Consulting Services, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Universal Protection Services LP dba Allied Universal Security Services Renewal & Amendment 3

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-15371) with Universal Protection Services LP dba Allied Universal Security Services pursuant to the Request for Proposal (RFP) #10744 for uniformed security guard services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full agreement term of July 1, 2021 through June 30, 2026, and adding \$3,907,029 for a revised total agreement amount not to exceed \$10,207,029.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-15371) with Universal Protection Services LP dba Allied Universal Security Services pursuant to the Request for Proposal (RFP) #10744 for uniformed security guard services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full agreement term of July 1, 2021 through June 30, 2026, and adding \$3,907,029 for a revised total agreement amount not to exceed \$10,207,029.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) is a 172 licensed bed acute care hospital in Salinas CA that is owned and operated by the County of Monterey. Security guard and patrol services is a very important and necessary part of hospital operations. Security at NMC is active 24/7 with designated posts with officers stationed at various locations throughout the hospital. Due to the unique environment of working in a hospital setting, NMC requires that all officers become AVADE (Awareness Vigilance Avoidance Defense Escape) certified, and medically cleared. Additionally, other stand-out responsibilities that NMC expects its selected security guard and patrol service vendor to adhere to include but are not limited to the following:

- Have continuity, coordination, control, and consistency that delivers security and protection to the NMC buildings and Campus.
- Receive uninterrupted security guard services, in which appropriate security levels are maintained at all times without interruption.
- Be able to promptly receive additional officers as requested.
- Provide property inspections and vehicle patrol.
- Provide an on-site manager to monitor and manage the guards and patrolmen daily.
- Respond to emergency codes and alarms.
- Provide video surveillance and monitoring.
- Provide daily activity and incident log reports to the Director of Engineering & Safety

Guard services being deemed necessary include security guard manned entry ways into the hospital such as the Emergency department, a manned presence within the Emergency department unit, manned unit in the Mental Health department, and a 24/7 manned security dispatch (watching cameras). In addition to the needed manned posts there are many situations where leadership (HAN) 24

will need to call an additional guard to assist with a 1to1 (aggressive patient), this dynamic also alters the cost of security needs.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC’s Finance Committee and by its Board of Trustees on July 19, 2024.

FINANCING:

The cost for this amendment No. 3 is \$3,907,029.00 which will be reflected in the adopted budget for FY 2024-25. 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:

Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow while reducing violent crimes.

- 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:

- Allied Universal Security Services Renewal & Amendment 3
- Allied Universal Security Services Amendment 2
- Allied Universal Security Services Amendment 1
- Allied Universal Security Services Agreement

Attachments on file with the Clerk of the Board

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Clinical Informatics Manager with the salary range as indicated in Attachment A effective August 24, 2024;
- b. Amend the FY 2024-25 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8351-Appropriation Unit NMC001) to reallocate one (1) Nursing Services Unit Manager position to one (1) Clinical Informatics Manager position as indicated in Attachment A effective August 24, 2024; and
- c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

..Report

RECOMMENDATION:

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

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Clinical Informatics Manager with the salary range as indicated in Attachment A effective August 24, 2024;
- b. Amend the FY 2024-25 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8351-Appropriation Unit NMC001) to reallocate one (1) Nursing Services Unit Manager position to one (1) Clinical Informatics Manager position as indicated in Attachment A effective August 24, 2024; and
- c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) completed a classification and base wage compensation study of the Clinical Informatics Manager position and recommend the creation of this new classification with a base wage salary aligned with available market data.

The Information Technology department has been organizing teams of clinical professionals to perform as information technology experts and liaisons to ensure the required electronic health record/electronic medical record (EHR/EMR) functions appropriately for all the clinicians that access the system as part of the care team. NMC has utilized a generic classification to staff this position since NMC transitioned to electronic medical records prior to the availability of sufficient market data to create a managerial classification.

To establish the salary range for the new classification, NMC completed a base wage compensation study and found that the job duties, responsibilities and certifications of a Clinical Informatics Manager position were matched to three (3) of the six (6) hospital comparable agencies: Alameda Highland Hospital, Contra Costa Regional Medical Center and San Mateo Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Hazel Hawkins Hospital, Salinas Valley Health or Santa Clara Valley Medical Center. The base wage compensation survey mean at top monthly step is approximately \$18,173.

The County Compensation Philosophy requires a minimum of three (3) benchmark classification matches with our comparable agencies in order to provide sufficient data for analyzing and determining a base wage comparison. As a result, there is sufficient data to help support creating the new classification of Clinical Informatics Manager with a top monthly salary of approximately \$18,173.

NMC is seeking consideration from the Board of Supervisors to adopt a Resolution to create the new classification of Clinical Informatics Manager with the respective salary and reallocate one (1) filled Nursing Services Unit Manager position to one (1) Clinical Informatics Manager position.

OTHER AGENCY INVOLVEMENT:

The Monterey County Office of County Counsel has reviewed this recommendation. In addition, the County Employee Management Association (CEMA) has been provided notice of these recommendations.

FINANCING:

The salary and benefits increased costs for the current position (1.0 FTE filled) budgeted for the remainder of Fiscal Year 2024-25 is approximately \$3,201 and then \$3,468 annually thereafter. The funding for personnel costs is provided by Natividad Medical Center's enterprise fund comprised of patient services revenues received from commercial insurance, state, and federal government agencies. This action does not impact the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:
Attachment A
Resolution



FINANCIAL STATEMENTS

MAY 31, 2024

06/25/24

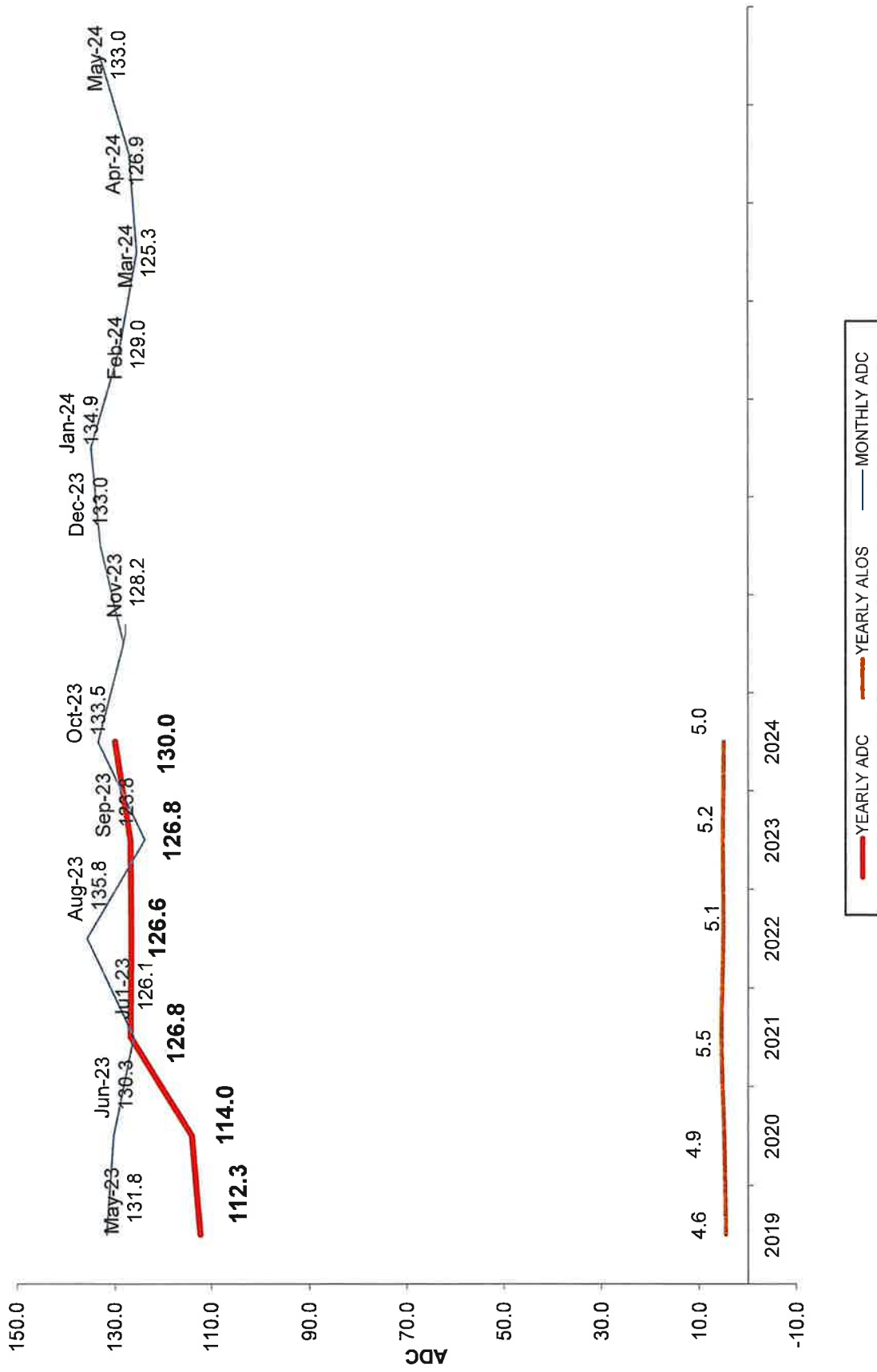


FINANCIAL STATEMENTS

MAY 31, 2024

I N D E X

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**NATIVIDAD
STATISTICAL REPORT
May 31, 2024**

Month-To-Date					Year-To-Date					
03-24	04-24	05-24	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/PY			
1	199	179	171	206	NICU	15	2,236	2,471	2,194	12.63%
2	1,781	1,841	2,012	1,982	Med/Surg	57	21,483	21,092	21,609	-2.39%
3	161	147	215	205	ICU	10	2,221	2,134	2,166	-1.48%
4	90	70	109	106	Peds	12	1,153	958	1,113	-13.93%
5	805	798	826	776	Acute Rehab	28	8,412	8,549	8,639	-1.04%
6	337	326	295	298	OB/Gyn	27	3,235	3,445	3,303	4.30%
7	3,373	3,361	3,628	3,574	TOTAL ACUTE	149	38,740	38,649	39,024	-0.96%
8	510	446	496	270	Psychiatric	19	2,923	5,032	3,346	50.39%
9	3,883	3,807	4,124	3,844	TOTAL DAYS	168	41,663	43,681	42,370	3.09%
10	283	313	326	300	Nursery	18	3,253	3,312	3,220	2.86%
AVERAGE DAILY CENSUS										
11	82.8	85.4	90.4	90.3	Acute	121	90.3	89.6	90.7	-1.21%
12	26.0	26.6	26.6	25.0	Acute Rehab	28	25.0	25.4	25.8	-1.55%
13	16.5	14.9	16.0	8.7	Psychiatric	19	8.7	15.0	10.0	50.00%
14	125.3	126.9	133.0	124.0	TOTAL	168	124.0	130.0	126.5	2.77%
15	9.1	10.4	10.5	9.7	Nursery	18	9.7	9.9	9.6	3.13%
PERCENTAGE OF OCCUPANCY										
16	68.4%	70.6%	74.7%	74.6%	Acute		74.6%	74.0%	75.0%	-1.2%
17	92.9%	95.0%	95.0%	89.3%	Acute Rehab		89.3%	90.7%	92.1%	-1.6%
18	86.8%	78.4%	84.2%	45.8%	Psychiatric		45.8%	78.9%	52.6%	50.0%
19	74.6%	75.5%	79.2%	73.8%	TOTAL		73.8%	77.4%	75.3%	2.8%
20	50.6%	57.8%	58.3%	53.9%	Nursery		53.9%	55.0%	53.3%	3.1%
ADMISSIONS										
21	693	709	695	642	Acute		6,955	7,407	7,095	4.40%
22	63	62	62	57	Acute Rehab		622	654	642	1.87%
23	53	73	54	43	Psychiatric		468	589	478	23.22%
24	809	844	811	742	TOTAL		8,045	8,650	8,215	5.30%
25	186	208	199	185	Nursery		2,004	2,075	1,992	4.17%
26	194	217	208	189	Deliveries		2,050	2,174	2,144	1.40%
DISCHARGES										
27	660	678	685	620	Acute		6,720	7,060	6,814	3.61%
28	61	60	63	58	Acute Rehab		625	654	645	1.40%
29	56	69	56	42	Psychiatric		460	589	469	25.59%
30	777	807	804	720	TOTAL		7,805	8,303	7,928	4.73%
31	164	187	188	172	Nursery		1,866	1,893	1,859	1.83%
AVERAGE LENGTH OF STAY										
32	4.8	4.5	5.1	5.2	Acute(Hospital wide no babies)		5.2	5.0	5.2	-3.85%
33	12.8	12.9	13.3	13.5	Acute Rehab		13.5	13.1	13.5	-2.96%
34	2.6	2.5	2.3	2.6	OB/Gyn		2.6	2.6	2.6	0.00%
35	9.6	6.1	9.2	6.2	Psychiatric		6.2	8.5	7.0	21.43%
36	1.5	1.5	1.6	1.6	Nursery		1.6	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	5,067	4,970	5,270	5,084	Emergency Room		55,105	55,805	54,535	2.33%
38	437	449	415	404	ER Admits		4,375	4,626	5,929	-21.98%
39	54.0%	53.2%	51.2%	54.4%	ER Admits as a % of Admissions		54.4%	53.5%	72.2%	-25.90%
40	7,271	7,509	7,685	6,019	Clinic Visits		65,240	74,120	66,471	11.51%
ANCILLARY PROCEDURES BILLED										
41	57,602	54,918	56,528	54,320	Lab Tests		588,757	612,393	596,263	2.71%
42	4,587	4,589	5,019	3,974	Radiology Procedures		43,075	49,877	43,577	14.46%
43	288	251	255	272	MRI Procedures		2,950	2,718	2,750	-1.16%
44	130	140	154	106	Nuclear Med Procedures		1,152	1,220	1,128	8.16%
45	1,423	1,363	1,362	1,238	Ultrasound Procedures		13,419	14,597	13,935	4.75%
46	2,616	2,464	2,950	2,018	CT Scans		21,870	28,245	21,320	32.48%
47	388	415	477	367	Surgeries		3,981	4,665	4,073	14.53%
48	7.68	7.43	7.33	7.56	FTE'S PER AOB		7.56	7.37	7.53	-2.12%
49	1,402.5	1,412.1	1,443.8	1,349.7	TOTAL PAID FTE'S		1,349.7	1,403.1	1,371.7	2.29%
50	5,656	5,698	6,106	5,531	ADJUSTED PATIENT DAYS		59,953	63,936	61,048	4.73%

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

	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	YTD
R E V E N U E													
Patient Revenue:													
1	75,825,124	81,181,440	75,600,355	84,990,765	76,534,937	82,070,923	77,660,888	72,610,591	78,214,954	75,213,393	82,000,735		861,904,106
2	4,930,938	5,547,977	6,135,118	6,496,508	5,846,986	4,720,352	6,399,055	6,673,901	8,451,923	6,129,281	5,945,156		67,279,195
3	36,720,170	39,152,144	39,736,950	41,449,259	40,190,023	36,033,165	38,399,344	36,931,604	42,258,543	40,408,905	42,258,543		430,862,884
4	117,476,232	125,881,551	121,472,423	132,938,532	122,571,946	122,824,440	122,459,287	116,216,095	126,249,654	121,751,579	130,204,434		1,360,046,184
Deductions from revenue													
5	89,537,030	94,105,959	91,652,157	101,057,942	92,694,256	94,299,536	93,216,687	90,653,362	99,147,527	94,567,780	98,576,508		1,039,728,745
6	3,902,355	4,451,253	3,433,866	3,200,210	2,924,570	2,103,918	2,933,334	563,772	1,597,181	451,854	4,389,414		29,981,728
7	32,434	16,002	100,784	104,233	169,465	57,622	13,981	74,390	114,037	114,037	147,467		879,647
8	93,471,819	98,573,214	95,186,807	104,362,384	95,788,293	96,461,076	96,164,002	91,486,966	100,819,098	95,153,671	103,123,369		1,070,590,119
9	24,004,414	27,308,347	26,285,616	28,576,148	26,793,653	26,363,364	26,295,285	24,729,730	25,430,556	26,597,908	27,081,045		288,456,065
10	20,43%	21.69%	21.64%	21.50%	21.85%	21.46%	21.47%	21.28%	20.14%	21.85%	20.80%	0.00%	21.28%
11	7,172,655	7,172,655	7,733,219	7,672,655	7,672,655	7,672,655	7,672,655	7,672,655	8,732,925	7,672,097	7,672,067		84,518,864
Total Government Funding													
Other Operating Revenue:													
12	126,949	118,418	122,684	122,684	122,684	122,684	122,684	122,684	122,684	122,684	122,684		1,349,521
13	563,942	563,942	563,942	563,942	563,942	563,942	563,942	563,942	444,000	727,797	637,762		6,334,618
14	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	75,030	75,030	75,030		1,041,157
15	462,213	475,332	401,705	335,474	461,827	532,041	423,752	435,465	405,172	391,421	1,064,560		5,368,984
16	1,213,104	1,217,147	1,148,331	1,112,100	1,215,952	1,300,236	1,446,415	1,197,141	1,046,886	1,316,932	1,900,036		14,114,280
17	32,390,173	35,698,149	35,167,166	37,360,903	35,336,255	35,336,255	35,414,357	33,599,526	35,210,367	35,586,907	36,653,147		388,069,209
TOTAL REVENUE													
EXPENSE													
18	18,420,876	19,260,639	19,435,892	19,785,987	19,349,099	19,688,296	19,412,622	19,792,605	20,209,885	19,606,266	20,462,315		215,424,481
19	1,009,571	968,009	946,882	896,300	821,592	843,229	910,554	710,903	754,381	721,371	684,421		9,267,212
20	4,994,554	5,108,951	5,491,814	5,288,878	5,142,542	5,128,010	5,763,135	5,355,080	5,599,907	5,472,526	5,530,755		58,865,352
21	3,049,135	3,239,769	3,470,518	3,782,206	3,538,366	3,511,019	3,460,840	3,081,841	3,492,569	3,596,043	3,671,268		36,033,613
22	2,811,489	3,204,107	3,085,841	3,514,114	3,570,515	3,461,198	3,232,346	3,268,453	3,047,827	3,600,266	3,477,822		36,273,979
23	408,031	408,857	408,444	389,519	533,878	424,399	423,489	428,544	425,184	423,489	428,024		4,701,656
24	390,173	379,992	430,712	408,583	331,107	377,075	359,257	339,141	312,615	291,988	354,101		3,974,754
25	37,914	37,914	37,914	21,234	21,234	21,234	21,234	21,234	21,234	21,234	21,234		283,615
26	1,042,305	998,590	1,004,521	1,073,360	1,026,709	1,027,572	1,018,847	1,059,752	1,013,674	1,022,462	1,016,722		11,304,514
27	461,297	691,908	446,204	569,987	558,584	478,019	518,536	670,965	561,135	564,867	443,330		5,964,842
28	32,625,344	34,298,137	34,698,544	35,740,167	34,893,657	34,860,049	35,120,656	34,728,517	35,438,432	35,340,521	36,289,992		384,134,217
29	(235,172)	1,400,012	468,622	1,620,735	778,604	376,206	293,498	(1,128,991)	(228,065)	246,386	363,156		3,954,992
NET INCOME(LOSS)													
Normalization for Extraordinary Items													
30	-	-	-	-	-	-	-	-	-	-	-	-	-
31	-	-	-	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-	-	-	-
34	-	-	-	-	-	-	-	-	-	-	-	-	-
35	\$ (235,172)	\$ 1,400,012	\$ 468,622	\$ 1,620,735	\$ 778,604	\$ 376,206	\$ 293,498	\$ (1,128,991)	\$ (228,065)	\$ 246,386	\$ 363,156	\$ -	\$ 3,954,992
CAPITAL CONTRIBUTIONS													
36	-	-	-	-	-	-	-	-	-	-	-	-	-
37	-	-	-	-	-	-	-	-	-	-	-	-	-
38	\$ (235,172)	\$ 1,400,012	\$ 468,622	\$ 1,620,735	\$ 778,604	\$ 376,206	\$ 293,498	\$ (1,128,991)	\$ (228,065)	\$ 246,386	\$ 363,156	\$ -	\$ 3,954,992
CHANGE IN NET ASSETS													
39	-	-	-	-	-	-	-	-	-	-	-	-	-

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

	CURRENT MONTH			YEAR-TO-DATE		
	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR.	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR.
R E V E N U E						
Patient Revenue:						
1	\$ 82,000,735	\$ 78,774,497	\$ 3,226,238 4.1	\$ 861,904,106	\$ 853,813,943	\$ 8,090,163 0.9
2	5,945,156	6,626,638	(681,482) (10.3)	67,279,195	71,824,203	(4,545,008) (6.3)
3	42,258,543	37,491,179	4,767,364 12.7	430,862,884	406,356,047	24,506,837 6.0
4	130,204,434	122,892,314	7,312,120 6.0	1,360,046,184	1,331,994,193	28,051,991 2.1
5	98,576,508	94,065,885	(4,510,623) (4.8)	1,039,728,745	1,019,552,808	(20,175,937) (2.0)
6	4,399,414	3,121,606	(1,277,808) (40.9)	29,981,728	33,834,181	(3,852,454) 11.4
7	147,467	84,587	(62,880) (74.3)	879,647	916,812	(37,165) 4.1
8	103,123,389	97,272,078	(5,851,311) (6.0)	1,070,590,119	1,054,303,801	(16,286,318) (1.5)
9	27,081,045	25,620,236	1,460,809 5.7	289,456,065	277,690,392	11,765,673 4.2
10	20.80%	20.85%		21.28%	20.85%	
11	7,672,067	6,659,860	1,012,207 15.2	84,518,864	73,258,460	11,260,404 15.37
12	122,684	126,917	(4,233) (3.3)	1,349,521	1,396,087	(46,566) (3.3)
13	637,762	245,833	391,929 159.4	6,334,618	2,704,163	3,630,455 134.3
14	75,030	60,000	15,030 25.1	1,041,157	660,000	381,157 57.8
15	1,064,560	440,900	623,660 141.5	5,388,984	4,849,874	539,110 11.1
16	1,900,036	873,650	1,026,386 117.5	14,114,280	9,610,124	4,504,156 46.9
17	36,653,147	33,153,746	3,499,401 10.6	388,089,209	360,558,976	27,530,233 7.6
18	20,462,315	18,867,460	(1,594,855) (8.5)	215,424,481	205,398,923	(10,025,558) (4.9)
19	684,421	776,506	92,085 11.9	9,267,212	8,416,322	(850,890) (10.1)
20	5,530,755	5,133,148	(397,607) (7.7)	58,865,352	56,098,607	(2,766,745) (5.0)
21	3,871,268	2,863,523	(1,007,745) (35.2)	38,033,613	31,172,139	(6,861,474) (22.0)
22	3,477,822	2,783,203	(694,619) (25.0)	36,273,979	30,166,318	(6,107,661) (20.2)
23	428,024	372,870	(55,154) (14.8)	4,701,856	4,101,570	(600,286) (14.6)
24	364,101	408,933	54,832 13.4	3,974,754	4,432,302	(457,548) 10.3
25	21,234	50,194	28,960 57.7	283,615	544,032	(260,417) 47.9
26	1,016,722	1,160,271	143,549 12.4	11,304,514	12,575,843	(1,271,329) 10.1
27	443,330	437,978	(5,352) (1.2)	5,984,842	4,747,066	(1,237,776) (26.1)
28	36,289,992	32,854,086	(3,435,906) (10.5)	384,134,217	357,653,122	(26,481,095) (7.4)
29	363,156	299,660	63,496 21.2	3,954,992	2,905,854	1,049,138 36.1
30						
31						
32						
33						
34	\$ 363,156	\$ 299,660	\$ 63,496 21.2	\$ 3,954,992	\$ 2,905,854	\$ 1,049,138 36.1
EXPENSE						
Salaries, Wages & Benefits						
18	20,462,315	18,867,460	(1,594,855) (8.5)	215,424,481	205,398,923	(10,025,558) (4.9)
19	684,421	776,506	92,085 11.9	9,267,212	8,416,322	(850,890) (10.1)
20	5,530,755	5,133,148	(397,607) (7.7)	58,865,352	56,098,607	(2,766,745) (5.0)
21	3,871,268	2,863,523	(1,007,745) (35.2)	38,033,613	31,172,139	(6,861,474) (22.0)
22	3,477,822	2,783,203	(694,619) (25.0)	36,273,979	30,166,318	(6,107,661) (20.2)
23	428,024	372,870	(55,154) (14.8)	4,701,856	4,101,570	(600,286) (14.6)
24	364,101	408,933	54,832 13.4	3,974,754	4,432,302	(457,548) 10.3
25	21,234	50,194	28,960 57.7	283,615	544,032	(260,417) 47.9
26	1,016,722	1,160,271	143,549 12.4	11,304,514	12,575,843	(1,271,329) 10.1
27	443,330	437,978	(5,352) (1.2)	5,984,842	4,747,066	(1,237,776) (26.1)
28	36,289,992	32,854,086	(3,435,906) (10.5)	384,134,217	357,653,122	(26,481,095) (7.4)
29	363,156	299,660	63,496 21.2	3,954,992	2,905,854	1,049,138 36.1
30						
31						
32						
33						
34	\$ 363,156	\$ 299,660	\$ 63,496 21.2	\$ 3,954,992	\$ 2,905,854	\$ 1,049,138 36.1
NET INCOME(LOSS)						
29	363,156	299,660	63,496 21.2	3,954,992	2,905,854	1,049,138 36.1
CAPITAL CONTRIBUTIONS						
30						
31						
32						
33						
34	\$ 363,156	\$ 299,660	\$ 63,496 21.2	\$ 3,954,992	\$ 2,905,854	\$ 1,049,138 36.1

**NATIVIDAD
BALANCE SHEET
AS OF MAY 31, 2024**

	CURRENT MONTH			YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 256,702,662	\$ 262,644,758	5,942,096	\$ 162,833,635	\$ 262,644,758	99,811,122	61.3 %
2	25,483,667	24,983,667	(500,000)	30,483,667	24,983,667	(5,500,000)	(18.0)
3	66,481,236	66,584,306	103,070	53,884,336	66,584,306	12,699,970	23.6
4	22,681,738	26,091,968	3,410,230	52,592,486	26,091,968	(26,500,518)	(50.4)
5	5,719,091	5,641,640	(77,451)	5,412,718	5,641,640	228,921	4.2
6	8,942,524	6,863,162	(2,079,361)	4,987,292	6,863,162	1,875,871	37.6
7	386,010,917	392,809,501	6,798,584	310,194,134	392,809,501	82,615,366	26.6
8	363,499,460	363,903,948	404,487	357,940,947	363,903,948	5,963,001	1.7
9	(244,474,225)	(245,490,947)	(1,016,722)	(234,499,704)	(245,490,947)	(10,991,243)	(4.7)
10	119,025,235	118,413,001	(612,235)	123,441,243	118,413,001	(5,028,242)	(4.1)
11	143,947,868	143,439,092	(508,776)	220,778,493	143,439,092	(77,339,401)	(35.0)
12	\$ 648,984,021	\$ 654,661,593	5,677,573	\$ 654,413,870	\$ 654,661,593	247,723	0.0 %
13	24,940,185	27,030,149	2,089,964	24,660,888	27,030,149	2,369,261	9.6
14	12,211,192	14,757,119	2,545,927	15,778,848	14,757,119	(1,021,729)	(6.5)
15	80,383,398	79,883,398	(500,000)	85,508,835	79,883,398	(5,625,436)	(6.6)
16	4,245,606	4,245,606	-	4,003,251	4,245,606	242,355	6.1
17	17,037,221	18,270,565	1,233,344	13,093,690	18,270,565	5,176,875	39.5
18	138,817,603	144,186,837	5,369,234	143,045,511	144,186,837	1,141,327	0.8
19	2,617,818	2,563,001	(54,817)	3,166,990	2,563,001	(602,989)	(19.0)
20	-	-	-	-	-	-	-
21	13,364,949	13,364,949	-	17,610,555	13,364,949	(4,245,606)	(24.1)
22	15,982,767	15,927,950	(54,817)	20,776,545	15,927,950	(4,848,595)	(23.3)
23	490,591,814	490,591,814	-	475,812,463	490,591,814	14,779,352	3
24	3,591,836	3,954,992	363,156	14,779,352	3,954,992	(10,824,360)	(73.2)
25	494,183,651	494,546,806	363,156	490,591,814	494,546,806	3,954,992	0.8
26	\$ 648,984,021	\$ 654,661,593	5,677,573	\$ 654,413,870	\$ 654,661,593	247,724	0.0 %

**NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 5/31/24**

BALANCE SHEET	<u>Req. Balance</u>	<u>Accruals</u>	<u>Prior Years</u>	<u>IGTs Transferred</u>	<u>Received</u>	<u>End. Balance</u>
			<u>Final Rec'n</u>	<u>Out</u>		
Medi-Cal Waiver (DSH + SNCP)	1,224,882	13,108,330		36,580,735	(52,665,240)	\$ (1,751,294)
Physician SPA	-	458,333	240,122		(173,021)	\$ 525,434
Rate Range IGT-CCAH- AB 915	11,664,000	12,831,500		13,178,534	(29,930,300)	\$ 7,743,734
Medical GME	-	3,501,993			(3,074,629)	\$ 427,364
Medical HPE	-	916,663		1,751,566	(3,409,446)	\$ (741,216)
Medical HPE	40,955	275,000			(544,957)	\$ (229,003)
Family First-COVID 19	22,930	458,337			(597,156)	\$ (115,888)
SB1732	-	2,566,663	85,045		(2,910,146)	\$ (258,438)
Hospital Fee	(3)	916,663			(1,103,849)	\$ (187,189)
MCMC EPP	14,000,000	14,116,663		13,652,948	(33,782,999)	\$ 7,986,612
MCMC QIP	24,000,000	31,166,663		21,906,674	(66,882,027)	\$ 10,191,310
GOVERNMENT RECEIVABLES	50,952,764	80,316,808	325,167	87,070,457	(195,073,770)	\$ 23,591,426
Accrued Donations	755,683	750,150			(1,546,760)	\$ (40,927)
Office Buildings	(43,583)	1,355,558			(1,327,559)	\$ (15,584)
Miscellaneous Receivable	53,622	1,156,660			(1,377,767)	\$ (167,485)
Probation	-	1,093,121			(984,472)	\$ 108,649
UCSF & TOURO University	-	89,517			(74,150)	\$ 15,367
Interest Accrued	-	6,585,983			(5,310,460)	\$ 1,275,523
Health Department	-	1,808,002			(1,483,002)	\$ 325,000
Watsonville	1,000,000					\$ 1,000,000
OTHER RECEIVABLES	1,765,722	12,838,989	-	-	(12,104,169)	\$ 2,500,543
STATE/COUNTY RECEIVABLES	\$ 52,718,486	\$ 93,155,797	\$325,167	\$ 87,070,457	\$ (207,177,940)	\$ 26,091,968

P & L	YTD MAY-24
Medi-Cal DSH /SNCP	\$ 13,108,330
Physician SPA	\$ 458,333
AB915	\$ 3,501,993
SB 1732	\$ 2,566,663
HPE	\$ 275,000
Esperanza Care	\$ (2,291,674)
HD Residency Support	\$ (458,337)
MCMC EPP	\$ 14,116,663
MCMC QIP	\$ 31,166,663
Hospital Fee	\$ 916,663
Medical GME	\$ 916,663
CARES Act Fund Aid	\$ 5,500,000
Family First C-19 Response-FMAP Enhance-	\$ 458,337
Rate Range IGT-CCAH-	\$ 12,831,500
Medicare Bi-Weekly Payment	\$ 1,452,067
GOVERNMENT FUNDING INCOME	\$ 84,518,864

NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF MAY 31, 2024

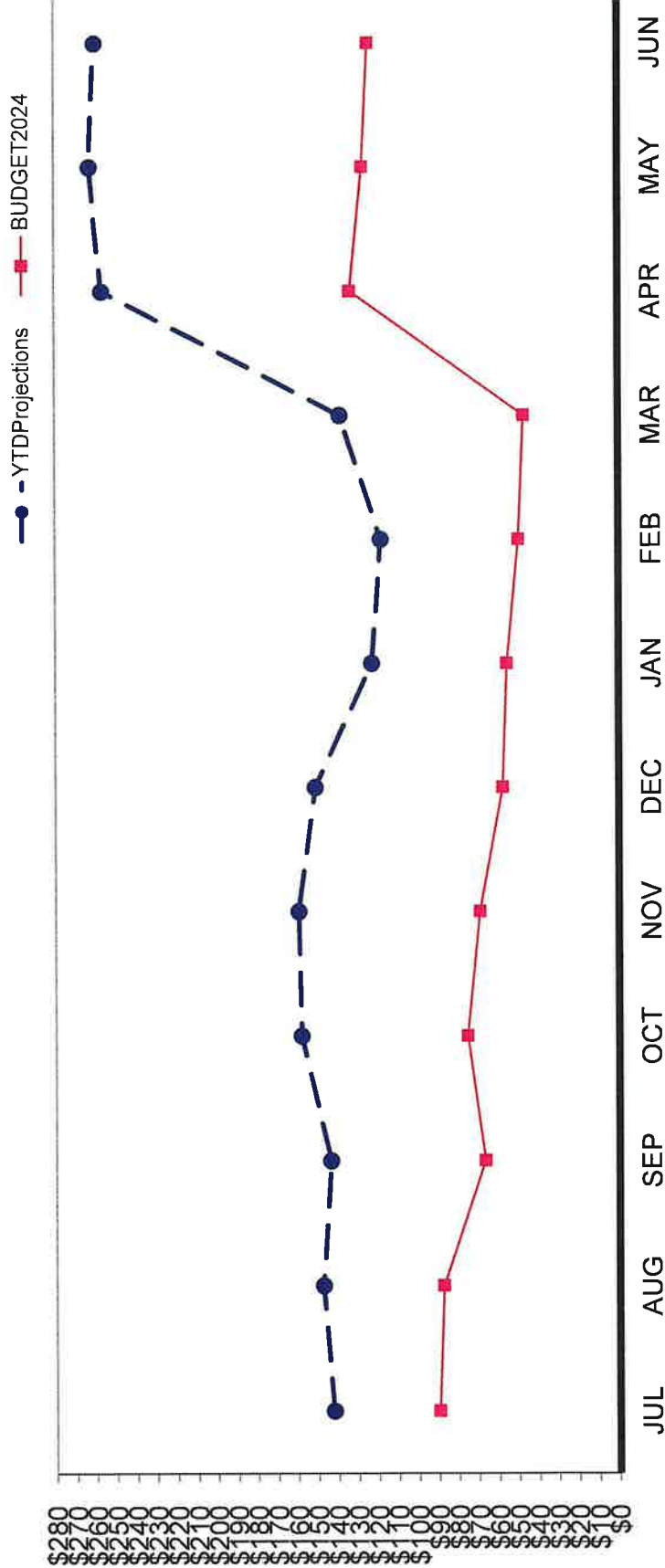
CURRENT MONTH		YEAR - TO - DATE
1	\$ 256,702,662	CASH AT BEGINNING OF PERIOD \$ 162,833,635
2		FROM OPERATIONS:
3	363,156	NET INCOME/(LOSS) 3,954,992
4	-	NET INCOME ADJ - PRIOR YEAR -
5	<u>1,016,722</u>	DEPRECIATION/AMORT \$ 10,991,243
6	1,379,877	<u>SUBTOTAL 14,946,235</u>
7		CHANGES IN WORKING CAPITAL:
8	(103,070)	ACCOUNTS RECEIVABLE (12,699,970)
	500,000	FUND AID STIMULUS 5,500,000
9	(3,410,230)	STATE/COUNTY RECEIVABLE 26,500,518
10	2,156,813	PREPAID EXPENSE & INVENTORY (2,104,792)
11	2,089,964	ACCRUED PAYROLL 2,369,261
12	2,545,927	ACCOUNTS PAYABLE (1,021,729)
13	(500,000)	MCARE/MEDICAL LIABILITIES (5,625,436)
15	-	SHORT TERM DEBT 242,355
16	<u>1,233,344</u>	ACCRUED LIABILITIES 5,176,875
17	4,512,747	<u>NET (DECREASE)/INCREASE 18,337,083</u>
18		CAPITAL ADDITIONS:
19	(404,487)	PP&E ADDITIONS (5,963,001)
20	-	NBV OF ASSETS DISPOSED -
21	<u>(404,487)</u>	<u>TOTAL CAPITAL (Use of Cash) (5,963,001)</u>
22		FINANCING ACTIVITY:
23	(54,817)	LONG TERM BOND DEBT (4,848,595)
24	508,776	OTHER ASSETS 77,339,401
25	-	INVESTMENTS -
26	<u>453,959</u>	<u>TOTAL FINANCING 72,490,806</u>
27	<u>5,942,096</u>	<u>INC./(DEC.) IN CASH BALANCE 99,811,122</u>
28	<u>\$ 262,644,758</u>	<u>CASH BALANCE - END OF PERIOD \$ 262,644,758</u>

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

	<u>BDGT-24</u>	<u>ESTIMATE FY2024</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 14,300,000	\$ 14,300,000	\$ -
Physician SPA	\$ 500,000	\$ 500,000	-
EPP	15,400,000	\$ 15,400,000	-
QIP	28,000,000	\$ 34,000,000	6,000,000
AB915	3,820,000	\$ 3,820,000	-
SB1732	2,800,000	\$ 2,800,000	-
CCAH Rate Range	14,000,000	\$ 14,000,000	-
HPE	300,000	\$ 300,000	-
Family First Corona Virus Response	500,000	\$ 500,000	-
Esperanza Care Outside Purchased Service	(2,500,000)	\$ (2,500,000)	-
HD Residency Support	(500,000)	\$ (500,000)	-
Medical GME	1,000,000	\$ 1,000,000	-
CARES Act Fund Aid	-	\$ 6,000,000	6,000,000
Medicare Bi-Weekly Payments	1,300,000	\$ 1,572,607	272,607
Provider Fee	1,000,000	\$ 1,000,000	-
	<u>\$ 79,920,000</u>	<u>\$ 92,192,607</u>	<u>\$ 12,272,607</u>



Cash Flow Performance Fiscal Year 2024 (in Millions)



Months	ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ESTIMATE	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD	BDGT	Variance	
YTD	142.3	147.4	144	158	159	151	123	118	139	257	263	260	1423	1250	173	
BDGT	90.0	87.8	67	76	69	58	56	50	47	133	127	125	900	878	22	
Variance	52.3	59.6	77	82	90	93	67	69	91	123	135	135	523	372	151	

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2024

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ACTUAL MAY	ESTIMATE JUN	Total YTD
Beginning Balance	162,833,635	142,308,392	147,388,355	143,606,166	158,054,997	159,390,551	140,919,763	122,878,278	118,422,446	138,518,681	256,690,946	262,629,078	162,833,635
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	21,808,531	26,184,631	22,199,687	29,390,787	24,048,348	15,638,476	30,751,652	26,405,739	26,724,296	26,287,316	26,965,662	24,857,027	301,262,152
Provider Fee											1,103,849		1,103,849
RR IGT CCAH										29,930,300			29,930,300
Stimulus -Family First Response COVID19-		83,251	267,896	10,480	82,092		66,473			41,811			552,001
SHORT DOYLE				293,324		58,118	1,262,503			1,018,814			2,632,759
HPE			97,974	200,726			69,298		176,959				544,957
Foundation Donations	494,657	40,685	68,272	15,045	43,054		395,194	150,307	23,067	14,901	162,312	60,000	1,467,495
Mcal Waiver FY 22-23/GPP		11,658,646			16,663,872			3,442,840		20,410,307			52,175,664
Fund Aid			500,000	500,000	500,000	500,000	500,000	500,000	1,500,000	500,000	500,000		5,500,000
SB1732			315,901					2,594,244					2,910,146
HEALTH DEPARTMENT RETMB		132,985		311,241	167,122		278,423		141,241		245,319		1,415,976
MCAL GME	388,091	501,055		1,093,751		774,612			691,937				4,061,383
AB915											3,074,629		3,074,629
Rent Income	23,345	23,345	321,362	93,696	144,672	122,184	123,184	115,684	122,684	116,184	115,184	123,592	1,445,114
Juvenile Hall									190,694	93,302	87,018		371,013
QIP										66,882,027			66,882,027
EPP				15,586,490					18,196,509				33,782,999
Phys SPA			173,021										173,021
FYE 6/30/21 Medicare Cost Report tentative settlement										82,098			82,098
FYE 6/30/23 Medicare Cost Report tentative settlement									228,215				228,215
CCAH Hospital Quality Incentive Program (HQIP)										642,800			642,800
Final SNCP FY12-13											489,576		489,576
Final DSH CPE FY14-15												2,981,611	2,981,611
IGT Sub-Fund Transfer In/(Out)		6,206,776		10,710,273				48,261,199	13,262,181				78,440,429
Fund 404 Transfer		897,959	55,034	68,048	12,779	100,720	25,140	63,885	141,554	63,173	163,644	1,801,004	3,392,939
Interest Income						1,705,349		1,440,461		1,913,285		737,499	5,796,594
Miscellaneous Revenue	269,493	1,398,558	687,981	432,981	401,620	360,214	857,718	305,135	561,838	362,704	436,426		6,074,669
Total Cash Receipts	22,984,117	47,127,890	24,687,128	58,706,842	42,063,559	19,259,672	34,329,586	83,279,495	61,921,174	147,716,221	33,986,418	31,352,315	607,414,417
CASH DISBURSEMENTS													
Purchased Services and Supplies	8,337,656	8,848,094	9,830,316	14,066,828	9,211,616	17,834,249	16,797,988	10,625,072	8,884,185	8,745,490	7,856,645	9,507,829	130,545,668
Rate Range Assessment Fee CY22								1,870,676					1,870,676
Rate Range IGT CY22								11,114,825					11,114,825
Rate Range IGT CY21								193,033					193,033
IGT MEDICAL GME	325,968	86,140		332,488			342,267			342,267	322,436		11,796,864
GPP	7,582,884			10,377,786			5,387,592		13,262,181				36,580,403
PNPP SFY12-13		240,122											240,122
IGT EPP		6,206,776						7,446,172					13,652,948
IGT QIP								21,906,674					21,906,674
GPP Transfer to HD/BH (3 Fys)							1,603,047						1,603,047
Building Lease / Rental Equipment	194,125											184,021	378,146
Unfunded Actuarial Liability (UAL) Annual Allocation								13,948,989					13,948,989
COP Principal & Interest Payments					4,541,347				441,454				4,982,801
Payroll and Benefits	18,088,256	25,062,168	18,110,256	18,453,600	18,475,269	18,360,499	27,588,729	19,050,488	18,886,256	19,015,299	19,080,389	20,885,906	241,057,113
Workers Comp Allocation					4,909,589								4,909,589
Property Insurance					1,476,025								1,476,025
Liability Insurance					1,839,738								1,839,738
COWCAP	4,933,569	21,561											4,955,130
Data Processing	1,010,147					1,103,120	220,583	220,583		441,114	220,686	297,516	3,513,747
Pension Fund Transfer to County	3,066,755												3,066,755
Capital Expenses Fund 404		897,959	55,034	68,048	12,779	100,720	25,140	63,885	141,554	63,173	163,644	1,801,004	3,392,939
Capital Expenditures		685,106	473,712	959,561	261,642	331,873	405,765	1,294,930	209,310	936,614	404,487	1,370,758	7,333,758
Total Cash Disbursements	43,509,360	42,047,927	28,469,318	44,258,011	40,728,006	37,730,460	52,371,071	87,735,326	41,824,939	29,543,956	28,046,286	34,047,033	520,358,990
Increase/(Decrease)	(20,525,243)	5,079,963	(3,782,190)	14,448,831	1,335,554	(18,470,788)	(18,041,485)	(4,455,831)	20,096,235	118,172,264	5,938,132	(2,694,718)	87,055,427
Ending Cash Fund 451	142,308,392	147,388,355	143,606,166	158,054,997	159,390,551	140,919,763	122,878,278	118,422,446	138,518,681	256,690,946	262,629,078	259,934,360	249,889,063
(-) Cash In Transit						10,177,223							
(+) Petty Cash and CC	16,984	8,381	9,913	10,341	22,659	9,326	9,294	14,658	10,010	11,716	15,680		
Ending Cash as per E/L	142,325,376	147,396,736	143,616,079	158,065,338	159,413,209	151,106,311	122,887,571	118,437,104	138,528,691	256,702,662	262,644,758	259,934,360	
Fund 404													
Beginning Balance	64,093,731	64,093,731	63,195,772	63,140,738	63,072,690	63,059,910	62,959,191	62,934,050	62,870,166	62,728,612	62,665,439	62,501,795	
Transfer In from fund 451													
Transfer Out fund 404		(897,959)	(55,034)	(68,048)	(12,779)	(100,720)	(25,140)	(63,885)	(141,554)	(63,173)	(163,644)	(1,801,004)	
Capital Expenditures													
Ending Cash Fund 404	64,093,731	63,195,772	63,140,738	63,072,690	63,059,910	62,959,191	62,934,050	62,870,166	62,728,612	62,665,439	62,501,795	60,700,792	
Ending Cash Fund 451 & 404	206,402,122	210,584,127	206,746,903	221,127,687	222,450,461	203,878,953	185,812,328	181,292,612	201,247,293	319,356,385	325,130,873	320,635,152	