



September 19, 2024

TO: Legal Counsel

News Media

Salinas Californian

El Sol

Monterey County Herald

Monterey County Weekly

KION-TV

KSBW-TV/ABC Central Coast

KSMS/Entravision-TV

The next regular meeting of the **FINANCE COMMITTEE - COMMITTEE OF THE WHOLE** of **SALINAS VALLEY HEALTH**<sup>1</sup> will be held **MONDAY, SEPTEMBER 23, 2024, AT 4:30 P.M., DOWNING RESOURCE CENTER ROOMS A, B, & C, SALINAS VALLEY HEALTH MEDICAL CENTER, 450 E. ROMIE LANE, SALINAS, CALIFORNIA.** (Visit <https://www.salinasvalleyhealth.com/about-us/healthcare-district-information-reports/board-of-directors/board-committee-meetings-virtual-link/> for *Public Access Information*).

A handwritten signature in black ink, appearing to read "Allen Radner".

Allen Radner, MD

President/Chief Executive Officer

Committee Voting Members: **Joel Hernandez Laguna**, Chair, **Juan Cabrera**, Vice-Chair, **Allen Radner, M.D.**, President/CEO; **Augustine Lopez**, Chief Financial Officer; and **Tarun Bajaj, M.D.**, Medical Staff Member.

Advisory Non-Voting Members: Sanjeev Tandon and Harry Wardwell, Community Members, Administrative Executive Team.

**FINANCE COMMITTEE  
COMMITTEE OF THE WHOLE  
SALINAS VALLEY HEALTH<sup>1</sup>**

**MONDAY, SEPTEMBER 23, 2024, 4:30 P.M.  
DOWNING RESOURCE CENTER, ROOMS A, B & C**

**Salinas Valley Health Medical Center  
450 E. Romie Lane, Salinas, California**

**(Visit [SalinasValleyHealth.com/virtualboardmeeting](https://www.SalinasValleyHealth.com/virtualboardmeeting) for Public Access Information)**

**AGENDA**

1. Call to Order / Roll Call

2. Public Comment

This opportunity is provided for members of the public to make a brief statement, not to exceed three (3) minutes, on issues or concerns within the jurisdiction of this District Board, which are not otherwise covered under an item on this agenda.

3. Approve Minutes of the Finance Committee Meeting of August 19, 2024 (HERNANDEZ LAGUNA)

- Motion/Second
- Public Comment
- Action by Committee/Roll Call Vote

4. Consider Recommendation for Board approval to award FTG Builders the contract for construction of the Monterey Bay G.I. Consultants Medical Group office space expansion at 212 San Jose Street 2nd Floor. (RAY)

- Staff Report
- Committee Questions to Staff
- Public Comment
- Committee Discussion/Deliberation
- Motion/Second
- Action by Committee/Roll Call Vote

5. Consider Recommendation for Board approval of the Terms for a Lease Agreement with Monterey Bay G.I. Consultants Medical Group for 212 San Jose Street, 2<sup>nd</sup> Floor (RAY)

- Staff Report
- Committee Questions to Staff
- Public Comment
- Committee Discussion/Deliberation
- Motion/Second
- Action by Committee/Roll Call Vote

<sup>1</sup>Salinas Valley Memorial Healthcare System operating as Salinas Valley Health

6. Consider Recommendation for Board Approval of Terms for a Lease and Services Agreement Between SVH and Johnny Blanchard, M.D., Inc. (RAY)
  - Staff Report
  - Committee Questions to Staff
  - Public Comment
  - Committee Discussion/Deliberation
  - Motion/Second
  - Action by Committee/Roll Call Vote
7. Consider Recommendation for Board approval of the terms presented for a Virtual Health Services Agreement with KeyCare Inc. (RADNER/RODRIGUEZ)
  - Staff Report
  - Committee Questions to Staff
  - Public Comment
  - Committee Discussion/Deliberation
  - Motion/Second
  - Action by Committee/Roll Call Vote
8. Closed Session
9. Reconvene Open Session
10. Financial and Statistical Review (LOPEZ)
11. Adjournment

The next Finance Committee Meeting is scheduled for **Monday, October 21, 2024 at 4:30 p.m.**

This Committee meeting may be attended by Board Members who do not sit on this Committee. In the event that a quorum of the entire Board is present, this Committee shall act as a Committee of the Whole. In either case, any item acted upon by the Committee or the Committee of the Whole will require consideration and action by the full Board of Directors as a prerequisite to its legal enactment.

The Committee packet is available at the Committee Meeting, at <https://www.salinasvalleyhealth.com/about-us/healthcare-district-information-reports/board-of-directors/meeting-agendas-packets/2024/>, and in the Human Resources Department of the District located at 611 Abbott Street, Suite 201, Salinas, California, 93901. All items appearing on the agenda are subject to action by the Committee.

Requests for a disability related modification or accommodation, including auxiliary aids or services, in order to attend or participate in a meeting should be made to the Board Clerk during regular business hours at 831-759-3050. Notification received 48 hours before the meeting will enable the District to make reasonable accommodations.

**FINANCE COMMITTEE MEETING  
COMMITTEE OF THE WHOLE  
SALINAS VALLEY HEALTH**

**AGENDA FOR CLOSED SESSION**

*Pursuant to California Government Code Section 54954.2 and 54954.5, the board agenda may describe closed session agenda items as provided below. No legislative body or elected official shall be in violation of Section 54954.2 or 54956 if the closed session items are described in substantial compliance with Section 54954.5 of the Government Code.*

**CLOSED SESSION AGENDA ITEMS**

**REPORT INVOLVING TRADE SECRET**

(Government Code §37606 & Health and Safety Code § 32106)

Discussion will concern: (Specify whether discussion will concern proposed new service, program, or facility): Trade secrets, strategic planning/proposed new programs and services

Estimated date of public disclosure: (Specify month and year): Unknown

**ADJOURN TO OPEN SESSION**

*CALL TO ORDER*  
*ROLL CALL*

*(Chair to call the meeting to order)*

*PUBLIC COMMENT*

**DRAFT SALINAS VALLEY HEALTH<sup>1</sup>**  
**FINANCE COMMITTEE**  
**COMMITTEE OF THE WHOLE**  
**MEETING MINUTES AUGUST 19, 2024**

Committee Member Attendance:

Voting Members Present: **Joel Hernandez Laguna**, Chair; **Augustine Lopez**, Chief Financial Officer; **Allen Radner, M.D.**, President/CEO and **Tarun Bajaj, M.D.**, Medical Staff Member;

Voting Members Absent: **Juan Cabrera**, Vice-Chair;

Advisory Non-Voting Members Present:

Via teleconference: Harry Wardwell and Michelle Childs, CHRO.  
In person: Clement Miller, COO, and Gary Ray, CLO.

Other Board Members Present, Constituting Committee of the Whole:

Via teleconference: Catherine Carson and Victor Rey.

*Juan Cabrera attended as a non-voting member via teleconference.*

## **1. CALL TO ORDER/ROLL CALL**

A quorum was present and Chair Joel Hernandez Laguna, called the meeting to order at 12:05 p.m. in the Heart Center Teleconference Room.

## **2. PUBLIC COMMENT:**

None.

## **3. MINUTES OF THE FINANCE COMMITTEE JULY 22, 2024**

Approve the minutes of the July 22, 2024 Finance Committee meeting. The information was included in the Committee packet.

**COMMITTEE MEMBER DISCUSSION:** None.

**PUBLIC COMMENT:** None.

### **MOTION:**

Upon motion by Committee Member Dr. Radner, and second by Committee Member Dr. Bajaj, the minutes of the July 22, 2024 Finance Committee were approved as presented.

### **ROLL CALL VOTE:**

Ayes: Chair Hernandez Laguna, Dr. Radner, Lopez, and Dr. Bajaj;

Nays: None;

Abstentions: None;

Absent: Vice Chair Cabrera.

**Motion Carried**

<sup>1</sup>Salinas Valley Memorial Healthcare System operating as Salinas Valley Health

**4. CONSIDER RECOMMENDATION TO THE BOARD OF DIRECTORS TO AWARD A CONSTRUCTION CONTRACT TO MCLAUGHLIN PAINTING & WATERPROOFING FOR THE MEDICAL CENTER CAMPUS EXTERIOR REPAINTING PROJECT**

Clement Miller, COO, reported that Salinas Valley Health implemented a comprehensive re-branding campaign, rolling out new logo and signage installations. Concurrently, leadership requested the development of a fresh color scheme consistent with re-branding goals and characteristics that will result in a new visual presentation of campus structures to the community. Several different color schemes were proposed, one was selected by the Executive Leadership Alignment Committee and subsequently approved by the Board in September of 2023.

WRD Architects prepared detailed plans and specifications. The City of Salinas reviewed the project and issued a minor modification to the Conditional Use Permit to allow execution of the project. Salinas Valley Health publicly advertised a request for contractor bids to complete the construction services required for the project. The advertisement was circulated in the Californian and Central Coast Builder's Exchange. At the close of bid period, on July 31 2024, eleven bids from painting contractors were received and publicly opened. After staff review of the bid packages submitted, Facilities Management identified McLaughlin Painting & Waterproofing as the lowest responsible, responsive bidder. The project is expected to be implemented in 8 phases on a building-by-building basis, completing one building before moving to the next building. Project duration is anticipated to take up to 10 months, dependent upon the weather.

A full report was included in the packet.

**COMMITTEE MEMBER DISCUSSION:** A Smaller portion of the work will begin within the near future; the remainder of the work will continue after the rainy season.

**PUBLIC COMMENT:** None.

**MOTION:**

Upon motion by Committee member Lopez and second by Committee member Dr. Radner, the Finance Committee recommends Board of Directors award McLaughlin Painting & Waterproofing the contract for SVH Medical Center Campus Exterior Building Repainting at 450 E. Romie Lane in the amount of \$669,580.00.

**ROLL CALL VOTE:**

Ayes: Chair Hernandez Laguna, Dr. Radner, Lopez, and Dr. Bajaj;

Nays: None;

Abstentions: None;

Absent: Vice Chair Cabrera.

**Motion Carried**

**5. CLOSED SESSION**

Chair Hernandez Laguna announced that items to be discussed in Closed Session as listed on the posted Agenda are *Report Involving Trade Secrets: Trade secret, strategic planning/proposed new programs and services*. The meeting recessed into Closed Session under the Closed Session Protocol at 12:11 p.m.



## **6. RECONVENE OPEN SESSION/REPORT ON CLOSED SESSION**

The Board reconvened Open Session at 1:31 p.m. Chair Hernandez Laguna announced in Closed Session, the Board received a *Report Involving Trade Secrets: Trade secret, strategic planning/proposed new programs and services*. No action was taken.

## **7. CONSIDER RECOMMENDATION FOR BOARD OF DIRECTORS' APPROVAL OF PROJECT BUDGET FOR THE SALINAS VALLEY HEALTH X-RAY ROOMS 1 AND 2 REPLACEMENT PROJECT, AND FOR AWARD OF CONTRACT TO PHILIPS FOR THE X-RAY EQUIPMENT SYSTEM AND SERVICE AGREEMENT**

Clement Miller, COO, and John Kazel, Director Imaging Services reported that Salinas Valley Health is pursuing x-ray equipment replacements to upgrade the hospital systems' capabilities to the latest standards in radiography. The Imaging department currently relies on two Siemens X-ray rooms, each surpassing 20 years of age. These systems are now considered outdated due to their antiquated computer processing, software, radiation dose efficiency, and image quality. The vendor no longer provides new parts or hardware/software updates, necessitating repairs with third-party refurbished parts, which are increasingly scarce. The aging systems also operate on an obsolete third-party Digital Radiography (DR) conversion system, heightening the risk of irreparable failures. A number of planning and review sessions involving the Diagnostic Imaging evaluation team were held weighing solutions from multiple vendors including Samsung and Philips. The Philips equipment package earned the most consideration for overall equipment and service features over time with state-of-the-art DR X-ray systems promising significant enhancements.

A full report was included in the packet.

**COMMITTEE MEMBER DISCUSSION:** None

**PUBLIC COMMENT:** None.

### **MOTION:**

Upon motion by Committee member Lopez and second by Committee member Dr. Bajaj, the Finance Committee recommends Board of Directors approval of (i) the total estimated project cost for the Salinas Valley Health X-Ray Rooms 1 and 2 Equipment Replacement projects in the budgeted amount of \$1,528,181 and \$1,471,820 respectively, and (ii) award equipment supply to Philips in the amount of \$562,616 and (iii) approve service agreement with Philips Healthcare in the amount of \$745,004.

### **ROLL CALL VOTE:**

Ayes: Chair Hernandez Laguna, Dr. Radner, Lopez, and Dr. Bajaj;

Nays: None;

Abstentions: None;

Absent: Vice Chair Cabrera.

**Motion Carried**

## **8. CONSIDER RECOMMENDATION FOR BOARD APPROVAL OF CAPITAL FUNDING FOR THE REPLACEMENT THE HOSPITAL BASED CARDIAC**

## **NUCLEAR MEDICINE CAMERA (D-SPECT) AND FIVE (5) YEAR SERVICE AGREEMENT WITH SPECTRUM DYNAMICS MEDICAL**

Clement Miller, COO, reported that The Nuclear Medicine department at Salinas Valley Health operates two cameras to conduct all necessary imaging exams. One camera is dedicated to inpatient cardiac nuclear medicine imaging, while the other supports non-cardiac nuclear medicine studies. The dedicated cardiac imaging camera requires replacement due to its age, sun-setting service support, lack of available parts, and increasing downtime. Consequently, Salinas Valley Health is pursuing the replacement of this essential piece of imaging equipment.

The current cardiac nuclear medicine camera (D-SPECT), installed in May 2012, has exceeded its planned useful life by two years. This system performs an average of four inpatient cardiac stress test exams daily, Monday through Friday. As of August 31, 2024, the equipment vendor, Spectrum Dynamics Medical, will no longer support this model, resulting in unavailability of OEM parts and the inability to renew the service contract.

In the past six months (February 2024 through July 2024), the system experienced 14 significant downtimes, totaling approximately one month of non-operational periods. While the project scope is limited, replacing the nuclear medicine camera will involve project management, architectural design, and minimal construction, necessitating HCAI engagement for permitting. The associated costs have been comprehensively scoped in the proposed project plan and included in the total project budget.

A full report was included in the packet.

**COMMITTEE MEMBER DISCUSSION:** None

**PUBLIC COMMENT:** None.

**MOTION:**

Upon motion by Committee member Dr. Bajaj and second by Committee member Dr. Radner, the Finance Committee recommends Board of Directors approval of (i) capital funding in the amount of \$852,418 for the replacement of the medical-center based D-SPECT Nuclear Medicine camera to include associated project/construction costs and (ii) sole source equipment purchase in the amount of \$435,773 from Spectrum Dynamics Medical and (iii) the five (5) year service agreement in the amount of \$195,505 with Spectrum Dynamics Medical.

**ROLL CALL VOTE:**

Ayes: Chair Hernandez Laguna, Dr. Radner, Lopez, and Dr. Bajaj;

Nays: None;

Abstentions: None;

Absent: Vice Chair Cabrera.

**Motion Carried**

## **9. FINANCIAL PERFORMANCE REVIEW**

An update was received from Augustine Lopez, CFO, on the Financial Performance Review for the month of July 2024. Highlights included Income from Operations (\$0.6)M, Net Income \$6.0M, and Days Cash on Hand of 371. A full report was included in the packet.

**COMMITTEE MEMBER DISCUSSION:** None.

## **10. BALANCED SCORECARD**

The Balanced Scorecard Summary for FY2024, was included in the Committee packet for committee review. Mr. Lopez provided a review of year-end metrics and progress.

**COMMITTEE MEMBER DISCUSSION:** None.

## **11. ADJOURNMENT**

There being no other business, the meeting was adjourned at 1:41 p.m. The next Finance Committee Meeting is scheduled for **Monday, September 23, 2024.**

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Joel Hernandez Laguna, Chair

## Board Paper: Finance Committee

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Agenda Item: **Consider Recommendation for Board of Directors Approval to Award Construction Contract to FTG Builders for the 2<sup>nd</sup> Floor Office Expansion of the Monterey Bay G.I. Consultants Medical Group Office Space at 212 San Jose Street Suites 201 and 202**

Executive Sponsor: Gary Ray, Chief Legal Officer

Date: August 23, 2024

### Executive Summary

SVMHS and Monterey Bay G.I. Consultants Medical Group have been partners in the endoscopy center, Monterey Bay Endoscopy LLC, since February of 2018. In 2019, SVMHS acquired 212 San Jose Street which had ambulatory surgery suites on the first floor in suite 100 and administrative office space that could be reconfigured into medical office space on the second floor in suite 200. The success of the endoscopy center and the GI practice has resulted in a need to expand administrative support (office) areas to allow the practice to maximize its potential. Suites 201 and 202 (the balance of available tenant space on the 2<sup>nd</sup> floor) will be leased to Monterey Bay GI Consultants Medical Group, Inc. under a current fair market value lease agreement.

### Background/Situation/Rationale

The project includes tenant improvements in two unfinished suites in an existing building located at 212 San Jose Street, Salinas CA for the Monterey Bay G.I. Consultants Medical Group to increase office space on the second floor. The improvements for the second level consist of a B occupancy type and do not have any special regulatory agencies involving beyond the City of Salinas planning, building, and fire departments. The cost of the tenant improvements will be amortized over the term of the lease agreement.

SVMHS publicly advertised a request for contractor bids to complete the construction services required for the project. The advertisement was circulated in the Californian and Central Coast Builder's Exchange. In addition, SVMHS performed a bid outreach to attract qualified general contractors and subcontractors in the local and regional area. A challenge with the project is the operational need to execute the work in an abbreviated timeframe. At the close of bid period on July 26, 2024 a single responsive bid from FTG Builders was received and publicly opened (Attachment 1). After staff review of the bid package submitted, SVMHS identified FTG Builders as the lowest responsible, responsive bidder. During review of the published bid elements that comprised the bid, Contractor and Owner Representation agreed value engineering efforts could reduce the bid price of \$829,916 by \$75,000 or more. The request to the Board is to authorize the award on the construction agreement to FTG Builders in an amount **Not-To-Exceed \$754,916.00**, subject to confirmation of buy-out targets with their subcontractors and suppliers.

### Timeline/Review Process to Date

September 2024 - Anticipated construction commencement

November 2024 - Project completion

### Meeting our Mission, Vision, Goals

### Strategic Plan Alignment

This transaction is aligned with the strategic initiatives outlined in our most recent strategic planning work for growth, in developing partnerships that drive value for our patients.

### Pillar/Goal Alignment

Service     People     Quality     Finance     Growth     Community

## Financial/Quality/Safety/Regulatory Implications

Key Contract Terms	Vendor: FTG Builders
1. Proposed effective date	Issuance of Notice to Proceed anticipated on September 9, 2024
2. Term of agreement	75 calendar days
3. Renewal terms	Not Applicable
4. Termination provision(s)	Provided in Bid Specifications-Part 12 of General Conditions- Section 007000
5. Payment Terms	Lump Sum
6. Annual cost	Not-To-Exceed \$754,916.00
7. Cost over life of agreement	Not Applicable
8. Budgeted (indicate y/n)	Yes. Reference project budget estimate information.

## Recommendation

**Recommend to the SVH Board of Directors to award FTG Builders the contract for construction of the Monterey Bay G.I. Consultants Medical Group office space expansion at 212 San Jose Street 2<sup>nd</sup> Floor in an amount Not-To-Exceed \$754,916.00**

## Attachments

- Attachment 1: Bid Package – July 26, 2024
- Attachment 2: Estimated Project Cost - August 12, 2024

**BID LETTER**

**FOR THE SVH MBay GI Office Expansion Project at 212 San Jose 2nd Fl, Salinas CA**

Pursuant to the Notice Inviting Bids, the undersigned bidder herewith submits a bid on the Bid Forms attached hereto and made a part hereof and binds itself on award by the Salinas Valley Memorial Health Care System under this bid to execute a Contract in accordance with its bid and the Contract Documents.

The Notice Inviting Bids, Instructions to Bidders, General Requirements, Supplementary Conditions, Technical Specifications, Appendices, Contract Drawings, and Addenda, if any, are made part of this bid and all provisions thereof are hereby accepted, and all representations and warranties required thereby are hereby affirmed.

This offer shall be irrevocable for a period of ninety (90) days after the date on which bids are opened.

The undersigned bidder understands that any clarification made to the above or any new and different conditions or information submitted on or with its Bid Forms, other than that requested, may render the bid non-responsive.

The undersigned, as bidder, declares that the only persons or parties interested in this bid as principals are those named herein; that this bid is made without collusion with any other person, firm or corporation and in submitting this bid, that it has carefully examined the location of the proposed work, the attached proposed form of contract, and the plans, specifications and the other Contract Documents; and agrees if this bid is accepted, that it will contract with SVMHS, on the form of contract included with these specifications, to provide all necessary labor, materials, equipment, machinery, apparatus and other means of construction, and to do all the work specified in the Contract Documents, in the manner and time therein prescribed, and according to the requirements of the Owner's Designated Representative as therein set forth, and that he will accept all full payment therefore based on the item prices set forth in its Schedule of Bid Prices.

The prices included within the Schedule of Bid Prices include all costs for labor, materials, tools, equipment, services, subcontractors, suppliers, taxes, insurance, shipment, delivery, overhead, profit and all other costs necessary to perform the work in accordance with the Contract Documents.

The undersigned bidder acknowledges receipt, understanding, and full consideration of the following addenda to the Contract Documents:

ADDENDA NOS. (if none, so state): NONE

Name of Bidder: FTG Builders Inc.

Business Address: 1565 Lafayette Street  
Santa Clara, CA 95050

Phone: (669) 231-0010 Fax: \_\_\_\_\_

Contractor's License No. # 754647

License Expiration Date 04/30/2025

Classification Type A - General Engineering, B - General Building

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

SVH  
MBay GI Office Expansion  
212 San Jose, 2nd Floor, Salinas

**SALINAS VALLEY MEMORIAL HEALTHCARE SYSTEM  
SVH MBay GI Consultant Office Expansion TI  
SCHEDULE OF BID PRICES**

**BASE BID PRICE:**

Contractor shall provide all materials, labor, tools, equipment and superintendence necessary to complete this project as indicated on the construction documents for the following amount:

\$ 829,916.<sup>00</sup>

**END OF SECTION 00 41 00**

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

**SVH**  
MBay GI Office Expansion  
212 San Jose, 2<sup>nd</sup> Floor,  
Salinas

**SECTION 00 41 00**

**SCHEDULE OF BID PRICES**

**2.01 GENERAL INSTRUCTIONS**

- A. Bidders are directed to submit a lump sum price for all Work set forth in the Contract Documents in the space for the "Base Bid" amount in the Schedule of Bid Prices. This lump sum shall include all costs for labor, materials, tools, equipment, services, subcontractors, suppliers, taxes, insurance, shipment, delivery, overhead, profit and all other costs necessary to perform the Work in accordance with the Contract Documents.
  
- B. If applicable, unit prices and lump sum prices must be entered in the appropriate spaces provided in the Schedule. Unit prices shall be multiplied by the Quantities shown, and the total shall be inserted in the AMOUNT column. In the event of any error or discrepancy between the Unit Price and the calculated AMOUNT, the Unit Price shall govern. Owner may correct any mathematical errors apparent on the face of the bid.

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

**SVH**  
M Bay GI Office Expansion  
212 San Jose, 2<sup>nd</sup> Floor,  
Salinas



If SOLE OWNER, sign here:

I sign as sole owner of the business named above:

\_\_\_\_\_

If PARTNERSHIP, one or more partners sign here:

The undersigned certify that we are partners in the business named above and that we sign this bid with the full authority to do so:

\_\_\_\_\_  
\_\_\_\_\_

If CORPORATION, execute here:

Corporate Name: FTG Builders INC.,

Incorporated under the laws of the State of CALIFORNIA

The undersigned certify that they sign this bid with the full and proper authorization so to do:

By  \_\_\_\_\_  
*Signature of Authorized Official\**

CEO / PRESIDENT  
*Title*

Rodney Terra Jr.  
*Typewritten or Printed Name*

By  \_\_\_\_\_  
*Signature of Authorized Official\**

Vice-President  
*Title*

Robert Giancola  
*Typewritten or Printed Name*

If JOINT VENTURE, execute here:

Joint Venture name composed of: \_\_\_\_\_

The undersigned certify that they sign this bid with the full and proper authorization so to do:

\_\_\_\_\_  
*Signature of Authorized Official\**

\_\_\_\_\_  
*Title*

\_\_\_\_\_  
*Typewritten or Printed Name*

\_\_\_\_\_  
*Signature of Authorized Official\**

\_\_\_\_\_  
*Title*

\_\_\_\_\_  
*Typewritten or Printed Name*

\*If bidder is a partnership or Joint Venture, give the full names of all partners and/or Joint Ventures in the space provided (use additional sheet if required). If bidder is a corporation, two signatures are required as follows: (1) the Chairman, President, or Vice-President and (2) the Secretary, Assistant Secretary, Chief Financial Officer or Assistant Treasurer. In the alternative, this Agreement may be executed by a single officer or a person other than an officer provided that evidence satisfactory to SVMHS is provided demonstrating that such individual is authorized to bind the corporation (example, a copy of a certified resolution from the corporation's board or a copy of the corporation's bylaws)

**END OF BID LETTER**

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

SVH  
M Bay GI Office Expansion  
212 San Jose, 2nd Floor, Salinas

**LIST OF SUBCONTRACTORS**

The Bidder is required to furnish the following information in accordance with the provisions of Sections 4100 to 4114, inclusive, of the Public Contract Code of the State of California. This list and information shall include all subcontractors that will perform work, provide labor or render services to the Bidder in connection with the project in an amount in excess of one-half of one percent of the total amount of Bidder's Grand Total Bid Price.

Do not list alternative subcontractors for the same work. Use additional sheets if necessary.

<b>NAME OF SUBCONTRACTOR</b>	<b>LICENSE NUMBER AND DIR REGISTRATION NO</b>	<b>LOCATION OF/ PLACE OF BUSINESS</b>	<b>PORTION OF WORK</b>
1. A&B Fire Protection and Safety, Inc.	License #: C1327620 DIR #: 1000014918	627 Brunken Ave Ste A-2 Salinas, CA 93902	Fire Suppression
2. B.T. Mancini Co., Inc.	License #: 229210 DIR #: 1000002989	876 S Milpitas Blvd Milpitas, CA 95035	Decorative Metal / Flooring
3. C&S Flooring Systems	License #: 4857978 DIR #: PW-LR-1001107957	1001 S. 5th Street San Jose, CA 95112	Flooring
4. Central Valley Casework, Inc.	License #: 837664 DIR #: 1000024021	7567 Road 28 Madera, CA 93637	Casework
5. Expert Drywall Systems, Inc.	License #: C0616292 DIR #: 1000005747	1141 Old Bayshore Hwy Suite 30 San Jose, CA 95112	Lath and Plaster
6. Jenco Inc, dba JM Electric	License #: 376938 DIR #: 100000800	400 Griffin St Salinas, CA 93901	Electrical
7. Kenny Rogers Plumbing, Inc.	License #: 904898 DIR #:	Boulder Creek, CA	Plumbing
8. Minton Door Company	License #: 830681 DIR #: 1000048341	1150 Elko Drive Sunnyvale, CA 94089	Doors and Windows
9. Service Metal Products, Inc.	License #: 1020458 DIR #: 1000006200	9828 Kitty Ln Oakland, CA 94603	Specialties
10. WM B. Saleh Co.	License #: C1217634 DIR #: 1000010542	407 Reservation Rd, Suite 3 Marina, CA 93933	Painting and Coating

**END LIST OF SUBCONTRACTORS**

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

SVH  
M Bay GI Office Expansion  
212 San Jose, 2nd Floor, Salinas

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Do not list alternative subcontractors for the same work. Use additional sheets if necessary.

NAME OF SUBCONTRACTOR	LICENSE NUMBER AND DIR REGISTRATION NO	LOCATION OF/ PLACE OF BUSINESS	PORTION OF WORK
1. Val's Plumbing & Heating, Inc.	License #: 236164 DIR #: 1000002483	413 Front Street Salinas, CA 93901	Plumbing
<del>R. Brothers Painting, Inc.</del>	<del>License #: 472978 DIR #:</del>	<del>707 W Hedding Street San Jose, CA 95110</del>	<del>Painting</del>
3. <del>Cinderella Carpet One</del>	<del>License #: 1006265 DIR #: 1000032759</del>	<del>6 Rossi Circle Ste C Salinas, CA 93907</del>	<del>Flooring</del>
4. CREATIVE WINDOW TUBERIOS	LICENSE # 877833 DIR # 1000004467	1867 LITTLE ORCHARD ST SAN JOSE, CA. 95125	WINDOW SHADES
5. <del>MI ELECTRIC</del>	<del>LICENSE # 1000000000 DIR # 1000000000</del>	<del>1025 N. HEDDING ST. # 143 SALINAS, CA 93901</del>	<del>ELECTRICAL</del>
6. Bruno Electric	LICENCE # C1735095 DIR # 1000054045	1420 DEER HAWK RD. MONTEREY, CA. 95940	Electrical
7. <del>Brady West Inc</del>	<del>LICENSE # 1000000000 DIR # 1000000000</del>	<del></del>	<del></del>
8.			
9.			
10.			

**END LIST OF SUBCONTRACTORS**

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

SVH  
M Bay GI Office Expansion  
212 San Jose, 2nd Floor, Salinas

**DISQUALIFICATION QUESTIONNAIRE**

The Bidder shall complete, under penalty of perjury, the following questionnaire:

Has the Bidder, any officer of the Bidder, or any employee of the Bidder who has proprietary interest in the Bidder, ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of a violation of law or a safety regulation?

Yes \_\_\_\_\_ No NO

If the answer is yes, explain the circumstances in the following space.

NAME OF BIDDER: Rodney Terra Jr. / FTG Builders Inc.

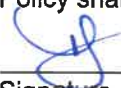
NOTE: This questionnaire constitutes a part of the Bid, and signature on the portion of this Bid shall constitute signature on this questionnaire.

**END OF DISQUALIFICATION QUESTIONNAIRE**

**ACKNOWLEDGEMENT OF INSURANCE REQUIREMENTS**

Included in the Bid Price is full compensation for the requirements set forth in Section 00 86 00, INSURANCE REQUIREMENTS of the Contract Documents, including:

- a) Workers' Compensation (per statutory requirement).  
Policy shall include a waiver of subrogation.
- b) Employer's Liability coverage.  
Two Million Dollars (\$2,000,000) per accident; and  
Two Million Dollars (\$2,000,000) each employee by disease.
- c) Commercial General Liability coverage (including but not limited to premises and operations; contractual liability; personal and advertising injury; explosion, collapse, and underground coverage; products and completed operations, and; broad form property damage) of not less than:  
Two Million Dollars (\$2,000,000) combined single limit per occurrence or claim; and  
Two Million Dollars (\$2,000,000) general aggregate.  
Policy shall include a Waiver of Subrogation and Additional Insured endorsement. Policy will also contain either a Cross Liability endorsement or Severability of Interests Clause.
- d) Business Automobile Liability Insurance coverage of not less than:  
Two Million Dollars (\$2,000,000) combined single limit occurrence.  
Policy shall include a Waiver of Subrogation and Additional Insured endorsement.

	/ President	July 26, 2024
Signature of Bidder/Title		Date

**END OF ACKNOWLEDGEMENT OF INSURANCE REQUIREMENTS**

**BIDDER'S BOND**

KNOW ALL PERSONS BY THESE PRESENTS:

That FTG Builders, Inc., as Principal, and Great American Insurance Company as Surety, are held and firmly bound unto the Salinas Valley Memorial Health Care System, hereinafter called SVMHS, in the sum of (\$) 10% of Bid, being at least ten percent (10%) of the total amount of the bid, for the payment of which sum in lawful money of the United States of America to SVMHS we bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

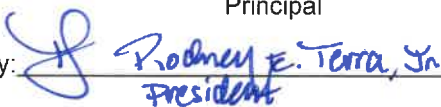
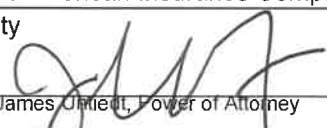
The condition of the above obligation is such that, whereas the Principal has submitted said bid to SVMHS;

NOW, THEREFORE, if the principal is awarded a Contract by SVMHS and, within the time and in the manner required by the Specifications, enters into a written Contract with SVMHS and furnishes the requisite bond or bonds and insurance certificates, then this obligation shall become null and void, otherwise to remain in full force and effect.

In the event suit is brought upon this bond by SVMHS and judgment is recovered, the Surety shall pay all costs incurred by SVMHS in such suit, including a reasonable attorneys fee to be fixed by the Court.

Dated July 23, 2024

TO BE CONSIDERED COMPLETE, BOTH THE PRINCIPAL AND SURETY MUST SIGN THIS BIDDER'S BOND. IN ADDITION, THE SURETY'S SIGNATURE MUST BE NOTARIZED AND A COPY OF THE SURETY'S POWER OF ATTORNEY MUST BE ATTACHED.

FTG Builders, Inc.  
Principal  
By:   
President  
Great American Insurance Company  
Surety  
By:   
James Jurek, Power of Attorney  
301 E. Fourth Street Cincinnati, Ohio 45202  
Address of Surety

**END OF BIDDERS BOND**

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

**GREAT AMERICAN INSURANCE COMPANY®**

Administrative Office: 301 E 4TH STREET • CINCINNATI, OHIO 45202 • 513-369-5000 • FAX 513-723-2740

The number of persons authorized by this power of attorney is not more than TWO

No. 0 21416

**POWER OF ATTORNEY**

**KNOW ALL MEN BY THESE PRESENTS:** That the GREAT AMERICAN INSURANCE COMPANY, a corporation organized and existing under and by virtue of the laws of the State of Ohio, does hereby nominate, constitute and appoint the person or persons named below, each individually if more than one is named, its true and lawful attorney-in-fact, for it and in its name, place and stead to execute on behalf of the said Company, as surety, any and all bonds, undertakings and contracts of suretyship, or other written obligations in the nature thereof; provided that the liability of the said Company on any such bond, undertaking or contract of suretyship executed under this authority shall not exceed the limit stated below.

Name	Address	Limit of Power
JAMES UNTIEDT	ALL OF	ALL
CYNTHIA P. CASTELLANO	SAN JOSE, CALIFORNIA	\$100,000,000.00

This Power of Attorney revokes all previous powers issued on behalf of the attorney(s)-in-fact named above.

IN WITNESS WHEREOF the GREAT AMERICAN INSURANCE COMPANY has caused these presents to be signed and attested by its appropriate officers and its corporate seal hereunto affixed this 11TH day of MARCH, 2020.

Attest

GREAT AMERICAN INSURANCE COMPANY



*Atty L C B*

Assistant Secretary

*Mark V Vicario*

Divisional Senior Vice President

MARK VICARIO (877-377-2405)

STATE OF OHIO, COUNTY OF HAMILTON - ss:

On this 11TH day of MARCH, 2020, before me personally appeared MARK VICARIO, to me known, being duly sworn, deposes and says that he resides in Cincinnati, Ohio, that he is a Divisional Senior Vice President of the Bond Division of Great American Insurance Company, the Company described in and which executed the above instrument; that he knows the seal of the said Company; that the seal affixed to the said instrument is such corporate seal; that it was so affixed by authority of his office under the By-Laws of said Company, and that he signed his name thereto by like authority.



**SUSAN A KOHORST**  
Notary Public  
State of Ohio  
My Comm. Expires  
May 18, 2025

*Susan A Kohorst*

This Power of Attorney is granted by authority of the following resolutions adopted by the Board of Directors of Great American Insurance Company by unanimous written consent dated June 9, 2008.

*RESOLVED: That the Divisional President, the several Divisional Senior Vice Presidents, Divisional Vice Presidents and Divisional Assistant Vice Presidents, or any one of them, be and hereby is authorized, from time to time, to appoint one or more Attorneys-in-Fact to execute on behalf of the Company, as surety, any and all bonds, undertakings and contracts of suretyship, or other written obligations in the nature thereof; to prescribe their respective duties and the respective limits of their authority; and to revoke any such appointment at any time.*

*RESOLVED FURTHER: That the Company seal and the signature of any of the aforesaid officers and any Secretary or Assistant Secretary of the Company may be affixed by facsimile to any power of attorney or certificate of either given for the execution of any bond, undertaking, contract of suretyship, or other written obligation in the nature thereof, such signature and seal when so used being hereby adopted by the Company as the original signature of such officer and the original seal of the Company, to be valid and binding upon the Company with the same force and effect as though manually affixed.*

**CERTIFICATION**

I, STEPHEN C. BERAHA, Assistant Secretary of Great American Insurance Company, do hereby certify that the foregoing Power of Attorney and the Resolutions of the Board of Directors of June 9, 2008 have not been revoked and are now in full force and effect.

Signed and sealed this 23rd day of July, 2024



*Atty L C B*

Assistant Secretary

**CALIFORNIA ACKNOWLEDGMENT**

**CIVIL CODE § 1189**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California }  
County of Santa Clara }

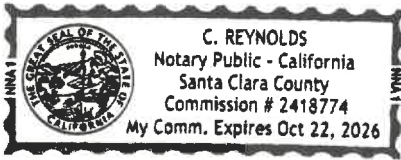
On 07-23-2024 before me, C Reynolds, Notary Public  
*Date Here Insert Name and Title of the Officer*

personally appeared James Untiedt  
*Name(s) of Signer(s)*

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Place Notary Seal and/or Stamp Above

Signature *C Reynolds*  
*Signature of Notary Public*

**OPTIONAL**

*Completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.*

**Description of Attached Document**

Title or Type of Document: \_\_\_\_\_

Document Date: \_\_\_\_\_ Number of Pages: \_\_\_\_\_

Signer(s) Other Than Named Above: \_\_\_\_\_

**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

Corporate Officer – Title(s): \_\_\_\_\_

Partner –  Limited  General

Individual  Attorney in Fact

Trustee  Guardian or Conservator

Other: \_\_\_\_\_

Signer is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

Corporate Officer – Title(s): \_\_\_\_\_

Partner –  Limited  General

Individual  Attorney in Fact

Trustee  Guardian or Conservator

Other: \_\_\_\_\_

Signer is Representing: \_\_\_\_\_



**NON-COLLUSION AFFIDAVIT TO BE EXECUTED  
BY BIDDER AND SUBMITTED WITH BID**

The undersigned declares:

I am the President of FTG Builders, Inc., the party making the foregoing bid .

The bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on July 25, 2024 [date], at Santa Clara [city], California [state]."



\_\_\_\_\_  
Signature of Bidder

President / FTG Builders Inc.

\_\_\_\_\_  
Title

July 26, 2024

\_\_\_\_\_  
Date

**END OF NON-COLLUSION AFFIDAVIT**

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

22

SVH  
Mbay GI Office Expansion  
212 San Jose, 2nd Floor, Salinas

**BIDDER'S REQUEST FOR INFORMATION**

Type in all required blanks. Include additional information on separate sheets as necessary.  
*Please email Word document to Owner's Representative.*

Project Name: **Mbay GI Office TI Expansion**      BRFI Number \_\_\_\_\_

Title of Issue: \_\_\_\_\_

Contract Document Reference Pertaining to Issue:

Drawing Sheet \_\_\_\_\_ Detail \_\_\_\_\_ Specification Section \_\_\_\_\_ Article/Paragraph \_\_\_\_\_

Description of Issue:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Contractor's Proposed Solution:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Contractor

\_\_\_\_\_  
Name/Company of party originating BRFI and  
Relationship to Contractor

\_\_\_\_\_  
Signature and printed name of Contractor's representative

\_\_\_\_\_  
Date

Additional \_\_\_\_\_ sheets are attached.

Architect's Response:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
For Architect & Engineer of Record

\_\_\_\_\_  
Date

Additional \_\_\_\_\_ sheets are attached.

**END OF BIDDERS' REQUEST FOR INFORMATION**

ISSUED FOR BID

July 15, 2024  
CIP 01.1250.3820

SVH  
Mbay GI Office Expansion  
212 San Jose, 2nd Floor, Salinas

Attachment 2

SVH - Tenant Improvement to Suites 201 & 202 at 212 San Jose Street, Salinas

As Per Plans by WRD Architects, Dated June 11, 2024

Construction Proposal by FTG Builders, Dated July 26, 2024, adjusted per agreement, August 12, 2024

COST CATEGORY	As Bid	Target
Const: Supervision	\$33,600	\$33,000
General Conditions	\$33,388	\$24,000 less OAC work
Soft Demo & pre-prep	\$9,910	\$8,000
Carpentry & Material	\$18,428	\$18,000
Insulation	\$7,151	\$2,000 reduce scope
Drywall	\$94,717	\$83,462 Brady - verify DIR
Paint	\$17,325	\$17,325
Doors	\$58,401	\$55,000
Ceiling	\$37,440	\$30,000 revise scope
Flooring & Floor Prep	\$40,964	\$40,964
Cabinetry/Counters	\$29,646	\$17,500 simplify scope
Bathroom Specialties & Finishes	\$17,918	\$17,918
Appliances	\$4,045	\$400 by tenant
Window Coverings	\$7,500	\$0 by tenant
Mechanical	\$79,251	\$69,000 Neg scope w/ Vals
Plumbing	\$66,883	\$60,000 Neg scope w/ Vals
Fire Sprinkler	\$21,000	\$21,000
Fire Alarm	excl	\$10,000
Electrical	\$119,835	\$100,000 Neg scope w/Bruno
Data Cable & Terminations	excl	\$0 by tenant
Subtotal	\$697,402	\$607,569
Contractor Fees - 7%	\$108,438	\$88,000 ok per FTG
Insurance = 1%	\$14,093	\$12,000
Project Bond	\$9,983	\$0 no bond
Subtotal	\$829,916	\$707,569
Value Engineering buy-out contingency		\$47,347
<b>Subtotal - Contract NTX Amount</b>		<b>\$754,916</b>
Soft Costs: Architecture/Engineering	\$60,000	\$60,000
City Fees	\$15,000	\$15,000
Other Fees	\$7,500	\$7,500
Program Management	\$35,000	\$35,000
Soft Cost Contingency	\$24,774	\$20,000
Subtotal	\$972,190	\$892,416
Allowance: refresh common area	\$50,000	\$30,000
Project Contingency	\$35,045	\$52,584
<b>Project Total for Lease Calculation</b>	<b>\$1,057,235</b>	<b>\$975,000</b>

## Finance Committee Board Paper

**Agenda Item: Consider Recommendation for Board Approval of Lease Agreement Terms for the Office Expansion at 212 San Jose Street, 2<sup>nd</sup> Floor Salinas Between SVH and Monterey Bay G.I. Consultants Medical Group**

**Executive Sponsor:** Allen Radner, MD, President/Chief Executive Officer  
Gary Ray, Chief Legal Officer

**Date:** September 18, 2024

### Executive Summary

SVH and Monterey Bay G.I. Consultants Medical Group have been partners in the endoscopy center, Monterey Bay Endoscopy LLC, since February of 2018. In 2022, Monterey Bay G.I. leased office/clinic space on the 2<sup>nd</sup> floor of 212 San Jose Street which has the endoscopy center located on the first floor of the building. The success of the endoscopy center and the GI practice has resulted in a need to expand its administrative support (office) space to allow the practice to maximize its growth. Suites 201 and 202 (the balance of available tenant space on the 2<sup>nd</sup> floor) will be leased to Monterey Bay GI Consultants Medical Group, Inc. under a proposed fair market value lease agreement.

### Timeline

- September 23, 2024 – Request SVH Finance Committee Recommendation for Board Approval
- September 26, 2024 – SVH Board of Directors Meeting/Consider Recommendation for Approval
- October-November, 2024 – Completion of Tenant Improvements
- December 1, 2024 – Anticipated Commencement Date of Lease Agreement

### Meeting our Mission, Vision, Goals—Strategic Plan Alignment

This transaction is aligned with the strategic initiatives outlined in our most recent strategic planning work for growth, in developing healthcare clinics and programs that drive value for our patients.

**Pillar/Goal Alignment:**  Service  People  Quality  Finance  Growth  Community

### Financial/Quality/Safety/Regulatory Implications

Lease Agreement Terms for 2<sup>nd</sup> Floor, 212 San Jose Street, Salinas, CA:

1. Lease Commencement Date	Upon occupancy anticipated for December 1, 2024
2. Term of Lease	8-10 years for initial term based on final negotiation
3. Option to Extend	Two (2) five-year options
4. Payment Terms	Monthly Rent Payments
5. Initial Rent (per sq. ft.)	\$2.30 per square foot (supported by FMV analysis)
6. Rentable square feet	Approximately 7,000 square feet (to be verified by CalComm)
7. Initial Rent	Approximately \$16,100 per month (based on final verified rentable sq. ft.)
8. Annual Increases	After first 24 months, annual CPI adjustment 2%-5%
9. Renewal of Existing/New	New Lease adding additional space for Tenant
10. Tenant Improvements	The cost of the Tenant Improvement will be amortized over the Lease term.

### Recommendation

**Administration requests that the Finance Committee make a recommendation to the Board of Directors for approval (pending final review by District legal counsel of) of the terms for a Lease Agreement between SVH and Monterey Bay G.I. Consultants Medical Group, as presented.**

# Finance Committee Board Paper

Agenda Item: **Consider Recommendation for Board Approval of Terms for a Lease and Services Agreement Between SVH and Johnny Blanchard MD Inc.**

Executive Sponsor: Allen Radner, MD, President/Chief Executive Officer  
 Gary Ray, Chief Legal Officer

Date: September 18, 2024

## Executive Summary

Since 2015, Dr. James Dacus has operated a concierge medical practice in Monterey County through an agreement with SVH. Under the agreement, Dr. Dacus leased space and contracted for certain practice support services including staff. As Dr. Dacus is moving into retirement, he is transferring his concierge medical practice to Dr. Johnny Blanchard. Dr. Blanchard is entering into a similar fair market value Lease and Services Agreement under which he will lease certain SVH space and receive support services from SVH Clinics staff. It is a lengthy process for Dr. Blanchard to complete the transfer of the concierge practice, and securing this proposed agreement is a necessary initial step.

## Timeline

- September 23, 2024 – Request SVH Finance Committee Recommendation for Board Approval
- September 26, 2024 – SVH Board of Directors Meeting/Consider Recommendation for Approval
- October 1, 2024 – Effective Date of Agreement (Allows for moving forward with the practice transfer)
- January 1, 2025 – Commencement Date for the Agreement to be determined (commencement of payments under the Agreement and full support of the practice)

## Meeting our Mission, Vision, Goals—Strategic Plan Alignment

This arrangement is aligned with the strategic initiatives of SVH for growth and development of healthcare services and programs patients in our service area.

Pillar/Goal Alignment:  Service  People  Quality  Finance  Growth  Community

## Financial/Quality/Safety/Regulatory Implications

Terms for Lease and Services Agreement for Concierge Medical Practice:

1. Lease Effective Date	October 1, 2024
2. Lease Commencement Date	TBD—anticipated for early 2025
3. Term of Lease	Five (5) years with termination without cause after 2 <sup>nd</sup> Anniversary of Commencement date
4. Option to Extend	No options to extend—renegotiate after initial term
5. Payment Terms	Monthly Payments
6. Space and Services	Clinic space and support services in Salinas and Monterey four (4) days per week. Utilities and limited supplies included.
7. Initial Rent/Fee	\$17,000.00 per month (supported by FMV analysis)
8. Annual Increases	Years 2 and 3: <u>4% increase</u> . Years 4 and 5: CPI with <u>floor of 3% and ceiling of 5%</u>
9. General Terms and Conditions	General terms and conditions of agreement similar to existing agreement for a concierge medical practice.

## Recommendation

**Administration requests that the Finance Committee make a recommendation to the Board of Directors for approval (pending final review by District legal counsel) of the terms for a concierge medical practice Lease and Services Agreement between SVH and Johnny Blanchard MD Inc., as presented.**

## Board Paper: Finance Committee

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Agenda Item: **Consider Recommendation for Board Approval of KeyCare, an Epic-Based Telehealth Solution to Expand Primary Care Access via After-Hours, On-Demand Coverage**

Executive Sponsors: Allen Radner, MD, Chief Executive Officer  
Orlando Rodriguez, MD, SVH CMO

Date: September 23, 2024

### Executive Summary

In order to address multiple challenges for Salinas Valley Health – including increasing provider access, ongoing provider recruitment/satisfaction and appropriate utilization of healthcare resources - we are requesting the approval of funding for the after-hours telehealth resources provided by KeyCare telehealth (video or telephone) services.

At present, there exists telehealth options for patients followed in our primary care clinics – however, these are generally limited to traditional weekday office hours. We believe this had led to discontinuity of care, inappropriate ED/urgent care utilization (which has had a significantly negative affect on our risk based provider arrangements) and provider dissatisfaction.

After review of multiple vendors we believe KeyCare (which allows review/documentation with our ambulatory EPIC platform - inclusive of previous visit data, patient preferences, pharmacy, and other important information) will mitigate inappropriate ED/urgent care utilization, and benefit our recruitment and retention challenges. We also believe this may be an eventual vehicle to expand introduction of our clinic services to patients outside our system. (These benefits, as well as a recommendation to implement expanded telehealth services, were called out in the Guidehouse: Project Sustainable Success Report.)

Rollout of this service will require an implementation plan and resources to ensure KeyCare's success. They will provide two billing models; a self-pay option, and client insurance billing with expectations of go live six months from the contract execution date.

### **Timeline/Review Process to Date:**

April 2024: Engaged KeyCare to understand more about their platform/offerings

September 2024: Received Draft Contracts and Routed to Legal Department for review

October 2024: Implementation action plan developed, including Epic build and provider insurance credentialing

Late spring 2025: Anticipated Implementation

### **Strategic Plan Alignment:**

A partnership with KeyCare aligns with our most recent strategic plan completed in 2021, specifically with the Growth Pillar initiative to focus and invest in Ambulatory & Primary Care Access. Additionally, the Medical Staff Development Plan, completed by ECG Management Group in January 2023 recommended the addition of 43 primary care physicians over the next three years. The additional resources will expand access for services complimenting the recruitment efforts and supporting the patient load for the established practitioners.

**Pillar/Goal Alignment:**

Service    People    Quality    Finance    Growth    Community

**Financial/Quality/Safety/Regulatory Implications:**

Key Contract Terms	Vendor: KeyCare										
1. Proposed effective date	October 1, 2024										
2. Term of agreement	3 Year Initial Term										
3. Renewal terms	After the Initial Term, Agreement will automatically renew for successive one-year terms										
4. Termination provision(s)	Ninety (90) days written notice (for cause) One hundred twenty days (120) written notice (without cause)										
5. Payment Terms	Annual Maintenance Fee plus Monthly Visit Minimum Fee										
6. Annual cost	<p><u>Year 1:</u> One Time Implementation Fee, \$35,000 Annual Maintenance Fee, \$100,000 Monthly Visit Minimum, \$19,500 (3 month Ramp-Up)</p> <table border="1" style="margin-left: 40px;"> <thead> <tr> <th>Month</th> <th>Minimum Fees</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>\$1,950</td> </tr> <tr> <td>2</td> <td>\$5,850</td> </tr> <tr> <td>3</td> <td>\$9,750</td> </tr> <tr> <td>4+</td> <td>\$19,500</td> </tr> </tbody> </table> <p style="margin-left: 40px;">Total <u>Year 1</u> Cost: <b>\$328,050.00</b></p> <p><u>Year 2:</u> \$100,000 + (\$19,500 * 12) = <b>\$334,000.00</b></p> <p><u>Year 3:</u> \$100,000 + (\$19,500 * 12) = <b>\$334,000.00</b></p>	Month	Minimum Fees	1	\$1,950	2	\$5,850	3	\$9,750	4+	\$19,500
Month	Minimum Fees										
1	\$1,950										
2	\$5,850										
3	\$9,750										
4+	\$19,500										
7. Cost over life of agreement	Total Cost Over 3 Years: <b>\$996,050.00</b>										
8. Budgeted (indicate y/n)	No										

**Recommendation**

Salinas Valley Health Administration requests the Salinas Valley Health Board of Directors approve the terms presented for a **Virtual Health Services Agreement** with **KeyCare Inc.** in the amount of **\$996,050.00 over the period of 3 years.**

*CLOSED SESSION*

*(Report on Item to be  
Discussed in Closed Session)*



*RECONVENE OPEN SESSION/  
REPORT ON CLOSED SESSION*

# **Financial Performance Review**

## **August 2024**

### **Finance Committee - Open Session**

**Augustine Lopez**

**Chief Financial Officer**

# Consolidated Financial Summary

## For the Month of August 2024

\$ in Millions	For the Month of August 2024			
			Variance fav (unfav)	
	Actual	Budget	\$VAR	%VAR
Operating Revenue	\$ 68.5	\$ 63.0	\$ 5.5	8.7%
Operating Expense	\$ 65.6	\$ 64.0	\$ (1.6)	-2.5%
<b>Income from Operations *</b>	<b>\$ 2.9</b>	<b>\$ (1.0)</b>	<b>\$ 3.9</b>	<b>390.0%</b>
<i>Operating Margin %</i>	4.3%	-1.5%	5.8%	386.67%
Non Operating Income **	\$ 5.1	\$ 3.0	\$ 2.1	70.0%
<b>Net Income</b>	<b>\$ 8.0</b>	<b>\$ 2.0</b>	<b>\$ 6.0</b>	<b>300.0%</b>
<i>Net Income Margin %</i>	11.7%	3.2%	8.5%	265.6%

**\*\*Non Operating Income was above budget due to:**

- \$2.3M Favorable Investment Income

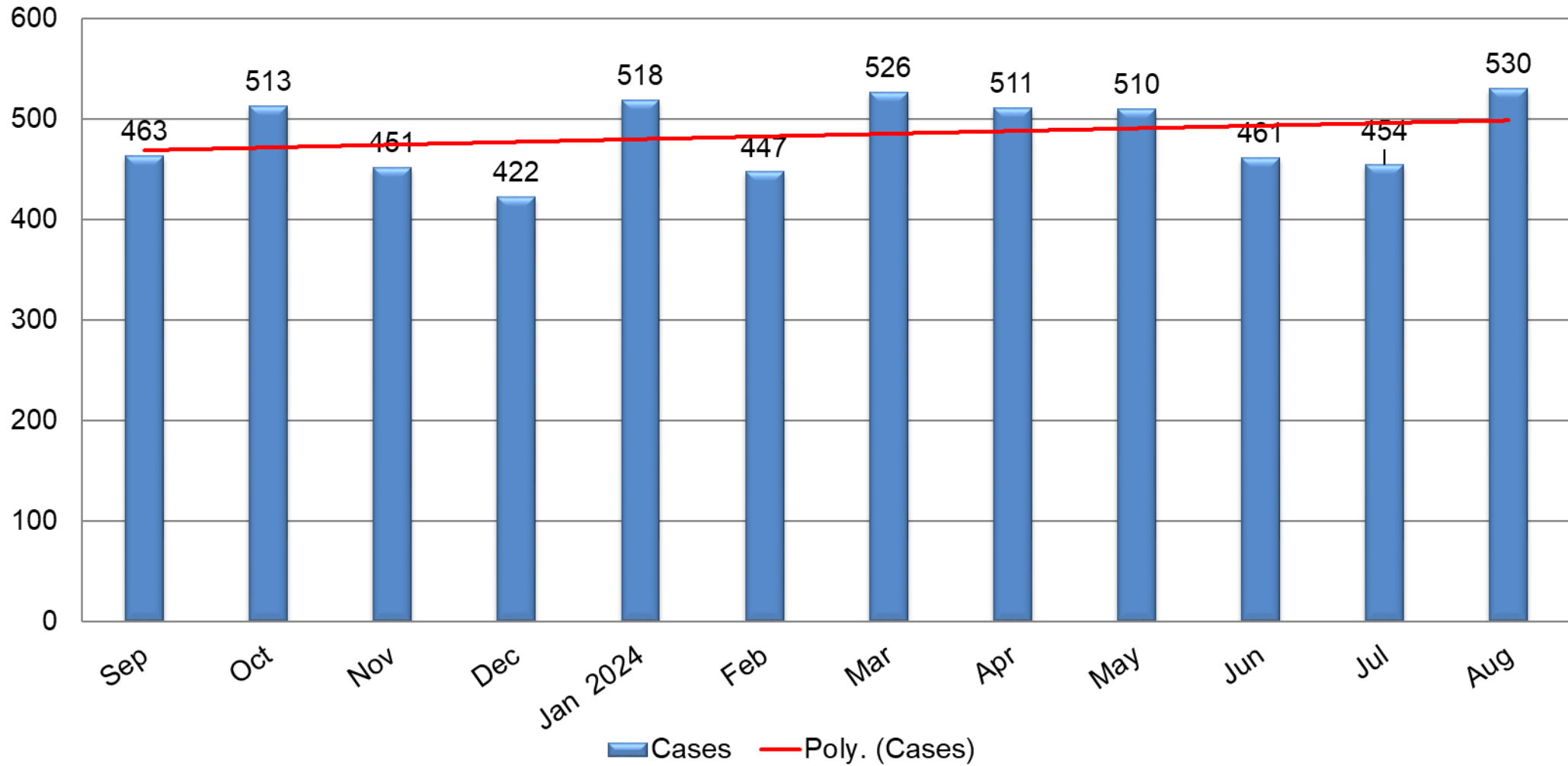
# Consolidated Financial Summary

## YTD August 2024

\$ in Millions	FY 2024 August YTD			
			Variance fav (unfav)	
	Actual	Budget	\$VAR	%VAR
Operating Revenue	\$ 130.0	\$ 125.6	\$ 4.4	3.5%
Operating Expense	\$ 127.7	\$ 127.6	\$ (0.1)	-0.1%
<b>Income from Operations *</b>	<b>\$ 2.3</b>	<b>\$ (2.0)</b>	<b>\$ 4.3</b>	<b>215.0%</b>
<i>Operating Margin %</i>	1.8%	-1.6%	3.4%	212.5%
Non Operating Income **	\$ 11.7	\$ 6.0	\$ 5.7	95.0%
<b>Net Income</b>	<b>\$ 14.0</b>	<b>\$ 4.0</b>	<b>\$ 10.0</b>	<b>250.0%</b>
<i>Net Income Margin %</i>	10.8%	3.2%	7.6%	237.5%

**\*\*Non Operating Income favorable budget impact includes \$6.3M Favorable Investment Income**

## CDOC Cases - Rolling 12 Month Trend Sep 2023 thru Aug 2024



# Salinas Valley Health Key Financial Indicators

	YTD	SVH		S&P A+ Rated		YTD	
Statistic	08/31/24	Target	+/-	Hospitals	+/-	8/31/23	+/-
Operating Margin*	1.8%	5.0%		4.0%		-3.9%	
Total Margin*	10.8%	6.0%		6.6%		2.1%	
EBITDA Margin**	6.3%	7.4%		13.6%		0.0%	
Days of Cash*	367	305		249		344	
Days of Accounts Payable*	52	45		-		47	
Days of Net Accounts Receivable***	59	45		49		48	
Supply Expense as % NPR	14.7%	14.0%		-		13.9%	
SWB Expense as % NPR	54.0%	53.0%		53.7%		57.8%	
Operating Expense per APD*	6,702	6,739		-		6,600	

All metrics above are consolidated for SVH except Operating Expense per APD

\*These metrics have been adjusted for normalizing items

\*\*Metric based on Operating Income (consistent with industry standard)

\*\*\*Metric based on 90 days average net revenue (consistent with industry standard)

# Questions/Comments

SALINAS VALLEY HEALTH MEDICAL CENTER  
SUMMARY INCOME STATEMENT  
August 31, 2024

	<u>Month of August,</u>		<u>Two months ended August 31,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Operating revenue:				
Net patient revenue	\$ 57,480,398	\$ 46,220,446	\$ 107,929,588	\$ 95,511,162
Other operating revenue	1,679,857	1,186,536	2,867,038	2,228,398
Total operating revenue	<u>59,160,255</u>	<u>47,406,982</u>	<u>110,796,626</u>	<u>97,739,560</u>
Total operating expenses	51,849,264	47,591,796	98,756,849	94,607,592
Total non-operating income	<u>213,871</u>	<u>(450,187)</u>	<u>1,436,394</u>	<u>(1,236,790)</u>
Operating and non-operating income	<u>\$ 7,524,861</u>	<u>\$ (635,002)</u>	<u>\$ 13,476,171</u>	<u>\$ 1,895,178</u>



SALINAS VALLEY HEALTH MEDICAL CENTER  
 BALANCE SHEETS  
 August 31, 2024

	<u>Current year</u>	<u>Prior year</u>
<b>ASSETS:</b>		
Current assets	\$ 401,671,060	\$ 445,929,153
Assets whose use is limited or restricted by board	170,331,642	159,053,150
Capital assets	251,618,697	248,850,702
Other assets	303,656,028	181,486,298
Deferred pension outflows	<u>85,734,219</u>	<u>116,911,125</u>
	<u>\$ 1,213,011,646</u>	<u>\$ 1,152,230,429</u>
<b>LIABILITIES AND EQUITY:</b>		
Current liabilities	92,945,850	86,638,346
Long term liabilities	20,628,598	22,722,645
Lease deferred inflows	1,884,477	2,856,606
Pension liability	90,863,576	118,792,064
Net assets	<u>1,006,689,145</u>	<u>921,220,768</u>
	<u>\$ 1,213,011,646</u>	<u>\$ 1,152,230,429</u>

**SALINAS VALLEY HEALTH MEDICAL CENTER  
SCHEDULES OF NET PATIENT REVENUE  
August 31, 2024**

	Month of August,		Two months ended August 31,	
	current year	prior year	current year	prior year
Patient days:				
By payer:				
Medicare	1,609	1,791	3,410	3,653
Medi-Cal	1,114	921	2,082	1,947
Commercial insurance	554	561	1,085	1,252
Other patient	114	93	199	204
Total patient days	3,391	3,366	6,776	7,056
Gross revenue:				
Medicare	\$ 126,686,438	\$ 113,231,345	\$ 252,272,980	\$ 224,212,310
Medi-Cal	81,285,090	67,435,695	160,390,659	128,243,403
Commercial insurance	58,213,383	51,931,778	112,844,953	102,001,344
Other patient	12,173,269	9,874,241	21,661,552	18,992,826
Gross revenue	278,358,180	242,473,059	547,170,144	473,449,883
Deductions from revenue:				
Administrative adjustment	466,956	201,462	827,426	546,325
Charity care	610,804	1,275,270	1,382,709	1,926,685
Contractual adjustments:				
Medicare outpatient	43,796,737	37,772,969	84,743,471	71,927,614
Medicare inpatient	45,761,067	47,527,738	96,391,594	95,809,741
Medi-Cal traditional outpatient	1,255,808	2,743,779	2,779,006	5,109,016
Medi-Cal traditional inpatient	9,163,821	4,037,810	13,717,056	9,784,360
Medi-Cal managed care outpatient	37,779,140	31,410,007	77,531,932	57,624,795
Medi-Cal managed care inpatient	23,771,032	23,530,377	50,558,630	43,275,873
Commercial insurance outpatient	26,459,727	22,382,793	52,123,229	41,947,359
Commercial insurance inpatient	23,880,190	19,770,883	45,612,564	38,951,207
Uncollectible accounts expense	5,407,546	4,415,706	10,499,375	8,487,471
Other payors	2,524,953	1,183,819	3,073,564	2,548,275
Deductions from revenue	220,877,781	196,252,614	439,240,556	377,938,721
Net patient revenue	\$ 57,480,399	\$ 46,220,446	\$ 107,929,588	\$ 95,511,162
Gross billed charges by patient type:				
Inpatient	\$ 131,021,849	\$ 118,058,944	\$ 260,491,312	\$ 237,520,920
Outpatient	115,608,221	92,426,725	222,594,969	174,338,706
Emergency room	31,728,110	31,987,390	64,083,863	61,590,256
Total	\$ 278,358,180	\$ 242,473,059	\$ 547,170,144	\$ 473,449,883

**SALINAS VALLEY HEALTH MEDICAL CENTER**  
**STATEMENTS OF REVENUE AND EXPENSES**  
**August 31, 2024**

	Month of August,		Two months ended August 31,	
	current year	prior year	current year	prior year
Operating revenue:				
Net patient revenue	\$ 57,480,398	\$ 46,220,446	\$ 107,929,588	\$ 95,511,162
Other operating revenue	<u>1,679,857</u>	<u>1,186,536</u>	<u>2,867,038</u>	<u>2,228,398</u>
Total operating revenue	<u>59,160,255</u>	<u>47,406,982</u>	<u>110,796,626</u>	<u>97,739,560</u>
Operating expenses:				
Salaries and wages	18,019,653	16,259,581	34,691,701	32,435,126
Compensated absences	3,472,109	2,897,556	7,049,128	5,945,662
Employee benefits	8,719,522	9,178,334	16,430,105	17,865,559
Supplies, food, and linen	9,214,174	7,311,261	16,986,386	13,918,750
Purchased department functions	4,148,562	3,861,763	7,414,924	7,824,372
Medical fees	2,177,224	2,918,877	4,392,031	5,045,162
Other fees	1,677,496	1,499,051	3,009,090	4,387,647
Depreciation	2,481,166	1,805,101	4,956,977	3,611,600
All other expense	<u>1,939,358</u>	<u>1,860,272</u>	<u>3,826,507</u>	<u>3,573,714</u>
Total operating expenses	<u>51,849,264</u>	<u>47,591,796</u>	<u>98,756,849</u>	<u>94,607,592</u>
Income from operations	<u>7,310,991</u>	<u>(184,814)</u>	<u>12,039,777</u>	<u>3,131,968</u>
Non-operating income:				
Donations	267,721	1,153,867	273,121	1,132,687
Property taxes	476,714	333,333	953,429	666,667
Investment income	3,745,460	1,996,078	9,595,914	4,540,738
Taxes and licenses	0	0	0	0
Income from subsidiaries	<u>(4,276,024)</u>	<u>(3,933,465)</u>	<u>(9,386,070)</u>	<u>(7,576,882)</u>
Total non-operating income	<u>213,871</u>	<u>(450,187)</u>	<u>1,436,394</u>	<u>(1,236,790)</u>
Operating and non-operating income	7,524,861	(635,002)	13,476,171	1,895,178
Net assets to begin	<u>999,164,284</u>	<u>921,855,770</u>	<u>993,212,974</u>	<u>919,325,590</u>
Net assets to end	<u>\$ 1,006,689,145</u>	<u>\$ 921,220,768</u>	<u>\$ 1,006,689,145</u>	<u>\$ 921,220,768</u>
Net income excluding non-recurring items	\$ 7,524,861	\$ (635,002)	\$ 13,476,171	\$ 1,895,178
Non-recurring income (expense) from cost report settlements and re-openings and other non-recurring items	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Operating and non-operating income	<u>\$ 7,524,861</u>	<u>\$ (635,002)</u>	<u>\$ 13,476,171</u>	<u>\$ 1,895,178</u>

**SALINAS VALLEY HEALTH MEDICAL CENTER**  
**SCHEDULES OF INVESTMENT INCOME**  
**August 31, 2024**

	<u>Month of August,</u>		<u>Two months ended August 31,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Detail of income from subsidiaries:				
Salinas Valley Health Clinics				
Pulmonary Medicine Center	\$ (198,137)	\$ (182,625)	\$ (411,660)	\$ (359,989)
Neurological Clinic	(46,016)	(56,266)	(106,971)	(135,431)
Palliative Care Clinic	(110,223)	(62,133)	(243,307)	(146,654)
Surgery Clinic	(199,631)	(173,977)	(462,151)	(400,367)
Infectious Disease Clinic	(30,030)	(26,966)	(61,184)	(61,449)
Endocrinology Clinic	(195,760)	(209,293)	(447,345)	(418,560)
Early Discharge Clinic	0	0	0	0
Cardiology Clinic	(545,808)	(470,433)	(1,065,644)	(996,965)
OB/GYN Clinic	(388,366)	(379,119)	(760,585)	(698,916)
PrimeCare Medical Group	(832,903)	(763,843)	(1,739,498)	(1,497,877)
Oncology Clinic	(341,428)	(324,643)	(823,982)	(618,421)
Cardiac Surgery	(241,479)	(267,302)	(557,730)	(490,177)
Sleep Center	(65,743)	(35,147)	(157,241)	(72,356)
Rheumatology	(73,834)	(67,371)	(165,735)	(130,945)
Precision Ortho MDs	(434,814)	(395,399)	(825,768)	(801,762)
Precision Ortho-MRI	0	0	0	0
Precision Ortho-PT	(70,962)	(38,538)	(168,079)	(101,870)
Vaccine Clinic	0	0	0	0
Dermatology	(47,670)	(48,127)	(95,910)	(49,769)
Hospitalists	0	0	0	0
Behavioral Health	(37,802)	(36,959)	(92,033)	(73,801)
Pediatric Diabetes	(48,601)	(40,007)	(112,383)	(91,614)
Neurosurgery	(95,834)	(29,828)	(224,144)	(60,354)
Multi-Specialty-RR	3,159	3,783	11,079	11,416
Radiology	(293,088)	(450,756)	(823,783)	(426,963)
Salinas Family Practice	(125,051)	(148,785)	(244,526)	(265,764)
Urology	(155,816)	(91,677)	(368,100)	(238,252)
Total SVHC	(4,575,837)	(4,295,411)	(9,946,680)	(8,126,840)
Doctors on Duty	166,462	152,462	187,337	186,331
LPCH NICU JV	0	0	0	0
Central Coast Health Connect	0	0	0	0
Monterey Peninsula Surgery Center	188,142	115,107	339,682	225,757
Coastal	(132,121)	64,488	(98,740)	87,381
Apex	0	0	0	0
21st Century Oncology	0	17,428	0	1,017
Monterey Bay Endoscopy Center	77,330	12,461	132,329	49,472
Total	<u>\$ (4,276,024)</u>	<u>\$ (3,933,465)</u>	<u>\$ (9,386,070)</u>	<u>\$ (7,576,882)</u>

**SALINAS VALLEY HEALTH MEDICAL CENTER**  
**BALANCE SHEETS**  
**August 31, 2024**

	<b>Current year</b>	<b>Prior year</b>
<b>A S S E T S</b>		
Current assets:		
Cash and cash equivalents	\$ 264,234,048	\$ 342,311,300
Patient accounts receivable, net of estimated uncollectibles of \$45,440,988	114,926,129	80,708,653
Supplies inventory at cost	7,999,941	7,922,313
Current portion of lease receivable	1,510,630	1,921,803
Other current assets	13,000,312	13,065,084
Total current assets	401,671,060	445,929,153
Assets whose use is limited or restricted by board	170,331,642	159,053,150
Capital assets:		
Land and construction in process	46,476,448	65,148,659
Other capital assets, net of depreciation	205,142,249	183,702,043
Total capital assets	251,618,697	248,850,702
Other assets:		
Right of use assets, net of amortization	7,223,649	5,681,859
Long term lease receivable	404,025	1,115,546
Subscription assets, net of amortization	9,309,002	10,754,599
Investment in Securities	261,142,160	139,513,295
Investment in SVMC	1,964,249	7,905,874
Investment in Coastal	1,778,631	1,769,022
Investment in other affiliates	21,824,275	16,854,830
Net pension asset	10,037	(2,108,727)
Total other assets	303,656,028	181,486,298
Deferred pension outflows	85,734,219	116,911,125
	\$ 1,213,011,646	\$ 1,152,230,429
<b>L I A B I L I T I E S   A N D   N E T   A S S E T S</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 61,880,795	\$ 57,318,155
Due to third party payers	3,877,321	5,398,361
Current portion of self-insurance liability	20,777,733	17,396,477
Current subscription liability	3,816,833	4,630,742
Current portion of lease liability	2,593,168	1,894,611
Total current liabilities	92,945,850	86,638,346
Long term portion of workers comp liability	12,752,056	13,027,333
Long term portion of lease liability	4,708,365	3,980,405
Long term subscription liability	3,168,177	5,714,907
Total liabilities	113,574,448	109,360,991
Lease deferred inflows	1,884,477	2,856,606
Pension liability	90,863,576	118,792,064
Net assets:		
Invested in capital assets, net of related debt	251,618,697	248,850,702
Unrestricted	755,070,448	672,370,066
Total net assets	1,006,689,145	921,220,768
	\$ 1,213,011,646	\$ 1,152,230,429

**SALINAS VALLEY HEALTH MEDICAL CENTER**  
**STATEMENTS OF REVENUE AND EXPENSES - BUDGET VS. ACTUAL**  
**August 31, 2024**

	Month of August,				Two months ended August 31,			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
Operating revenue:								
Gross billed charges	\$ 278,358,180	\$ 257,912,588	20,445,592	7.93%	\$ 547,170,144	\$ 515,825,175	31,344,969	6.08%
Deductions from revenue	220,877,781	206,241,415	14,636,366	7.10%	439,240,556	412,901,382	26,339,174	6.38%
Net patient revenue	57,480,399	51,671,173	5,809,226	11.24%	107,929,588	102,923,793	5,005,795	4.86%
Other operating revenue	1,679,857	1,452,669	227,188	15.64%	2,867,038	2,905,338	(38,300)	-1.32%
<b>Total operating revenue</b>	<b>59,160,256</b>	<b>53,123,842</b>	<b>6,036,414</b>	<b>11.36%</b>	<b>110,796,626</b>	<b>105,829,131</b>	<b>4,967,495</b>	<b>4.69%</b>
Operating expenses:								
Salaries and wages	18,019,653	17,543,906	475,747	2.71%	34,691,701	34,539,664	152,037	0.44%
Compensated absences	3,472,109	3,285,555	186,554	5.68%	7,049,128	6,891,261	157,867	2.29%
Employee benefits	8,719,522	8,257,292	462,230	5.60%	16,430,105	16,309,296	120,809	0.74%
Supplies, food, and linen	9,214,174	7,302,276	1,911,898	26.18%	16,986,386	14,604,552	2,381,834	16.31%
Purchased department functions	4,148,562	3,825,284	323,278	8.45%	7,414,924	7,650,567	(235,643)	-3.08%
Medical fees	2,177,224	2,485,637	(308,413)	-12.41%	4,392,031	4,971,274	(579,243)	-11.65%
Other fees	1,677,496	1,756,428	(78,932)	-4.49%	3,009,090	3,512,857	(503,767)	-14.34%
Depreciation	2,481,166	2,345,865	135,301	5.77%	4,956,977	4,704,924	252,053	5.36%
All other expense	1,939,358	2,006,796	(67,438)	-3.36%	3,826,507	4,015,129	(188,622)	-4.70%
<b>Total operating expenses</b>	<b>51,849,264</b>	<b>48,809,038</b>	<b>3,040,226</b>	<b>6.23%</b>	<b>98,756,849</b>	<b>97,199,523</b>	<b>1,557,326</b>	<b>1.60%</b>
<b>Income from operations</b>	<b>7,310,992</b>	<b>4,314,804</b>	<b>2,996,188</b>	<b>69.44%</b>	<b>12,039,777</b>	<b>8,629,607</b>	<b>3,410,170</b>	<b>39.52%</b>
Non-operating income:								
Donations	267,721	208,333	59,388	28.51%	273,121	416,667	(143,546)	-34.45%
Property taxes	476,714	476,714	(0)	0.00%	953,429	953,429	0	0.00%
Investment income	3,745,460	1,891,173	1,854,286	98.05%	9,595,914	3,782,346	5,813,568	153.70%
Income from subsidiaries	(4,276,024)	(5,123,222)	847,198	-16.54%	(9,386,070)	(10,246,444)	860,374	-8.40%
<b>Total non-operating income</b>	<b>213,871</b>	<b>(2,547,001)</b>	<b>2,760,872</b>	<b>-108.40%</b>	<b>1,436,394</b>	<b>(5,094,003)</b>	<b>6,530,396</b>	<b>-128.20%</b>
<b>Operating and non-operating income \$</b>	<b>7,524,863</b>	<b>\$ 1,767,802</b>	<b>5,757,060</b>	<b>325.66%</b>	<b>\$ 13,476,171</b>	<b>\$ 3,535,605</b>	<b>9,940,566</b>	<b>281.16%</b>

**SALINAS VALLEY HEALTH MEDICAL CENTER**

**PATIENT STATISTICAL REPORT**

For the month of August and two months to date

	<u>Month of August</u>		<u>Two months to date</u>		<u>Variance</u>
	<u>2023</u>	<u>2024</u>	<u>2023-24</u>	<u>2024-25</u>	
<u>NEWBORN STATISTICS</u>					
Medi-Cal Admissions	40	31	71	69	(2)
Other Admissions	89	76	171	160	(11)
Total Admissions	129	107	242	229	(13)
Medi-Cal Patient Days	56	120	107	184	77
Other Patient Days	146	54	276	186	(90)
Total Patient Days of Care	202	174	383	370	(13)
Average Daily Census	6.5	5.6	6.2	6.0	(0.2)
Medi-Cal Average Days	1.6	3.9	1.6	2.9	1.3
Other Average Days	1.5	0.7	1.7	1.2	(0.4)
Total Average Days Stay	1.6	1.6	1.7	1.7	0.1
<u>ADULTS &amp; PEDIATRICS</u>					
Medicare Admissions	376	391	763	752	(11)
Medi-Cal Admissions	309	280	505	585	80
Other Admissions	358	303	571	621	50
Total Admissions	1,043	974	1,839	1,958	119
Medicare Patient Days	1,538	1,496	3,168	2,833	(335)
Medi-Cal Patient Days	960	981	2,018	2,153	135
Other Patient Days	858	714	1,790	1,570	(220)
Total Patient Days of Care	3,356	3,191	6,976	6,556	(420)
Average Daily Census	108.3	102.9	112.5	105.7	(6.8)
Medicare Average Length of Stay	4.0	3.8	4.2	3.7	(0.4)
Medi-Cal Average Length of Stay	3.2	3.2	3.4	3.3	(0.1)
Other Average Length of Stay	2.3	1.9	2.4	2.0	(0.4)
Total Average Length of Stay	3.2	2.9	3.4	3.0	(0.3)
Deaths	26	37	51	54	3
Total Patient Days	3,558	3,365	7,359	6,926	(433)
Medi-Cal Administrative Days	2	0	5	0	(5)
Medicare SNF Days	0	0	0	0	0
Over-Utilization Days	0	0	0	0	0
Total Non-Acute Days	2	0	5	0	(5)
Percent Non-Acute	0.06%	0.00%	0.07%	0.00%	-0.07%

**SALINAS VALLEY HEALTH MEDICAL CENTER**

**PATIENT STATISTICAL REPORT**

For the month of August and two months to date

	<u>Month of August</u>		<u>Two months to date</u>		<u>Variance</u>
	<u>2023</u>	<u>2024</u>	<u>2023-24</u>	<u>2024-25</u>	
<u>PATIENT DAYS BY LOCATION</u>					
Level I	216	271	439	541	102
Heart Center	338	313	667	649	(18)
Monitored Beds	598	570	1,223	1,145	(78)
Single Room Maternity/Obstetrics	329	303	642	690	48
Med/Surg - Cardiovascular	765	820	1,656	1,634	(22)
Med/Surg - Oncology	264	271	557	537	(20)
Med/Surg - Rehab	439	469	906	951	45
Pediatrics	150	98	245	202	(43)
Nursery	202	174	383	370	(13)
Neonatal Intensive Care	100	76	222	207	(15)
<u>PERCENTAGE OF OCCUPANCY</u>					
Level I	53.60%	67.25%	54.47%	67.12%	
Heart Center	72.69%	67.31%	71.72%	69.78%	
Monitored Beds	71.45%	68.10%	73.06%	68.40%	
Single Room Maternity/Obstetrics	28.68%	26.42%	27.99%	30.08%	
Med/Surg - Cardiovascular	54.84%	58.78%	59.35%	58.57%	
Med/Surg - Oncology	65.51%	67.25%	69.11%	66.63%	
Med/Surg - Rehab	54.47%	58.19%	56.20%	59.00%	
Med/Surg - Observation Care Unit	0.00%	0.00%	0.00%	0.00%	
Pediatrics	26.88%	17.56%	21.95%	18.10%	
Nursery	39.49%	34.02%	18.72%	18.08%	
Neonatal Intensive Care	29.33%	22.29%	32.55%	30.35%	



**SALINAS VALLEY HEALTH MEDICAL CENTER**

**PATIENT STATISTICAL REPORT**

For the month of August and two months to date

	<u>Month of August</u>		<u>Two months to date</u>		<u>Variance</u>
	<u>2023</u>	<u>2024</u>	<u>2023-24</u>	<u>2024-25</u>	
<u>DELIVERY ROOM</u>					
Total deliveries	125	123	236	231	(5)
C-Section deliveries	45	31	77	68	(9)
Percent of C-section deliveries	36.00%	25.20%	32.63%	29.44%	-3.19%
<u>OPERATING ROOM</u>					
In-Patient Operating Minutes	17,669	20,885	33,916	40,430	6,514
Out-Patient Operating Minutes	28,638	29,584	57,267	62,149	4,882
Total	46,307	50,469	91,183	102,579	11,396
Open Heart Surgeries	12	12	21	24	3
In-Patient Cases	128	134	246	262	16
Out-Patient Cases	299	301	572	611	39
<u>EMERGENCY ROOM</u>					
Immediate Life Saving	38	31	75	63	(12)
High Risk	744	838	1,443	1,748	305
More Than One Resource	3,005	2,736	5,772	5,407	(365)
One Resource	1,924	1,672	3,558	3,358	(200)
No Resources	110	62	225	135	(90)
Total	<u>5,821</u>	<u>5,339</u>	<u>11,073</u>	<u>10,711</u>	<u>(362)</u>

**SALINAS VALLEY HEALTH MEDICAL CENTER**

**PATIENT STATISTICAL REPORT**

For the month of August and two months to date

	Month of August		Two months to date		Variance
	2023	2024	2023-24	2024-25	
<b>CENTRAL SUPPLY</b>					
In-patient requisitions	13,697	13,389	27,788	26,261	-1,527
Out-patient requisitions	10,996	11,095	21,150	21,571	421
Emergency room requisitions	1,140	963	1,753	1,790	37
Interdepartmental requisitions	6,220	6,641	12,563	13,138	575
<b>Total requisitions</b>	<b>32,053</b>	<b>32,088</b>	<b>63,254</b>	<b>62,760</b>	<b>-494</b>
<b>LABORATORY</b>					
In-patient procedures	35,536	35,268	71,532	71,179	-353
Out-patient procedures	11,764	45,294	22,459	89,473	67,014
Emergency room procedures	14,285	12,689	26,447	25,041	-1,406
<b>Total patient procedures</b>	<b>61,585</b>	<b>93,251</b>	<b>120,438</b>	<b>185,693</b>	<b>65,255</b>
<b>BLOOD BANK</b>					
Units processed	365	234	665	465	-200
<b>ELECTROCARDIOLOGY</b>					
In-patient procedures	1,019	1,173	2,096	2,279	183
Out-patient procedures	426	435	822	782	-40
Emergency room procedures	1,249	1,300	2,459	2,549	90
<b>Total procedures</b>	<b>2,694</b>	<b>2,908</b>	<b>5,377</b>	<b>5,610</b>	<b>233</b>
<b>CATH LAB</b>					
In-patient procedures	125	145	240	270	30
Out-patient procedures	103	130	193	249	56
Emergency room procedures	0	0	0	0	0
<b>Total procedures</b>	<b>228</b>	<b>275</b>	<b>433</b>	<b>519</b>	<b>86</b>
<b>ECHO-CARDIOLOGY</b>					
In-patient studies	353	396	683	844	161
Out-patient studies	245	362	493	719	226
Emergency room studies	0	1	0	3	3
<b>Total studies</b>	<b>598</b>	<b>759</b>	<b>1,176</b>	<b>1,566</b>	<b>390</b>
<b>NEURODIAGNOSTIC</b>					
In-patient procedures	138	140	256	264	8
Out-patient procedures	22	27	42	41	-1
Emergency room procedures	0	0	0	0	0
<b>Total procedures</b>	<b>160</b>	<b>167</b>	<b>298</b>	<b>305</b>	<b>7</b>

**SALINAS VALLEY HEALTH MEDICAL CENTER**

**PATIENT STATISTICAL REPORT**

For the month of August and two months to date

	Month of August		Two months to date		Variance
	2023	2024	2023-24	2024-25	
<b>SLEEP CENTER</b>					
In-patient procedures	0	0	0	0	0
Out-patient procedures	245	268	434	538	104
Emergency room procedures	0	0	0	0	0
<b>Total procedures</b>	<b>245</b>	<b>268</b>	<b>434</b>	<b>538</b>	<b>104</b>
<b>RADIOLOGY</b>					
In-patient procedures	1,214	1,292	2,468	2,657	189
Out-patient procedures	451	419	858	863	5
Emergency room procedures	1,568	1,625	2,989	3,176	187
<b>Total patient procedures</b>	<b>3,233</b>	<b>3,336</b>	<b>6,315</b>	<b>6,696</b>	<b>381</b>
<b>MAGNETIC RESONANCE IMAGING</b>					
In-patient procedures	153	180	305	388	83
Out-patient procedures	145	124	278	235	-43
Emergency room procedures	11	6	20	12	-8
<b>Total procedures</b>	<b>309</b>	<b>310</b>	<b>603</b>	<b>635</b>	<b>32</b>
<b>MAMMOGRAPHY CENTER</b>					
In-patient procedures	4,360	3,085	8,003	6,333	-1,670
Out-patient procedures	4,331	3,077	7,939	6,313	-1,626
Emergency room procedures	0	0	0	1	1
<b>Total procedures</b>	<b>8,691</b>	<b>6,162</b>	<b>15,942</b>	<b>12,647</b>	<b>-3,295</b>
<b>NUCLEAR MEDICINE</b>					
In-patient procedures	18	19	39	45	6
Out-patient procedures	112	140	222	256	34
Emergency room procedures	0	0	0	0	0
<b>Total procedures</b>	<b>130</b>	<b>159</b>	<b>261</b>	<b>301</b>	<b>40</b>
<b>PHARMACY</b>					
In-patient prescriptions	80,197	80,108	161,993	162,863	870
Out-patient prescriptions	16,710	16,741	32,059	32,729	670
Emergency room prescriptions	9,502	9,824	18,273	19,141	868
<b>Total prescriptions</b>	<b>106,409</b>	<b>106,673</b>	<b>212,325</b>	<b>214,733</b>	<b>2,408</b>
<b>RESPIRATORY THERAPY</b>					
In-patient treatments	15,381	14,284	27,910	29,531	1,621
Out-patient treatments	1,606	1,109	2,785	1,760	-1,025
Emergency room treatments	366	369	688	729	41
<b>Total patient treatments</b>	<b>17,353</b>	<b>15,762</b>	<b>31,383</b>	<b>32,020</b>	<b>637</b>
<b>PHYSICAL THERAPY</b>					
In-patient treatments	2,330	2,485	4,776	4,683	-93
Out-patient treatments	234	259	497	528	31
Emergency room treatments	0	0	0	0	0
<b>Total treatments</b>	<b>2,564</b>	<b>2,744</b>	<b>5,273</b>	<b>5,211</b>	<b>-62</b>

**SALINAS VALLEY HEALTH MEDICAL CENTER**

**PATIENT STATISTICAL REPORT**

For the month of August and two months to date

	<u>Month of August</u>		<u>Two months to date</u>		<u>Variance</u>
	<u>2023</u>	<u>2024</u>	<u>2023-24</u>	<u>2024-25</u>	
<b>OCCUPATIONAL THERAPY</b>					
In-patient procedures	1,539	1,475	2,957	3,072	115
Out-patient procedures	216	188	475	421	-54
Emergency room procedures	0	0	0	0	0
<b>Total procedures</b>	<b>1,755</b>	<b>1,663</b>	<b>3,432</b>	<b>3,493</b>	<b>61</b>
<b>SPEECH THERAPY</b>					
In-patient treatments	406	535	887	1,010	123
Out-patient treatments	49	40	73	63	-10
Emergency room treatments	0	0	0	0	0
<b>Total treatments</b>	<b>455</b>	<b>575</b>	<b>960</b>	<b>1,073</b>	<b>113</b>
<b>CARDIAC REHABILITATION</b>					
In-patient treatments	0	1	2	2	0
Out-patient treatments	585	654	1,084	1,326	242
Emergency room treatments	0	0	0	0	0
<b>Total treatments</b>	<b>585</b>	<b>655</b>	<b>1,086</b>	<b>1,328</b>	<b>242</b>
<b>CRITICAL DECISION UNIT</b>					
Observation hours	239	188	611	494	-117
<b>ENDOSCOPY</b>					
In-patient procedures	77	96	137	168	31
Out-patient procedures	49	65	95	109	14
Emergency room procedures	0	0	0	0	0
<b>Total procedures</b>	<b>126</b>	<b>161</b>	<b>232</b>	<b>277</b>	<b>45</b>
<b>C.T. SCAN</b>					
In-patient procedures	680	755	1,402	1,543	141
Out-patient procedures	491	519	962	935	-27
Emergency room procedures	813	812	1,566	1,565	-1
<b>Total procedures</b>	<b>1,984</b>	<b>2,086</b>	<b>3,930</b>	<b>4,043</b>	<b>113</b>
<b>DIETARY</b>					
Routine patient diets	21,027	14,890	42,325	29,832	-12,493
Meals to personnel	28,688	32,665	56,633	68,141	11,508
<b>Total diets and meals</b>	<b>49,715</b>	<b>47,555</b>	<b>98,958</b>	<b>97,973</b>	<b>-985</b>
<b>LAUNDRY AND LINEN</b>					
Total pounds laundered	95,358	96,048	193,409	189,713	-3,696

# **ADJOURNMENT**