



**Finance Committee
SPECIAL Meeting
2024**

October 4, 2024



Finance Committee SPECIAL Meeting
Friday, October 4, 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: 999 0919 4799 when prompted. You will then enter the Password: 277854 when prompted.

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

<https://natividad.zoom.us/j/99909194799?pwd=vfbFZbujcEuU430Eti0QA2FT1ZbfQE.1>

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.)

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

REASONABLE ACCOMMODATIONS; MODIFICATIONS: Individuals with disabilities who desire to request a reasonable accommodation or modification to observe or participate in the meeting may make such request by sending an email to Natividadpubliccomments@natividad.com. 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 September 13, 2024 Finance Committee. *Pages 5-9*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 10-19*

Scheduled Items/Discussion Items

3. Receive and Approve August 2024 Financial Report. *Pages 20-32*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING
FRIDAY, November 8, 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 SPECIAL Meeting
Friday, October 4, 2024
Consent Items

Attachment A

<p>1. <i>Pages 10-11</i></p>	<p>Authorize the Chief Executive Officer for Natividad or his designee to execute amendment No. 2 to the agreement with Healthcare Transformation, Inc. dba HCT Executive Interim Management and Consulting for interim management services, including but not limited to Nursing Directors, Executive Interim Leadership, Clinic Services Management and Ancillary Management extending the agreement one (1) year period (November 28, 2024 through November 27, 2025) for a revised full agreement term of November 28, 2022 through November 27, 2025, and adding \$250,000 for a revised total agreement amount not to exceed \$850,000.</p>
<p>2. <i>Pages 12-13</i></p>	<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-15959) with NeoGenomics, Laboratories, Inc. for patient specimen testing services, extending the agreement an additional twelve (12) month period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2017 through July 31, 2025, and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.</p>
<p>3. <i>Pages 14-15</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 9 to the agreement (A-13298) with Net Health Systems, Inc. for physical therapy outpatient, scheduling, home exercise, analytics (ReDoc xFit) and Agility packages,, extending the agreement an additional one (1) year period (December 1, 2024 through November 30, 2025) for a revised full agreement term of August 31, 2016 through November 30, 2025, and adding \$81,788 for a revised total agreement amount not to exceed \$680,617.</p>
<p>4. <i>Pages 16-17</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Clinical Management Consultants for recruitment services for director and executive level positions, extending the agreement an additional one (1) year period (November 21, 2024 through November 20, 2025) for a revised full agreement term of November 21, 2022 through November 20, 2025, and adding \$150,000 for a revised total agreement amount not to exceed \$250,000.</p> <p>b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$10,000) of the original cost of the agreement, for total contract liability of (\$280,000).</p>
<p>5. <i>Pages 18-19</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 7 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 nine-month period (October 1, 2024 through June 30, 2025) for a revised full agreement term of October 1, 2016 through June 30, 2025 and adding \$2,700,000 for a revised total aggregate amount for all contracts not to exceed \$12,970,000.</p>



Finance Committee Meeting
Friday, September 13, 2024
8:30 AM
NATIVIDAD ROOM
1ST FLOOR, BUILDING 200
MINUTES

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

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

Absent: Mitch Winick

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

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

Absent

Mitch Winick

Agenda Additions/Corrections

Noemi Breig

- *None*

Public Comments (Limited 3 minutes per speaker)

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Approval of Minutes

1. Approve the Minutes of August 9, 2024 Finance Committee.

MOTION: Motion to approve the minutes of August 9, 2024, Finance Committee Meeting moved by Dr. Charles Harris, seconded by Dr. Valerie Vigil, and approved unanimously.

Consent Items

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

MOTION: Motion to approve Consent Item 2 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 8, moved by Dr. Charles Harris, seconded by Dr. Valerie Vigil and approved unanimously.

Scheduled Items/Discussion Items

3. Receive and Approve July 2024 Financial Report.

Daniel Leon, CFO

MOTION: Motion to accept the July 2024 Financial Report moved by Dr. Charles Harris, seconded by Dr. Valerie Vigil, and approved unanimously.

Adjournment at 8:43 AM

Recorded by Noemi Breig



**Finance Committee Meeting
Friday, September 13, 2024
Consent Items
MINUTES
Attachment A**

1.	<p>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Sheryl Laurissa Recinos dba Recinos Family Medicine, a California professional corporation to provide hospitalist services for an amount not to exceed \$800,000 for the period October 1, 2024 to September 30, 2026; and</p> <p>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to these agreements 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>
2.	<p>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-15979) with Natalie La Corte Medical Corporation to provide hospitalist services extending the term of the agreement by twenty-four months (October 1, 2024 to September 30, 2026) for a revised full agreement term August 26, 2022 to September 30, 2026, but with no change to the original amount not to exceed of \$300,000 in the aggregate; and</p> <p>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to these agreements where the total amendments do not significantly change the scope of work, do not exceed 10% (\$30,000) of the original contract amount and do not increase the total contract amount above \$330,000.</p>
3.	<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-15010) with Ventana Faculty Medical Associates to provide family medicine physician and physician assistant services, extending the term an additional twelve months (July 1, 2025 to June 30, 2026) for a revised full agreement term of November 1, 2020 to June 30, 2026, adding \$300,000 for a revised total not to exceed amount of \$1,500,000 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 exceed 10% (\$50,000) of the original contract amount and do not increase the total contract amount above \$1,550,000.</p>
4.	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Hospital Controller classification as indicated in Attachment A effective September 21, 2024; and</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
5.	<p>a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Supervising Certified Phlebotomy Technician with the salary range as indicated in Attachment A effective September 21, 2024; and</p>

	<p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
6.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 12 to the agreements with Medical Search, LLC d.b.a. SUMO Medical Staffing (A-12896) and MDA Holdings, Inc. d.b.a. Medical Doctor Associates (A-12899) and renewal & amendment No. 13 to the agreement with Staff Care, Inc. (A-12897) for locum tenens physician referral services at NMC pursuant to the Request for Proposals (RFP) #9600-61, extending the agreement an additional six (6) month period (July 1, 2024 through December 31, 2024) for a revised full agreement term of August 1, 2015 through December 31, 2024, and adding \$2,700,000 for a revised total aggregate amount not to exceed \$16,700,000.</p>
7.	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Agreement with Medical Information Technology, Inc., (MEDITECH) for Traverse Exchange Subscription services at no cost with an agreement term September 30, 2024 through June 30, 2027.</p> <p>b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, limitations on liability, and limitations on damages provisions within the agreement.</p>
8.	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with DataBank IMX, LLC for onbase software maintenance services at NMC for an amount not to exceed \$49,132 with an agreement term retroactive from July 1, 2024 through June 30, 2025.</p> <p>b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification, and insurance provisions within the agreement.</p>

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Healthcare Transformation, Inc. dba HCT Executive Interim Management and Consulting
Amendment No. 2 Legistar Number: _____**

..Title

Authorize the Chief Executive Officer for Natividad or his designee to execute amendment No. 2 to the agreement with Healthcare Transformation, Inc. dba HCT Executive Interim Management and Consulting for interim management services, including but not limited to Nursing Directors, Executive Interim Leadership, Clinic Services Management and Ancillary Management extending the agreement one (1) year period (November 28, 2024 through November 27, 2025) for a revised full agreement term of November 28, 2022 through November 27, 2025, and adding \$250,000 for a revised total agreement amount not to exceed \$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 amendment No. 2 to the agreement (A-16297) with Healthcare Transformation, Inc. dba HCT Executive Interim Management and Consulting for interim management services, extending the agreement an additional one (1) year period (November 28, 2024 through November 27, 2025) for a revised full agreement term of November 28, 2022 through November 27, 2025, and adding \$250,000 for a revised total agreement amount not to exceed \$850,000.

SUMMARY/DISCUSSION:

Hospital & Clinic Management is the continuous process of abiding by legal, ethical, and professional standards applicable to a healthcare organization. Effective Hospital & Clinic Management requires the development of processes, policies, and procedures to define appropriate conduct, educate staff, and monitor adherence to these guidelines. Management encompasses many areas including patient care, reimbursement, billing, managed care, OSHA, and HIPAA privacy and security. The Interim Leadership while recruiting for these hard to fill positions is essential to maintaining the hospital compliance and legal requirements.

This firm is being retained to provide interim management services until Natividad is able to identify and hire a replacement staff or until critical staff returns from an authorized leave of absence.

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 October 11, 2024.

FINANCING:

The cost for this amendment No. 2 is \$250,000, of which \$250,000 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:

This action ensures Natividad's compliance with all applicable state and federal laws requiring clinic/RN leadership and that these essential services will remain available to patients and the community.

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

Prepared by: Janine Bouyea, Assistant Administrator, Human Resources Department, 783-2701
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

- Healthcare Transformation, Inc. dba HCT Executive Interim Management and Consulting Amendment No. 2
- Healthcare Transformation, Inc. dba HCT Executive Interim Management and Consulting Amendment No. 1
- Healthcare Transformation, Inc. dba HCT Executive Interim Management and Consulting Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

NeoGenomics Laboratories, Inc. Renewal and Amendment No. 5

Legistar Number: A-15959

..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-15959) with NeoGenomics, Laboratories, Inc. for patient specimen testing services, extending the agreement an additional twelve (12) month period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2017 through July 31, 2025, and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.

..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-15959) with NeoGenomics, Laboratories, Inc. for patient specimen testing services, extending the agreement an additional twelve (12) month period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2017 through July 31, 2025, and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.

SUMMARY/DISCUSSION:

NeoGenomics Laboratories, Inc. (Neogenomics) provides a variety of specialized lab specimen testing for Natividad including but not limited to a wide range of oncology testing. Their testing platforms are varied and quite comprehensive. NeoGenomics has been in the industry providing specimen testing services for over a decade. Their Client Service Advocates answer questions regarding test information, specimen requirements, turnaround times, test add-on, and patient results. Client Services Advocates may also direct calls immediately to a technical or medical expert as necessary or requested. Natividad has been very satisfied with the level of service provided and is seeking to extend the term of the services agreement with NeoGenomics.

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 October 11, 2024

FINANCING:

The cost for this renewal and amendment No. 5 is \$ 100,000.00 of which is included in the FY 2024-2025 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 451-9600-6605.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The specialized lab specimen testing services are part of patient care making these services an important part of the quality health care services provided to patients at Natividad.

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

Prepared by: Arthur Tiongson, Natividad Hospital Lab Manager, 831-772-7660
Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:

- Neogenomics Laboratories Inc Renewal and Amendment 5
- Neogenomics Laboratories Inc Amendment 4
- Neogenomics Laboratories Inc Amendment 3
- Neogenomics Laboratories Inc Amendment 2
- Neogenomics Laboratories Inc Amendment 1
- Neogenomics Laboratories Inc Agreement
- Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Net Health Systems, Inc. Amendment No. 9

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 9 to the agreement (A-13298) with Net Health Systems, Inc. for physical therapy outpatient, scheduling, home exercise, analytics (ReDoc xFit) and Agility packages,, extending the agreement an additional one (1) year period (December 1, 2024 through November 30, 2025) for a revised full agreement term of August 31, 2016 through November 30, 2025, and adding \$81,788 for a revised total agreement amount not to exceed \$680,617.

..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. 9 to the agreement (A-13298) with Net Health Systems, Inc. for physical therapy outpatient, scheduling, home exercise, analytics (ReDoc xFit) and Agility packages,, extending the agreement an additional one (1) year period (December 1, 2024 through November 30, 2025) for a revised full agreement term of August 31, 2016 through November 30, 2025, and adding \$81,788 for a revised total agreement amount not to exceed \$680,617.

SUMMARY/DISCUSSION:

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

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

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

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 9 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 9 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on October 4, 2024.

FINANCING:

The cost for this amendment No. 9 is \$81,788 of which is included in the FY 2024-25 Adopted Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6408.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Raquel Mojica, IT Operations Manager, 783-2812

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

Attachments:

- Net Health Systems, Inc. Amendment No. 9
- Net Health Systems, Inc. Amendment No. 8
- Net Health Systems, Inc. Amendment No. 7
- Net Health Systems, Inc. Amendment No. 6
- Net Health Systems, Inc. Amendment No. 5
- Net Health Systems, Inc. Amendment No. 4
- Net Health Systems, Inc. Amendment No. 3
- Net Health Systems, Inc. Renewal and Amendment No. 2
- Net Health Systems, Inc. Amendment No. 1
- Net Health Systems, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Clinical Management Consultant Amendment No. 1

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Clinical Management Consultants for recruitment services for director and executive level positions, extending the agreement an additional one (1) year period (November 21, 2024 through November 20, 2025) for a revised full agreement term of November 21, 2022 through November 20, 2025, and adding \$150,000 for a revised total agreement amount not to exceed \$250,000.
- 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% (\$10,000) of the original cost of the agreement, for total contract liability of (\$280,000).

..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 amendment No. 1 to the agreement with Clinical Management Consultants for recruitment services for director and executive level positions, extending the agreement an additional one (1) year period (November 21, 2024 through November 20, 2025) for a revised full agreement term of November 21, 2022 through November 20, 2025, and adding \$150,000 for a revised total agreement amount not to exceed \$250,000.
- 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% (\$10,000) of the original cost of the agreement, for total contract liability of (\$280,000).

SUMMARY/DISCUSSION:

The services provided to NMC by Clinical Services Management are essential for the continuous process of abiding by legal, ethical, and professional standards applicable to healthcare organizations. Effective Hospital & Clinic Management requires the development of processes, policies, and procedures to define appropriate conduct, educate staff, and monitor adherence to these guidelines. Management encompasses many areas including patient care, reimbursement, billing, managed care, OSHA, and HIPAA privacy and security. The contingent placement options for these hard to fill positions is essential to finding the skill and expertise, to have a permanent placement, and limit possible disruption to the hospital compliance and legal requirements.

This firm is being retained to provide permanent placement of candidates for essential hard to fill positions.

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 October 4, 2024.

FINANCING:

The cost for this amendment No. 1 is \$150,000 of which \$150,000 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 451-9600-8650.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This action ensures NMC's compliance with all applicable state and federal laws requiring oversight by these critical and hard to fill positions, ensuring these essential services will remain available to patients and the community.

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

Prepared by: Janine Bouyea, Chief People Operations Officer, 831-783-2701

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

Attachments:

Clinical Management Consultants Agreement

Attachments on file with the Clerk of the Board.

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment 7 to Debt Collection Services Master Agreements per RFP #9600-64

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 7 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 nine-month period (October 1, 2024 through June 30, 2025) for a revised full agreement term of October 1, 2016 through June 30, 2025 and adding \$2,700,000 for a revised total aggregate amount for all contracts not to exceed \$12,970,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

..Title

Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 7 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 nine-month period (October 1, 2024 through June 30, 2025) for a revised full agreement term of October 1, 2016 through June 30, 2025 and adding \$2,700,000 for a revised total aggregate amount for all contracts not to exceed \$12,970,000.

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 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 amendment No. 7 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 October 11, 2024, after the Board of Supervisors' consideration of this Amendment at its September 10, 2024

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

FINANCING:

The cost for this amendment No. 7 is \$2,700,000 of which \$750,000 is included in the Fiscal Year 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 Debt Collection Services agreements give Natividad Medica 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. 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



FINANCIAL STATEMENTS

AUGUST 31, 2024

09/20/24

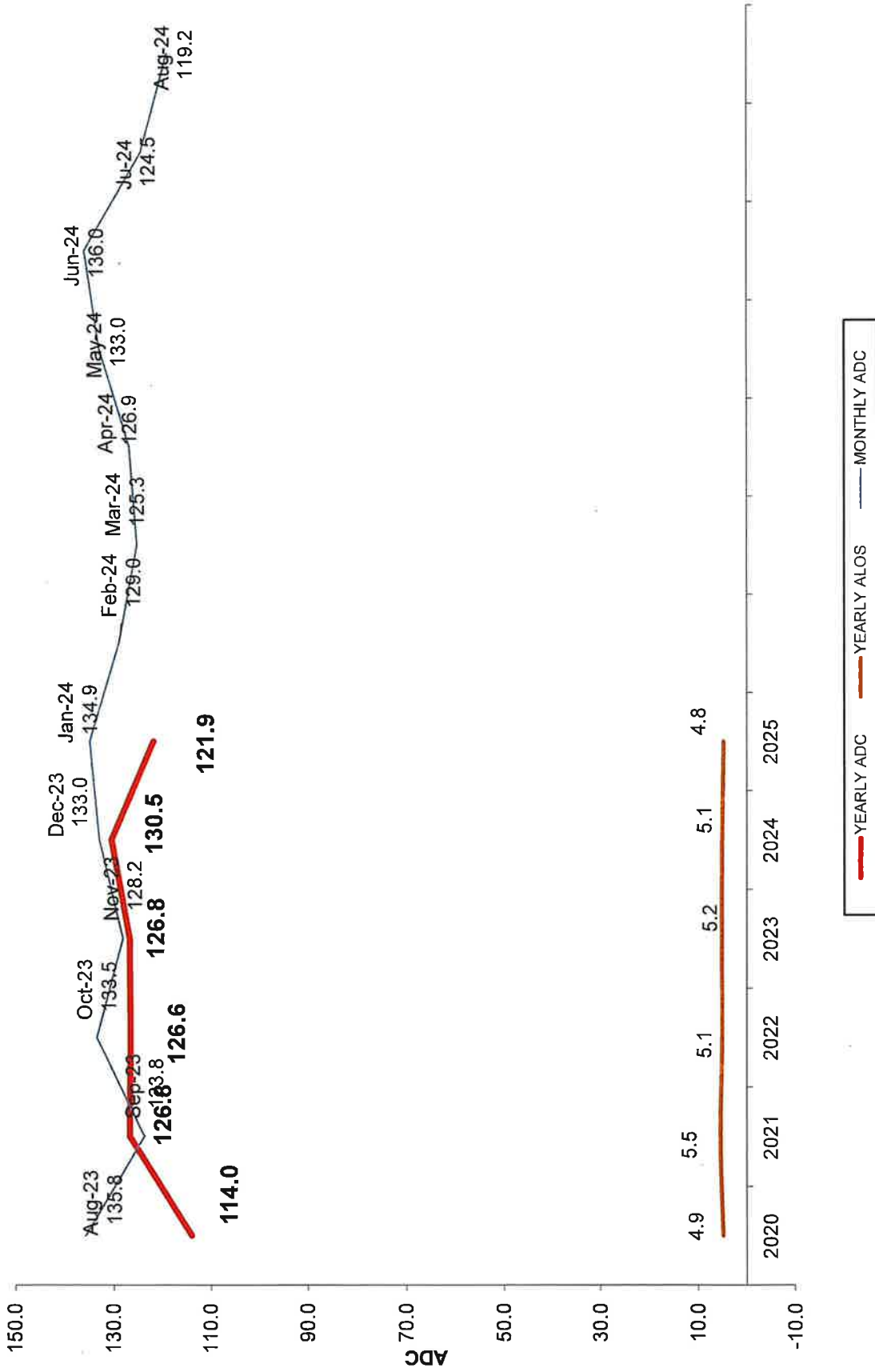


FINANCIAL STATEMENTS

AUGUST 31, 2024

I N D E X

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5	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
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**NATIVIDAD
STATISTICAL REPORT
August 31, 2024**

	Month-To-Date						Year-To-Date			
	06-24	07-24	08-24	Budget			Budget	Current	Prior Yr	%
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PY			
1	283	290	250	233	NICU	15	465	540	440	22.73%
2	1,837	1,676	1,598	1,926	Med/Surg	57	3,853	3,274	4,116	-20.46%
3	190	178	196	204	ICU	10	408	374	429	-12.82%
4	114	107	109	88	Peds	12	175	216	123	75.61%
5	795	772	799	770	Acute Rehab	28	1,539	1,571	1,532	2.55%
6	345	320	325	314	OB/Gyn	27	628	645	619	4.20%
7	3,564	3,343	3,277	3,534	TOTAL ACUTE	149	7,068	6,620	7,259	-8.80%
8	515	516	419	453	Psychiatric	19	905	935	858	8.97%
9	4,079	3,859	3,696	3,987	TOTAL DAYS	168	7,973	7,555	8,117	-6.92%
10	296	295	316	305	Nursery	18	611	611	608	0.49%
					AVERAGE DAILY CENSUS					
11	92.3	82.9	79.9	89.2	Acute	121	89.2	81.4	92.4	-11.90%
12	26.5	24.9	25.8	24.8	Acute Rehab	28	24.8	25.3	24.7	2.43%
13	17.2	16.6	13.5	14.6	Psychiatric	19	14.6	15.1	13.8	9.42%
14	136.0	124.5	119.2	128.6	TOTAL	168	128.6	121.9	130.9	-6.88%
15	9.9	9.5	10.2	9.9	Nursery	18	9.9	9.9	9.8	1.02%
					PERCENTAGE OF OCCUPANCY					
16	76.3%	68.5%	66.0%	73.7%	Acute		73.7%	67.3%	76.4%	-11.9%
17	94.6%	88.9%	92.1%	88.6%	Acute Rehab		88.6%	90.4%	88.2%	2.4%
18	90.5%	87.4%	71.1%	76.8%	Psychiatric		76.8%	79.5%	72.6%	9.4%
19	81.0%	74.1%	71.0%	76.5%	TOTAL		76.5%	72.6%	77.9%	-6.9%
20	55.0%	52.8%	56.7%	55.0%	Nursery		55.0%	55.0%	54.4%	1.0%
					ADMISSIONS					
21	690	686	670	666	Acute		1,333	1,356	1,387	-2.24%
22	51	54	58	59	Acute Rehab		119	112	115	-2.61%
23	47	46	46	50	Psychiatric		101	92	110	-16.36%
24	788	786	774	776	TOTAL		1,552	1,560	1,612	-3.23%
25	192	190	200	188	Nursery		376	390	390	0.00%
26	207	202	213	197	Deliveries		394	415	404	2.72%
					DISCHARGES					
27	635	658	652	632	Acute		1,265	1,310	1,342	-2.38%
28	54	53	56	60	Acute Rehab		119	109	118	-7.63%
29	46	45	46	51	Psychiatric		102	91	116	-21.55%
30	735	756	754	743	TOTAL		1,486	1,510	1,576	-4.19%
31	160	179	191	172	Nursery		344	370	352	5.11%
					AVERAGE LENGTH OF STAY					
32	5.2	4.9	4.8	5.1	Acute(Hospital wide no babies)		5.1	4.8	5.0	-4.00%
33	15.6	14.3	13.8	13.0	Acute Rehab		13.0	14.0	13.3	5.26%
34	2.7	2.4	2.5	2.6	OB/Gyn		2.6	2.5	2.4	4.17%
35	11.0	11.2	9.1	9.0	Psychiatric		9.0	10.2	7.8	30.77%
36	1.5	1.6	1.6	1.6	Nursery		1.6	1.6	1.6	0.00%
					OUTPATIENT VISITS					
37	4,879	4,794	4,938	5,267	Emergency Room		10,533	9,732	9,825	-0.95%
38	407	397	394	420	ER Admits		839	791	901	-12.21%
39	51.6%	50.5%	50.9%	54.1%	ER Admits as a % of Admissions		54.1%	50.7%	55.9%	-9.28%
40	6,880	7,639	7,223	6,541	Clinic Visits		13,081	14,862	13,132	13.17%
					ANCILLARY PROCEDURES BILLED					
41	54,978	55,747	54,969	56,020	Lab Tests		112,040	110,716	110,927	-0.19%
42	4,263	4,482	4,696	4,516	Radiology Procedures		9,031	9,178	9,209	-0.34%
43	255	274	249	242	MRI Procedures		484	523	505	3.56%
44	104	123	114	99	Nuclear Med Procedures		199	237	163	45.40%
45	1,223	1,372	1,416	1,307	Ultrasound Procedures		2,614	2,788	2,632	5.93%
46	2,836	3,065	2,736	2,570	CT Scans		5,140	5,801	4,489	29.23%
47	418	481	388	421	Surgeries		843	869	903	-3.77%
48	7.35	7.67	8.08	7.59	FTE'S PER AOB		7.59	7.86	7.21	9.02%
49	1,448.6	1,431.9	1,437.8	1,433.2	TOTAL PAID FTE'S		1,433.2	1,434.9	1,371.0	4.66%
50	5,909	5,786	5,521	5,850	ADJUSTED PATIENT DAYS		11,700	11,307	11,794	-4.13%

*ER Admits do not include LDED beginning JUL23.

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & 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	74,796,102	-	-	-	-	-	-	-	-	-	-	156,892,849
2 Pro Fees	5,988,046	5,984,959	-	-	-	-	-	-	-	-	-	-	11,973,007
3 Outpatient	43,980,366	39,882,209	-	-	-	-	-	-	-	-	-	-	83,872,575
4 Total Patient Revenue	132,073,161	120,665,270	-	-	-	-	-	-	-	-	-	-	252,738,431
Deductions from revenue													
5 Contractual Deductions	97,901,711	93,101,614	-	-	-	-	-	-	-	-	-	-	191,003,326
6 Bad Debt	6,654,066	1,230,033	-	-	-	-	-	-	-	-	-	-	7,884,099
7 Unable to Pay	51,412	39,812	-	-	-	-	-	-	-	-	-	-	91,224
8 Total Contractual Discounts	104,607,189	94,371,459	-	-	-	-	-	-	-	-	-	-	198,978,648
9 Net Patient Revenue	27,465,972	26,293,812	-	-	-	-	-	-	-	-	-	-	53,759,784
10 As a percent of Gross Revenue	20.80%	21.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	21.27%
Total Government Funding													
11	7,867,497	8,367,497	-	-	-	-	-	-	-	-	-	-	16,234,994
Other Operating Revenue:													
12 Rent Income	123,369	123,369	-	-	-	-	-	-	-	-	-	-	246,738
13 Interest Income	395,833	395,833	-	-	-	-	-	-	-	-	-	-	791,666
14 NMF Contribution	78,083	75,418	-	-	-	-	-	-	-	-	-	-	153,501
15 Other Income	458,382	484,966	-	-	-	-	-	-	-	-	-	-	943,348
16 Total Other Operating Revenue	1,055,667	1,079,586	-	-	-	-	-	-	-	-	-	-	2,135,253
17 TOTAL REVENUE	36,389,136	35,740,895	-	-	-	-	-	-	-	-	-	-	72,130,030
EXPENSE													
18 Salaries, Wages & Benefits	19,958,546	20,428,057	-	-	-	-	-	-	-	-	-	-	40,386,604
19 Registry	854,294	978,710	-	-	-	-	-	-	-	-	-	-	1,833,004
20 Phys/Residents SWB & Contract Fees	5,446,733	5,433,098	-	-	-	-	-	-	-	-	-	-	10,879,831
21 Purchased Services	3,450,731	3,243,958	-	-	-	-	-	-	-	-	-	-	6,694,689
22 Supplies	3,364,090	3,356,052	-	-	-	-	-	-	-	-	-	-	6,720,142
23 Insurance	422,523	553,273	-	-	-	-	-	-	-	-	-	-	975,797
24 Utilities and Telephone	430,279	418,860	-	-	-	-	-	-	-	-	-	-	849,139
25 Interest Expense	21,234	21,234	-	-	-	-	-	-	-	-	-	-	42,468
26 Depreciation & Amortization	963,054	956,840	-	-	-	-	-	-	-	-	-	-	1,919,894
27 Other Operating Expense	498,104	482,607	-	-	-	-	-	-	-	-	-	-	980,711
28 TOTAL EXPENSE	35,408,589	35,852,688	-	-	-	-	-	-	-	-	-	-	71,262,278
29 NET INCOME(LOSS)	979,546	(111,794)	-	-	-	-	-	-	-	-	-	-	867,753
Normalization for Extraordinary Items													
30 2023 Specialty Care Incentive	-	-	-	-	-	-	-	-	-	-	-	-	-
31 Hospital Quality Incentive Program CY23	-	-	-	-	-	-	-	-	-	-	-	-	-
32 Hospital Quality Incentive Program CY24 Q1	-	-	-	-	-	-	-	-	-	-	-	-	-
33 Total Extraordinary Items	-	-	-	-	-	-	-	-	-	-	-	-	-
34 NET INCOME BEFORE Extraordinary Items	\$ 979,546	\$ (111,794)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 867,753
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
36	-	-	-	-	-	-	-	-	-	-	-	-	-
37 CHANGE IN NET ASSETS	\$ 979,546	\$ (111,794)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 867,753

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

	CURRENT MONTH			YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 240,935,338	\$ 224,226,773	\$ (16,708,565)	\$ 262,974,529	\$ 224,226,773	\$ (38,747,756)	(14.7) %
2	23,983,667	22,983,667	(1,000,000)	24,483,667	22,983,667	(1,500,000)	(6.1)
3	79,342,050	78,560,532	(781,518)	73,671,049	78,560,532	4,889,483	6.6
4	32,898,821	52,781,096	19,882,275	28,400,726	52,781,096	24,380,370	85.8
5	5,717,984	6,168,162	450,178	5,657,905	6,168,162	510,258	9.0
6	3,706,634	2,071,799	(1,634,835)	4,940,081	2,071,799	(2,868,282)	(58.1)
7	386,584,494	386,792,029	207,535	400,127,957	386,792,029	(13,335,928)	(3.3)
8	365,921,504	366,307,377	385,873	364,679,228	366,307,377	1,628,149	0.4
9	(247,467,009)	(248,508,946)	(1,051,837)	(246,493,955)	(248,508,946)	(2,014,892)	(0.8)
10	118,464,495	117,798,531	(665,964)	118,185,274	117,798,531	(386,743)	(0.3)
11	141,975,730	141,937,877	(37,853)	141,978,596	141,937,877	(40,719)	(0.0)
12	\$ 647,024,719	\$ 646,528,437	\$ (496,283)	\$ 660,291,827	\$ 646,528,437	\$ (13,763,390)	(2.1) %
CURRENT ASSETS							
	CASH		(6.9) %				
	FUND AID		(4.2)				
	ACCOUNTS RECEIVABLE NET		(1.0)				
	STATE/COUNTY RECEIVABLES		60.4				
	INVENTORY		7.9				
	PREPAID EXPENSE		(44.1)				
	TOTAL CURRENT ASSETS		0.1				
	PROPERTY, PLANT & EQUIPMENT		0.1				
	LESS: ACCUMULATED DEPRECIATION		(0.4)				
	NET PROPERTY, PLANT & EQUIPMENT		(0.6)				
	OTHER ASSETS		(0.0)				
	TOTAL ASSETS		(0.1) %				
13	21,060,486	22,497,379	1,436,893	28,401,270	22,497,379	(5,903,891)	(20.8)
14	16,495,367	3,106,037	(13,389,330)	16,473,634	3,106,037	(13,367,597)	(81.1)
15	73,983,232	75,719,779	1,736,547	79,383,398	75,719,779	(3,663,620)	(4.6)
16	4,245,606	4,245,606	-	4,245,606	4,245,606	-	-
17	16,891,565	15,310,858	(1,580,707)	18,364,183	15,310,858	(3,053,325)	(16.6)
18	132,676,256	120,879,659	(11,796,597)	146,868,093	120,879,659	(25,988,433)	(17.7)
CURRENT LIABILITIES							
	ACCRUED PAYROLL		6.8				
	ACCOUNTS PAYABLE		(81.2)				
	MCARE/MEDICAL LIABILITIES		2.3				
	CURRENT PORTION OF DEBT		-				
	OTHER ACCRUALS		(9.4)				
	TOTAL CURRENT LIABILITIES		(8.9)				
LONG TERM LIABILITIES							
	LT ACCRUED LIABILITIES		(2.2)				
	UN EARNED CONTRIBUTIONS		-				
	LONG TERM PORTION OF C.O.P's		-				
	TOTAL LONG TERM DEBT		(0.3)				
FUND BALANCES							
	ACCUMULATED FUND		2				
	CHANGE IN NET ASSETS		(11.4)				
	TOTAL FUND BALANCES		2.3				
	TOTAL LIAB. & FUND BALANCES		(0.1) %				
19	2,453,366	2,398,549	(54,817)	2,508,183	2,398,549	(109,634)	(4.4)
20	-	-	-	-	-	-	-
21	13,364,949	13,364,949	-	13,364,949	13,364,949	-	-
22	15,818,316	15,763,498	(54,817)	15,873,133	15,763,498	(109,634)	(0.7)
23	497,550,602	509,017,527	11,466,925	490,591,814	509,017,527	18,425,712	4
24	979,546	867,753	(111,794)	6,358,787	867,753	(6,081,035)	(87.5)
25	498,530,148	509,885,279	11,355,131	497,550,602	509,885,279	12,334,677	2.5
26	\$ 647,024,719	\$ 646,528,437	\$ (496,283)	\$ 660,291,827	\$ 646,528,437	\$ (13,763,391)	(2.1) %

**NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 8/31/24**

BALANCE SHEET	<u>Beq. 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)	-	2,375,000		7,449,467	(11,273,034)	\$ (1,448,567)
Physician SPA	-	83,334				\$ 83,334
Rate Range IGT-CCAH- AB 915	8,910,234	2,666,666				\$ 11,576,900
Medical GME	745,727	551,666				\$ 1,297,393
Medical HPE	-	166,666		413,695	(787,991)	\$ (207,630)
Family First-COVID 19	-	41,666			(21,797)	\$ (21,797)
SB1732	-	466,666			(244,565)	\$ 222,101
Hospital Fee	-	166,666				\$ 166,666
MCMC EPP	9,269,945	2,666,666		7,904,703		\$ 19,841,313
MCMC QIP	13,024,643	5,500,000				\$ 18,524,643
GOVERNMENT RECEIVABLES	31,950,549	14,684,996	-	15,767,865	(12,327,387)	\$ 50,076,023
Accrued Donations	16,738	154,653			(213,100)	\$ (41,709)
Office Buildings	(8,374)	246,738			(33,640)	\$ 204,724
Miscellaneous Receivable	135,539	156,604			(233,892)	\$ 58,251
Probation	-	186,386			(14,211)	\$ 172,175
UCSF & TOURO University	25,900	16,567			(10,000)	\$ 32,467
Interest Accrued	(1)	791,666				\$ 791,665
Health Department	162,500	325,000				\$ 487,500
Watsonville	1,000,000					\$ 1,000,000
OTHER RECEIVABLES	1,332,302	1,877,614	-	-	(504,844)	\$ 2,705,073
STATE/COUNTY RECEIVABLES	\$ 33,282,851	\$ 16,562,610	\$ -	\$ 15,767,865	\$ (12,832,231)	\$ 52,781,096

P & L	YTD AUG-24
Medi-Cal DSH /SNCP	\$ 2,375,000
Physician SPA	\$ 83,334
AB915	\$ 551,666
SB 1732	\$ 466,666
HPE	\$ 41,666
Esperanza Care	\$ (83,334)
HD Residency Support	\$ (83,334)
MCMC EPP	\$ 2,666,666
MCMC QIP	\$ 5,500,000
Hospital Fee	\$ 166,666
Medical GME	\$ 166,666
CARES Act Fund Aid	\$ 1,500,000
Family First C-19 Response-FMAP Enhance-	\$ -
Rate Range IGT-CCAH-	\$ 2,666,666
Medicare Bi-Weekly Payment	\$ 216,666
GOVERNMENT FUNDING INCOME	\$ 16,234,994

NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF AUGUST 31, 2024

	CURRENT MONTH		YEAR - TO - DATE
1	\$ 240,935,338	CASH AT BEGINNING OF PERIOD	\$ 262,974,529
2		FROM OPERATIONS:	
3	11,355,131	NET INCOME/(LOSS)	12,334,678
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	1,051,837	DEPRECIATION/AMORT	\$ 2,014,892
6	12,406,969	SUBTOTAL	14,349,569
7		CHANGES IN WORKING CAPITAL:	
8	781,518	ACCOUNTS RECEIVABLE	(4,889,483)
	1,000,000	FUND AID STIMULUS	1,500,000
9	(19,882,275)	STATE/COUNTY RECEIVABLE	(24,380,370)
10	1,184,657	PREPAID EXPENSE & INVENTORY	2,358,025
11	1,436,893	ACCRUED PAYROLL	(5,903,891)
12	(13,389,330)	ACCOUNTS PAYABLE	(13,367,597)
13	1,736,547	MCARE/MEDICAL LIABILITIES	(3,663,620)
15	-	SHORT TERM DEBT	0
16	(1,580,707)	ACCRUED LIABILITIES	(3,053,326)
17	(28,712,697)	NET (DECREASE)/INCREASE	(51,400,261)
18		CAPITAL ADDITIONS:	
19	(385,873)	PP&E ADDITIONS	(1,628,149)
20	-	NBV OF ASSETS DISPOSED	-
19	-		-
21	(385,873)	TOTAL CAPITAL (Use of Cash)	(1,628,149)
22		FINANCING ACTIVITY:	
23	(54,817)	LONG TERM BOND DEBT	(109,634)
24	37,853	OTHER ASSETS	40,719
25	-	INVESTMENTS	-
26	(16,964)	TOTAL FINANCING	(68,915)
27	(16,708,565)	INC./(DEC.) IN CASH BALANCE	(38,747,756)
28	\$ 224,226,773	CASH BALANCE - END OF PERIOD	\$ 224,226,773

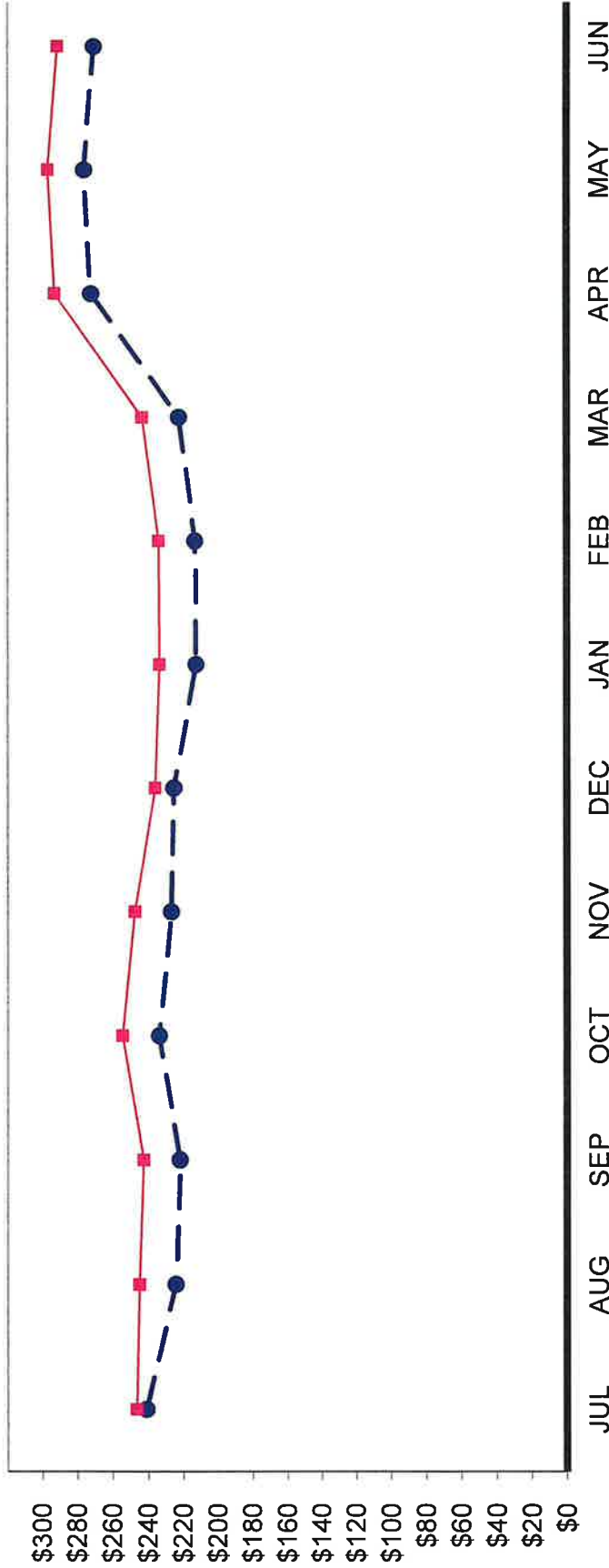
**NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2025**

	<u>BDGT-25</u>	<u>ESTIMATE FY2025</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 14,250,000	\$ 14,250,000	\$ -
Physician SPA	\$ 500,000	\$ 500,000	-
EPP	16,000,000	\$ 16,000,000	-
QIP	33,000,000	\$ 33,000,000	-
AB915	3,310,000	\$ 3,310,000	-
SB1732	2,800,000	\$ 2,800,000	-
CCAH Rate Range	16,000,000	\$ 16,000,000	-
HPE	250,000	\$ 250,000	-
Family First Corona Virus Response	-	\$ -	-
Esperanza Care Outside Purchased Service	(500,000)	\$ (500,000)	-
HD Residency Support	(500,000)	\$ (500,000)	-
Medical GME	1,000,000	\$ 1,000,000	-
CARES Act Fund Aid	6,000,000	\$ 6,500,000	500,000
Medicare Bi-Weekly Payments	1,300,000	\$ 1,300,000	-
Provider Fee	1,000,000	\$ 1,000,000	-
	<u>\$ 94,410,000</u>	<u>\$ 94,910,000</u>	<u>\$ 500,000</u>



Cash Flow Performance Fiscal Year 2024 (in Millions)

—●— YTD Projections
 —■— BUDGET 2024



Months	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	240.9	224.2	222	234	227	225	213	213	223	272	276	271
BDGT	246.4	244.9	242	255	247	236	233	234	243	293	297	291
Variance	(5.5)	(20.7)	(21)	(21)	(21)	(10)	(21)	(21)	(21)	(21)	(21)	(21)

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2025

	ACTUAL JUL	ACTUAL AUG	ESTIMATE SEP	ESTIMATE OCT	ESTIMATE NOV	ESTIMATE DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	<u>262,965,968</u>	<u>240,926,779</u>	<u>224,218,392</u>	<u>221,799,189</u>	<u>233,823,592</u>	<u>226,707,040</u>	<u>215,107,440</u>	<u>212,618,923</u>	<u>213,341,261</u>	<u>222,490,642</u>	<u>272,257,319</u>	<u>276,145,215</u>	262,965,968

CASH RECEIPTS

Patient Revenues (incl pro fees and lab cop)	24,303,677	26,813,241	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	20,805,201	300,334,082
Provider Fee											666,666	333,334	1,000,000
RR IGT CCAH										16,000,000			16,000,000
Stimulus -Family First Response COVID19													
SHORT DOYLE			1,260,416		457,447			457,447			457,447		2,632,759
HPE			41,667	41,667		41,667		41,667		41,667		41,667	250,000
Foundation Donations	15,019	196,929	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	811,948
MCAL Waiver CY24/GPP	11,273,034			3,562,500			3,562,500			3,562,500			21,960,534
Fund Aid	500,000	1,000,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	6,500,000
SB1732	244,565		303,945					2,496,055					3,044,565
HEALTH DEPARTMENT REIMB				311,241	167,122		278,423		141,241		245,319		1,143,346
MCAL GME		787,991	250,000			250,000			250,000			250,000	1,787,991
AB915											3,310,000		3,310,000
Rent Income	16,820	16,820	321,362	93,696	144,672	122,184	123,184	115,684	122,684	116,184	115,184	116,159	1,424,632
MCAL Final Settlement FYE 6/30/17 - duplicate pmt		3,150,196											3,150,196
Juvenile Hall													
QIP										33,000,000			33,000,000
EPP				7,381,933					8,618,067				16,000,000
Physician SPA												500,000	500,000
CCAH Hospital Quality Incentive Program (HQIP)			642,800		642,800			642,800			642,800		2,571,200
IGT Sub-Fund Transfer In/(Out)													
Fund 404 Transfer			55,034	68,048	12,779	100,720	25,140	63,885	141,554	63,173	163,644	1,134,862	1,828,839
Interest Income			737,499			1,686,365			1,686,365			1,686,365	5,796,594
Miscellaneous Revenue	533,520	368,333	459,925	364,933	388,841	259,494	832,578	241,251	420,285	299,531	272,783	382,764	4,824,238
Total Cash Receipts	36,886,635	32,333,511	26,832,336	41,774,805	26,422,009	18,658,905	36,133,478	31,024,528	38,664,490	79,930,370	33,399,505	25,810,352	427,870,924

CASH DISBURSEMENTS

Purchased Services and Supplies	14,544,027	22,057,534	8,987,651	8,987,651	8,987,651	8,987,651	8,987,651	8,987,651	8,987,651	8,987,651	8,987,651	8,987,651	126,478,070
Rate Range Assessment Fee CY22													
Rate Range IGT CY22													
Rate Range IGT CY21													
IGT MEDICAL GME													
GPP	7,449,467												7,449,467
MCAL FY17 FINAL SETTLEMENT	4,900,167												4,900,167
IGT EPP		7,904,703											7,904,703
IGT QIP													
GPP Transfer to HD/BH (3 FYs)													
Building Lease / Rental Equipment			196,152	196,152	196,152	196,152	196,152	196,152	196,152	196,152	196,152	196,152	1,961,523
Unfunded Actuarial Liability (UAL) Annual Allocation													
GOP Principal & Interest Payments					4,541,347				441,454				4,982,801
Payroll and Benefits	27,743,145	19,079,661	18,495,430	18,495,430	18,495,430	18,495,430	27,743,145	18,495,430	18,495,430	18,495,430	18,495,430	18,495,430	241,024,821
Workers Comp Allocation													
Property Insurance			1,043,559	1,043,559	1,043,559	1,043,559	1,043,559	1,043,559	1,043,559	1,043,559	1,043,559	1,043,559	10,435,593
Liability Insurance													
COWCAP	4,289,019												4,289,019
Data Processing						1,103,120	220,583	220,583		441,114	220,686	608,086	2,814,170
Pension Fund Transfer to County													
Capital Expenditures			528,746	1,027,609	274,421	432,593	430,906	1,358,815	350,863	999,787	568,131	1,910,143	7,882,014
Total Cash Disbursements	58,925,824	49,041,898	29,251,539	29,750,401	33,538,561	30,258,506	38,621,995	30,302,190	29,515,109	30,163,693	29,511,609	31,241,021	420,122,346
Increase/(Decrease)	(22,039,189)	(16,708,387)	(2,419,203)	12,024,403	(7,116,552)	(11,599,600)	(2,488,517)	722,338	9,149,381	49,766,677	3,887,896	(5,430,669)	7,748,578
Ending Cash Fund 451	240,926,779	224,218,392	221,799,189	233,823,592	226,707,040	215,107,440	212,618,923	213,341,261	222,490,642	272,257,319	276,145,215	270,714,546	270,714,546
(+) Cash In Transit							10,177,223						
(+) Petty Cash and CC	8,559	8,381	9,913	10,341	22,659	9,326	9,294	14,658	10,010	11,716	15,680	8,561	
Ending Cash as per G/L	240,935,338	224,226,773	221,809,102	233,833,933	226,729,699	225,293,989	212,628,217	213,355,918	222,500,651	272,269,035	276,160,894	270,723,107	

Fund 404

Beginning Balance	62,501,795	61,366,933	61,366,933	61,311,899	61,243,851	61,231,072	61,130,352	61,105,212	61,041,327	60,899,773	60,836,600	60,672,957	
Transfer In from fund 451													
Transfer Out fund 404	(1,134,862)	-	(55,034)	(68,048)	(12,779)	(100,720)	(25,140)	(63,885)	(141,554)	(63,173)	(163,644)	(1,134,862)	
Capital Expenditures													
Ending Cash Fund 404	61,366,933	61,366,933	61,311,899	61,243,851	61,231,072	61,130,352	61,105,212	61,041,327	60,899,773	60,836,600	60,672,957	59,538,094	
Ending Cash Fund 451 & 404	302,293,712	285,593,706	283,121,088	295,067,443	287,938,123	276,237,792	273,724,134	274,382,586	283,390,415	333,093,919	336,818,171	330,252,640	