

COUNTY OF MONTEREY STANDARD AGREEMENT

This **Agreement** is made by and between the County of Monterey, a political subdivision of the State of California (hereinafter “County”) and:

Natividad Medical Foundation

_____ (hereinafter “CONTRACTOR”).

In consideration of the mutual covenants and conditions set forth in this Agreement, the parties agree as follows:

1.0 GENERAL DESCRIPTION:

The County hereby engages CONTRACTOR to perform, and CONTRACTOR hereby agrees to perform, the services described in **Exhibit A** in conformity with the terms of this Agreement. The goods and/or services are generally described as follows:

Provide: services to establish a philanthropy program and strategies, including grant writing and donor development, to build and cultivate a donor pool to support various Health Department programs, projects, and initiatives

2.0 PAYMENT PROVISIONS:

County shall pay the CONTRACTOR in accordance with the payment provisions set forth in **Exhibit A**, subject to the limitations set forth in this Agreement. The total amount payable by County to CONTRACTOR under this Agreement shall not exceed the sum of: **\$ 306,319**

3.0 TERM OF AGREEMENT:

3.01 The term of this Agreement is from January 1, 2023 to June 30, 2024, unless sooner terminated pursuant to the terms of this Agreement. This Agreement is of no force or effect until signed by both CONTRACTOR and County and with County signing last, and **CONTRACTOR may not commence work before County signs this Agreement.**

3.02 ~~The County reserves the right to cancel this Agreement, or any extension of this Agreement, without cause, with a thirty day (30) written notice, or with cause immediately.~~

4.0 SCOPE OF SERVICES AND ADDITIONAL PROVISIONS:

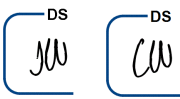
The following attached exhibits are incorporated herein by reference and constitute a part of this Agreement:

Exhibit A Scope of Services/Payment Provisions

Exhibit B Other: Exhibit B, Invoice Template

Exhibit C, MCHD Proposal Information

Exhibit D, Projected Return on Investment By Year



Contractor

County

Natividad Medical Foundation
01/01/2023 - 06/30/2024
\$306,319

5.0 PERFORMANCE STANDARDS:

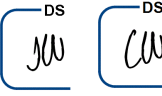
- 5.01 CONTRACTOR warrants that CONTRACTOR and CONTRACTOR’s agents, employees, and subcontractors performing services under this Agreement are specially trained, experienced, competent, and appropriately licensed to perform the work and deliver the services required under this Agreement and are not employees of the County, or immediate family of an employee of the County.
- 5.02 CONTRACTOR, its agents, employees, and subcontractors shall perform all work in a safe and skillful manner and in compliance with all applicable laws and regulations. All work performed under this Agreement that is required by law to be performed or supervised by licensed personnel shall be performed in accordance with such licensing requirements.
- 5.03 CONTRACTOR shall furnish, at its own expense, all materials, equipment, and personnel necessary to carry out the terms of this Agreement, except as otherwise specified in this Agreement. CONTRACTOR shall not use County premises, property (including equipment, instruments, or supplies) or personnel for any purpose other than in the performance of its obligations under this Agreement.

6.0 PAYMENT CONDITIONS:

- 6.01 Prices shall remain firm for the initial term of the Agreement and, thereafter, may be adjusted annually as provided in this paragraph. The County does not guarantee any minimum or maximum amount of dollars to be spent under this Agreement.
- 6.02 Negotiations for rate changes shall be commenced, by CONTRACTOR, a minimum of ninety days (90) prior to the expiration of the Agreement. Rate changes are not binding unless mutually agreed upon in writing by the County and the CONTRACTOR.
- 6.03 Invoice amounts shall be billed directly to the ordering department.
- 6.04 CONTRACTOR shall submit such invoice periodically or at the completion of services, but in any event, not later than 30 days after completion of services. The invoice shall set forth the amounts claimed by CONTRACTOR for the previous period, together with an itemized basis for the amounts claimed, and such other information pertinent to the invoice. The County shall certify the invoice, either in the requested amount or in such other amount as the County approves in conformity with this Agreement and shall promptly submit such invoice to the County Auditor-Controller for payment. The County Auditor-Controller shall pay the amount certified within 30 days of receiving the certified invoice.

7.0 TERMINATION:

- 7.01 ~~During the term of this Agreement, the County may terminate the Agreement for any reason by giving written notice of termination to the CONTRACTOR at least thirty (30) days prior to the effective date of termination. Such notice shall set forth the effective date of termination. In the event of such termination, the amount payable under this Agreement shall be reduced in proportion to the services provided prior to the date of termination.~~

7.0

 Contractor

 County

Contractor

County

7.02 ~~The County may cancel and terminate this Agreement for good cause effective immediately upon written notice to CONTRACTOR. "Good cause" includes the failure of CONTRACTOR to perform the required services at the time and in the manner provided under this Agreement. If County terminates this Agreement for good cause, the County may be relieved of the payment of any consideration to CONTRACTOR, and the County may proceed with the work in any manner, which County deems proper. The cost to the County shall be deducted from any sum due the CONTRACTOR under this Agreement.~~

7.03 The County's payments to CONTRACTOR under this Agreement are funded by local, state and federal governments. If funds from local, state and federal sources are not obtained and continued at a level sufficient to allow for the County's purchase of the indicated quantity of services, then the County may give written notice of this fact to CONTRACTOR, and the obligations of the parties under this Agreement shall terminate immediately, or on such date thereafter, as the County may specify in its notice, unless in the meanwhile the parties enter into a written amendment modifying this Agreement.

8.0 INDEMNIFICATION:

CONTRACTOR shall indemnify, defend, and hold harmless the County, its officers, agents, and employees, from and against any and all claims, liabilities, and losses whatsoever (including damages to property and injuries to or death of persons, court costs, and reasonable attorneys' fees) occurring or resulting to any and all persons, firms or corporations furnishing or supplying work, services, materials, or supplies in connection with the performance of this Agreement, and from any and all claims, liabilities, and losses occurring or resulting to any person, firm, or corporation for damage, injury, or death arising out of or connected with the CONTRACTOR's performance of this Agreement, unless such claims, liabilities, or losses arise out of the sole negligence or willful misconduct of the County. "CONTRACTOR's performance" includes CONTRACTOR's action or inaction and the action or inaction of CONTRACTOR's officers, employees, agents and subcontractors.

9.0 INSURANCE REQUIREMENTS:

9.01 **Evidence of Coverage:** Prior to commencement of this Agreement, the Contractor shall provide a "Certificate of Insurance" certifying that coverage as required herein has been obtained. Individual endorsements executed by the insurance carrier shall accompany the certificate. In addition, the Contractor upon request shall provide a certified copy of the policy or policies.

This verification of coverage shall be sent to the County's Contracts/Purchasing Department, unless otherwise directed. The Contractor shall not receive a "Notice to Proceed" with the work under this Agreement until it has obtained all insurance required and the County has approved such insurance. This approval of insurance shall neither relieve nor decrease the liability of the Contractor.

9.02 **Qualifying Insurers:** All coverage's, except surety, shall be issued by companies which hold a current policy holder's alphabetic and financial size category rating of not less than A- VII, according to the current Best's Key Rating Guide or a company of equal financial stability that is approved by the County's Purchasing Manager.

9.03 **Insurance Coverage Requirements:** Without limiting CONTRACTOR’s duty to indemnify, CONTRACTOR shall maintain in effect throughout the term of this Agreement a policy or policies of insurance with the following minimum limits of liability:

Commercial General Liability Insurance: including but not limited to premises and operations, including coverage for Bodily Injury and Property Damage, Personal Injury, Contractual Liability, Broad form Property Damage, Independent Contractors, Products and Completed Operations, with a combined single limit for Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

(Note: any proposed modifications to these general liability insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)

Requestor must check the appropriate Automobile Insurance Threshold:

Requestor must check the appropriate box.

Agreement Under \$100,000 Business Automobile Liability Insurance: covering all motor vehicles, including owned, leased, non-owned, and hired vehicles, used in providing services under this Agreement, with a combined single limit for Bodily Injury and Property Damage of not less than \$500,000 per occurrence.

Agreement Over \$100,000 Business Automobile Liability Insurance: covering all motor vehicles, including owned, leased, non-owned, and hired vehicles, used in providing services under this Agreement, with a combined single limit or Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

(Note: any proposed modifications to these auto insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)

Workers’ Compensation Insurance: if CONTRACTOR employs others in the performance of this Agreement, in accordance with California Labor Code section 3700 and with Employer’s Liability limits not less than \$1,000,000 each person, \$1,000,000 each accident and \$1,000,000 each disease.

(Note: any proposed modifications to these workers’ compensation insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)

Professional Liability Insurance: if required for the professional services being provided, (e.g., those persons authorized by a license to engage in a business or profession regulated by the California Business and Professions Code), in the amount of not less than \$1,000,000 per claim and \$2,000,000 in the aggregate, to cover liability for malpractice or errors or omissions made in the course of rendering professional services. If professional liability insurance is written on a “claims-made” basis rather than an occurrence basis, the CONTRACTOR shall, upon the expiration or earlier termination of this Agreement, obtain extended reporting coverage (“tail coverage”) with the same liability limits. Any such tail

coverage shall continue for at least three years following the expiration or earlier termination of this Agreement.

(Note: any proposed modifications to these insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)

9.04 Other Requirements:

All insurance required by this Agreement shall be with a company acceptable to the County and issued and executed by an admitted insurer authorized to transact Insurance business in the State of California. Unless otherwise specified by this Agreement, all such insurance shall be written on an occurrence basis, or, if the policy is not written on an occurrence basis, such policy with the coverage required herein shall continue in effect for a period of three years following the date CONTRACTOR completes its performance of services under this Agreement.

Each liability policy shall provide that the County shall be given notice in writing at least thirty days in advance of any endorsed reduction in coverage or limit, cancellation, or intended non-renewal thereof. Each policy shall provide coverage for Contractor and additional insureds with respect to claims arising from each subcontractor, if any, performing work under this Agreement, or be accompanied by a certificate of insurance from each subcontractor showing each subcontractor has identical insurance coverage to the above requirements.

Commercial general liability and automobile liability policies shall provide an endorsement naming the County of Monterey, its officers, agents, and employees as Additional Insureds with respect to liability arising out of the CONTRACTOR'S work, including ongoing and completed operations, **and shall further provide that such insurance is primary insurance to any insurance or self-insurance maintained by the County and that the insurance of the Additional Insureds shall not be called upon to contribute to a loss covered by the CONTRACTOR'S insurance.** The required endorsement form for Commercial General Liability Additional Insured is ISO Form CG 20 10 11-85 or CG 20 10 10 01 in tandem with CG 20 37 10 01 (2000). The required endorsement form for Automobile Additional Insured endorsement is ISO Form CA 20 48 02 99.

Prior to the execution of this Agreement by the County, CONTRACTOR shall file certificates of insurance with the County's contract administrator and County's Contracts/Purchasing Division, showing that the CONTRACTOR has in effect the insurance required by this Agreement. The CONTRACTOR shall file a new or amended certificate of insurance within five calendar days after any change is made in any insurance policy, which would alter the information on the certificate then on file. Acceptance or approval of insurance shall in no way modify or change the indemnification clause in this Agreement, which shall continue in full force and effect. CONTRACTOR shall always during the term of this Agreement maintain in force the insurance coverage required under this Agreement and shall send, without demand by County, annual certificates to County's Contract Administrator and County's Contracts/Purchasing Division. If the certificate is not received by the expiration date, County shall notify CONTRACTOR and CONTRACTOR shall have five calendar days to send in the certificate, evidencing no lapse in coverage during the interim. Failure by CONTRACTOR to maintain such insurance is a default of

Natividad Medical Foundation

01/01/2023 - 06/30/2024

\$306,319

this Agreement, which entitles County, at its sole discretion, to terminate this Agreement immediately.

10.0 RECORDS AND CONFIDENTIALITY:

- 10.1 **Confidentiality:** CONTRACTOR and its officers, employees, agents, and subcontractors shall comply with any and all federal, state, and local laws, which provide for the confidentiality of records and other information. CONTRACTOR shall not disclose any confidential records or other confidential information received from the County or prepared in connection with the performance of this Agreement, unless County specifically permits CONTRACTOR to disclose such records or information. CONTRACTOR shall promptly transmit to County any and all requests for disclosure of any such confidential records or information. CONTRACTOR shall not use any confidential information gained by CONTRACTOR in the performance of this Agreement except for the sole purpose of carrying out CONTRACTOR's obligations under this Agreement.
- 10.2 **County Records:** When this Agreement expires or terminates, CONTRACTOR shall return to County any County records which CONTRACTOR used or received from County to perform services under this Agreement.
- 10.3 **Maintenance of Records:** CONTRACTOR shall prepare, maintain, and preserve all reports and records that may be required by federal, state, and County rules and regulations related to services performed under this Agreement. CONTRACTOR shall maintain such records for a period of at least three years after receipt of final payment under this Agreement. If any litigation, claim, negotiation, audit exception, or other action relating to this Agreement is pending at the end of the three-year period, then CONTRACTOR shall retain said records until such action is resolved.
- 10.4 **Access to and Audit of Records:** The County shall have the right to examine, monitor and audit all records, documents, conditions, and activities of the CONTRACTOR and its subcontractors related to services provided under this Agreement. Pursuant to Government Code section 8546.7, if this Agreement involves the expenditure of public funds in excess of \$10,000, the parties to this Agreement may be subject, at the request of the County or as part of any audit of the County, to the examination and audit of the State Auditor pertaining to matters connected with the performance of this Agreement for a period of three years after final payment under the Agreement.
- 10.5 **Royalties and Inventions:** County shall have a royalty-free, exclusive and irrevocable license to reproduce, publish, and use, and authorize others to do so, all original computer programs, writings, sound recordings, pictorial reproductions, drawings, and other works of similar nature produced in the course of or under this Agreement. CONTRACTOR shall not publish any such material without the prior written approval of County.

11.0 NON-DISCRIMINATION:

- 11.1 During the performance of this Agreement, CONTRACTOR, and its subcontractors, shall not unlawfully discriminate against any person because of race, religious creed, color, sex, national origin, ancestry, physical disability, mental disability, medical condition, marital status, age (over 40), sexual orientation, or any other characteristic set forth in California Government code § 12940(a), either in CONTRACTOR's employment practices or in the furnishing of services to recipients. CONTRACTOR shall ensure that the evaluation and

treatment of its employees and applicants for employment and all persons receiving and requesting services are free of such discrimination. CONTRACTOR and any subcontractor shall, in the performance of this Agreement, fully comply with all federal, state, and local laws and regulations which prohibit discrimination. The provision of services primarily or exclusively to such target population as may be designated in this Agreement shall not be deemed to be prohibited discrimination.

12.0 COMPLIANCE WITH TERMS OF STATE OR FEDERAL GRANTS:

If this Agreement has been or will be funded with monies received by the County pursuant to a contract with the state or federal government in which the County is the grantee, CONTRACTOR will comply with all the provisions of said contract, to the extent applicable to CONTRACTOR as a subgrantee under said contract, and said provisions shall be deemed a part of this Agreement, as though fully set forth herein. Upon request, County will deliver a copy of said contract to CONTRACTOR, at no cost to CONTRACTOR.

13.0 COMPLIANCE WITH APPLICABLE LAWS:

13.1 CONTRACTOR shall keep itself informed of and in compliance with all federal, state, and local laws, ordinances, regulations, and orders, including but not limited to all state and federal tax laws that may affect in any manner the Project or the performance of the Services or those engaged to perform Services under this AGREEMENT as well as any privacy laws including, if applicable, HIPAA. CONTRACTOR shall procure all permits and licenses, pay all charges and fees, and give all notices require by law in the performance of the Services.

13.2 CONTRACTOR shall report immediately to County's Contracts/Purchasing Officer, in writing, any discrepancy or inconsistency it discovers in the laws, ordinances, regulations, orders, and/or guidelines in relation to the Project of the performance of the Services.

13.3 All documentation prepared by CONTRACTOR shall provide for a completed project that conforms to all applicable codes, rules, regulations, and guidelines that are in force at the time such documentation is prepared.

14.0 INDEPENDENT CONTRACTOR:

In the performance of work, duties, and obligations under this Agreement, CONTRACTOR is always acting and performing as an independent contractor and not as an employee of the County. No offer or obligation of permanent employment with the County or County department or agency is intended in any manner, and CONTRACTOR shall not become entitled by virtue of this Agreement to receive from County any form of employee benefits including but not limited to sick leave, vacation, retirement benefits, workers' compensation coverage, insurance or disability benefits. CONTRACTOR shall be solely liable for and obligated to pay directly all applicable taxes, including federal and state income taxes and social security, arising out of CONTRACTOR's performance of this Agreement. In connection therewith, CONTRACTOR shall defend, indemnify, and hold County harmless from any and all liability which County may incur because of CONTRACTOR's failure to pay such taxes.

15.0 NOTICES:

Notices required under this Agreement shall be delivered personally or by first-class, postage pre-paid mail to the County and CONTRACTOR’S contract administrators at the addresses listed below:

| FOR COUNTY: | FOR CONTRACTOR: |
|---|---|
| <hr/> Krista Hanni, Program Manager <hr/> Name and Title | <hr/> Jennifer Williams, Executive Director <hr/> Name and Title |
| <hr/> 1270 Natividad Road, Salinas, CA 93906 <hr/> Address | <hr/> PO Box 4427, Salinas, CA 93912 <hr/> Address |
| <hr/> 831-755-4586 <hr/> Phone: | <hr/> 831-769-8678 <hr/> Phone: |

16.0 MISCELLANEOUS PROVISIONS.

- 16.01 **Conflict of Interest:** CONTRACTOR represents that it presently has no interest and agrees not to acquire any interest during the term of this Agreement, which would directly, or indirectly conflict in any manner or to any degree with the full and complete performance of the services required to be rendered under this Agreement.
- 16.02 **Amendment:** This Agreement may be amended or modified only by an instrument in writing signed by the County and the CONTRACTOR.
- 16.03 **Waiver:** Any waiver of any terms and conditions of this Agreement must be in writing and signed by the County and the CONTRACTOR. A waiver of any of the terms and conditions of this Agreement shall not be construed as a waiver of any other terms or conditions in this Agreement.
- 16.04 **Contractor:** The term “CONTRACTOR” as used in this Agreement includes CONTRACTOR’s officers, agents, and employees acting on CONTRACTOR’s behalf in the performance of this Agreement.
- 16.05 **Disputes:** CONTRACTOR shall continue to perform under this Agreement during any dispute.
- 16.06 **Assignment and Subcontracting:** The CONTRACTOR shall not assign, sell, or otherwise transfer its interest or obligations in this Agreement without the prior written consent of the County. None of the services covered by this Agreement shall be subcontracted without the prior written approval of the County. Notwithstanding any such subcontract, CONTRACTOR shall continue to be liable for the performance of all requirements of this Agreement.

- 16.07 **Successors and Assigns:** This Agreement and the rights, privileges, duties, and obligations of the County and CONTRACTOR under this Agreement, to the extent assignable or delegable, shall be binding upon and inure to the benefit of the parties and their respective successors, permitted assigns, and heirs.
- 16.08 **Headings:** The headings are for convenience only and shall not be used to interpret the terms of this Agreement.
- 16.09 **Time is of the Essence:** Time is of the essence in each and all of the provisions of this Agreement.
- 16.10 **Governing Law:** This Agreement shall be governed by and interpreted under the laws of the State of California; venue shall be Monterey County.
- 16.11 **Non-exclusive Agreement:** This Agreement is non-exclusive and both County and CONTRACTOR expressly reserve the right to contract with other entities for the same or similar services.
- 16.12 **Construction of Agreement:** The County and CONTRACTOR agree that each party has fully participated in the review and revision of this Agreement and that any rule of construction to the effect that ambiguities are to be resolved against the drafting party shall not apply in the interpretation of this Agreement or any amendment to this Agreement.
- 16.13 **Counterparts:** This Agreement may be executed in two or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same Agreement.
- 16.14 **Authority:** Any individual executing this Agreement on behalf of the County or the CONTRACTOR represents and warrants hereby that he or she has the requisite authority to enter into this Agreement on behalf of such party and bind the party to the terms and conditions of this Agreement.
- 16.15 **Integration:** This Agreement, including the exhibits, represent the entire Agreement between the County and the CONTRACTOR with respect to the subject matter of this Agreement and shall supersede all prior negotiations, representations, or agreements, either written or oral, between the County and the CONTRACTOR as of the effective date of this Agreement, which is the date that the County signs the Agreement.
- 16.16 **Interpretation of Conflicting Provisions:** In the event of any conflict or inconsistency between the provisions of this Agreement and the Provisions of any exhibit or other attachment to this Agreement, the provisions of this Agreement shall prevail and control.

17.0 **CONSENT TO USE OF ELECTRONIC SIGNATURES.**

- 17.1 The parties to this Agreement consent to the use of electronic signatures via DocuSign to execute this Agreement. The parties understand and agree that the legality of electronic signatures is governed by state and federal law, 15 U.S.C. Section 7001 et seq.; California Government Code Section 16.5; and, California Civil Code Section 1633.1 et. seq. Pursuant to said state and federal law as may be amended from time to time, the parties to this Agreement hereby authenticate and execute this Agreement, and any and all Exhibits to this

Agreement, with their respective electronic signatures, including any and all scanned signatures in portable document format (PDF).

17.2 Counterparts.

The parties to this Agreement understand and agree that this Agreement can be executed in two (2) or more counterparts and transmitted electronically via facsimile transmission or by delivery of a scanned counterpart in portable document format (PDF) via email transmittal.

17.3 Form: Delivery by E-Mail or Facsimile.

Executed counterparts of this Agreement may be delivered by facsimile transmission or by delivery of a scanned counterpart in portable document format (PDF) by e-mail transmittal, in either case with delivery confirmed. On such confirmed delivery, the signatures in the facsimile or PDF data file shall be deemed to have the same force and effect as if the manually signed counterpart or counterparts had been delivered to the other party in person.

***** THIS SECTION INTENTIONALLY LEFT BLANK *****

18.0 SIGNATURE PAGE.

IN WITNESS WHEREOF, County and CONTRACTOR have executed this Agreement as of the day and year written below.

COUNTY OF MONTEREY

CONTRACTOR

Natividad Medical Foundation

By: _____
Contracts/Purchasing Officer

Date: _____

By: _____
Department Head (if applicable)

Date: _____

Approved as to Form
Office of the County Counsel
Leslie J. Girard, County Counsel

By: DocuSigned by:
Stacy Saetta Stacy Saetta

County Counsel
Chief Deputy County Counsel.

Date: 10/27/2022 | 11:07 AM PDT

Approved as to Fiscal Provisions
DocuSigned by:
Jennifer Forsyth Jennifer Forsyth

Auditor/Controller
Auditor-Controller Analyst II

Date: 10/27/2022 | 4:48 PM PDT

Approved as to Liability Provisions
Office of the County Counsel-Risk Manager
Leslie J. Girard, County Counsel-Risk Manager

By: _____
Risk Management

Date: _____

By: DocuSigned by:
Jennifer Williams

(Signature of Chair, President, or Vice-President)

Jennifer Williams President & CEO

Name and Title

Date: 10/25/2022 | 4:34 PM PDT

By: DocuSigned by:
Craig Walls

(Signature of Secretary, Asst. Secretary, CFO, Treasurer, or Asst. Treasurer)

Craig Walls Sect

Name and Title

Date: 10/25/2022 | 5:23 PM PDT

County Board of Supervisors' Agreement No. _____ approved on _____

*INSTRUCTIONS: If CONTRACTOR is a corporation, including non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two (2) specified officers per California Corporations Code Section 313. If CONTRACTOR is a Limited Liability Corporation (LLC), the full legal name of the LLC shall be set forth above together with the signatures of two (2) managers. If CONTRACTOR is a partnership, the full legal name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any, and shall personally sign the Agreement or Amendment to said Agreement.

¹Approval by County Counsel is required

²Approval by Auditor-Controller is required

³Approval by Risk Management is necessary only if changes are made in paragraphs 8 or 9

Natividad Medical Foundation
01/01/2023 - 06/30/2024

ADDENDUM NO. 1

TO AGREEMENT BY AND BETWEEN COUNTY OF MONTEREY AND NATIVIDAD MEDICAL FOUNDATION

This Addendum No. 1 amends, modifies, and supplements the County of Monterey Agreement by and between the **COUNTY OF MONTEREY**, a political subdivision of the State of California (hereinafter “County”) and **NATIVIDAD MEDICAL FOUNDATION** (hereinafter “CONTRACTOR”). This Addendum No. 1 has the full force and effect as if set forth within the Agreement and is incorporated by reference and made a part of the Agreement. Notwithstanding the provision of Section 16.16 of the Agreement, to the extent that any of the terms or conditions contained in this Addendum No. 1 may contradict or conflict with any of the terms and conditions of the Agreement, it is expressly understood and agreed that the terms and conditions of this Addendum No. 1 shall take precedence and supersede the Agreement.

NOW, THEREFORE, County and CONTRACTOR agree that the Agreement terms and conditions shall be amended, modified, and supplemented as follows:

1. Section 3.02 of the Agreement, shall be deleted and restated in its entirety to read as follows:

3.02 The County and CONTRACTOR reserves the right to cancel this Agreement, or any extension of this Agreement, without cause, with a thirty day (30) written notice, or with cause immediately.

2. Section 7.01 of the Agreement shall be deleted and restated in its entirety to read as follows:

7.01 During the term of this Agreement, either County or CONTRACTOR may terminate the Agreement for any reason by giving written notice of termination to the other party at least thirty (30) days prior to the effective date of termination. Such notice shall set forth the effective date of termination. In the event of such termination, the amount payable under this Agreement shall be reduced in proportion to the services provided prior to the date of termination.

3. Section 7.02 of the Agreement shall be deleted and restated in its entirety to read as follows:

7.02 Either the County or CONTRACTOR may cancel and terminate this Agreement for good cause effective immediately upon written notice to the other party. “Good cause” includes the failure of CONTRACTOR to perform the required services at the time and in the manner provided under this Agreement. If County terminates this Agreement for good cause, the County may be relieved of the payment of any consideration to CONTRACTOR, and the County may proceed with the work in any manner, which County deems proper. The cost to the County shall be deducted from any sum due the CONTRACTOR under this Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum No. 1, by the authority as follows:

CONTRACTOR – Natividad Medical Foundation

Approved:

DocuSigned by:
By: Jennifer Williams
F830C87D65174EA...

Jennifer Williams President & CEO
Name and Title

Date: 10/25/2022 | 4:34 PM PDT

Approved:

DocuSigned by:
By: Craig Walls
0D526B51AF5C494...

Craig walls Sect
Name and Title

Date: 10/25/2022 | 5:23 PM PDT

COUNTY OF MONTEREY

Approved as to Form:

DocuSigned by:
By: Stacy Saetta Stacy Saetta
C0ECE1B99F444A9...

Deputy County Counsel
Chief Deputy County Counsel.

Date: 10/27/2022 | 11:07 AM PDT

Approved:

DocuSigned by:
By: Jennifer Forsyth Jennifer Forsyth
4E7E657875454AE...

Auditor/Controller
Auditor-Controller Analyst II

Date: 10/27/2022 | 4:48 PM PDT

Approved:

By: _____
Director of Health

EXHIBIT A

**To Agreement by and between
County of Monterey, hereinafter referred to as “County”**

AND

Natividad Medical Foundation, hereinafter referred to as “CONTRACTOR”

Purpose of Funding/Scope of Services / Payment Provisions

A. PURPOSE OF FUNDING

CONTRACTOR will provide philanthropic services to include donor development and grant writing through the hiring of a Development Officer to coordinate and maintain specific development initiatives for County. A primary focus of this position will be to research, strategize, prepare, and present funding opportunities to potential donors, cultivate donors for future funding needs, and to also research, strategize, and prepare grant proposals. Proposals may be submitted to all types of funding sources such as corporate, community, national, and family foundations; as well as local, state, and federal government entities.

B. SCOPE OF SERVICES

B.1 CONTRACTOR shall provide services and staff, and otherwise do all things necessary for or incidental to the performance of work, as set forth below:

B.1.1 CONTRACTOR shall provide philanthropic services in support of Monterey County Health Department’s (MCHD) Strategic Plan, defined as:

- Major gift planning and fundraising
- Community outreach in connection with fundraising
- Preparing and submitting foundation and government grant applications
- Administering current/future foundation grants

Services will be delivered at Natividad Medical Center, 1441 Constitution Blvd., Salinas, CA 93906. Some grant-funded program services and donor development activities will be conducted at various sites throughout Monterey County.

County shall identify a staff member to serve on the Foundation’s Board of Directors and representing desired characteristics for board composition, including diversity.

B.2 CONTRACTOR Obligations:

From January 1, 2023 through June 30, 2024, NMF will achieve the following goals and deliverables:

B.2.1 CONTRACTOR shall produce the following deliverables (written reports, installed products, etc.) by the dates indicated below:

Natividad Medical Foundation
01/01/2023 – 06/30/2024
\$306,319

| Service | Estimated Timeline | Outcome |
|--|----------------------------|--|
| Ensure fulfillment of donor intent, accountability to the Attorney General of the State of California and transparency in alignment with nonprofit industry best practices | Throughout contract period | Ensure accountability to donor intent and the CA Attorney General's office; ensure volunteer Board of Directors meets regularly in compliance with Natividad Foundation Bylaws, Articles of Incorporation and governance policies; complete an annual independent financial audit; file Form 990 nonprofit tax return; maintain Candid (formerly GuideStar) Platinum Level recognition; maintain charitable organization registration status with CA Attorney General's office |
| Expand the scope of services at Natividad Medical Foundation (NMF) | February 28, 2023 | Successfully secure California Secretary of State approval to amend NMF's Articles of Incorporation to the end that the "greatest amount of hospital and health system services may be extended to the greatest number of persons served by Natividad Medical Center and the health system for the public good" |
| NMF Board of Directors approval of modifications to key NMF operating documents and plans | April 1, 2023 | Approve updated mission statement and addition of MCHD philanthropic expansion into Strategic Plan, Budget, Organizational Chart and Governance Structure |
| NMF hires 1 position (MCHD Development Officer, 1.0 FTE) | April 1, 2023 | Recruit, hire and orient full-time development professional dedicated to fundraising for MCHD-identified needs |
| Begin fundraising efforts for MCHD-identified needs for which | April 1, 2023 | Application process initiated for select MCHD-identified needs |

| | | |
|--|---|---|
| philanthropic opportunities already exist | | |
| Nominate and approve MCHD representative to serve on NMF Board | June 30, 2023 | Expand NMF Board of Directors with MCHD designee reflecting desired characteristics for board composition, including diversity |
| Develop collaborative partnerships with MCHD leaders and staff | July 31, 2023 | Introductory meetings held to identify needs and establish sources for information needed for fundraising |
| Develop and communicate a case for support for initial selected MCHD-identified need | September 30, 2023 | Cases for support complete and approved for an estimated initial four (4) broad MCHD-identified initiatives |
| Develop and communicate a case for support for initial selected MCHD-identified need | November 30, 2023 | Cases for support complete and approved for an estimated initial four (4) MCHD initiative-specific identified needs |
| Establish a new donor pool distinct from the existing NMF donor pool to support MCHD needs and allow the community to participate in improving population health | June 30, 2024 | Thirty-six (36) prospective donors and new donors, including foundations and corporate giving arms, in cultivation cycle |
| Raise funds to support clinic and systems alignment needs | Through June 30, 2024 | Raise an anticipated gross \$577,500 in the startup period (1-1-23 to 6-30-24) and be ready and able to fund clinic and systems alignment needs based on a list of needs to be provided by MCHD |
| Provide grant and restricted fund administration services on behalf of MCHD | Through June 30, 2024 | Administer grants/restricted funds in support of MCHD |
| Partner with the MCHD Planning & Evaluation team to ensure project evaluation services are completed according to funding requirements | Through June 30, 2024 | Meet all required grant reporting deadlines and perform data analysis and reporting to demonstrate program effectiveness |
| Assist with preparation of government grant | Approximately 1-2 times per fiscal year | Assist with writing as a component of the grant |

| | | |
|--|-----------------------|---|
| proposals that are requested by and awarded directly to MCHD | | preparation and submission process for applications requested by MCHD for funds awarded directly to MCHD to meet pressing needs as funding opportunities become available |
| Develop and communicate a case for support for additional MCHD-identified need | June 30, 2024 | Cases for support complete and approved for an additional estimated eight (8) MCHD initiative-specific identified needs |
| Consistently deliver donor communications including mail and social media | Through June 30, 2024 | Educate and engage community through media/marketing outreach |
| Consistently incorporate the Transforming Health Care Into Healing [®] brand strategy | Through June 30, 2024 | Deliver branded messaging to support new donor base and philanthropic support for MCHD |

Copies of all summary donor cultivation materials and grant proposals written under this Agreement must be delivered via email or shared One Drive folder to Krista Hanni, County Health Department's Policy, Evaluation and Planning Unit, quarterly (for donor development) or as written (for grant proposals).

B.3. CONTRACTOR agrees to provide oversight responsibility for fiscal administration of the funding provided to CONTRACTOR pursuant to this Agreement and shall monitor CONTRACTOR's adherence to any federal, state and local laws and regulations governing fiscal accountability.

C. PAYMENT PROVISIONS

C.1 COMPENSATION/ PAYMENT

C.1.1 County shall pay an amount not to exceed **\$306,319** for the performance of all things necessary for or incidental to the performance of work as set forth in the Scope of Work. CONTRACTOR'S compensation for services rendered shall be based on the following rates or in accordance with the following terms:

- Refer to **Exhibit C**, MCHD Proposal Information Table.

Natividad Medical Foundation
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\$306,319

The Natividad Medical Foundation shall invoice MCHD on a quarterly basis for NMF Salaries, Wages, Benefits and Operating Support. Invoice template referenced on **Exhibit B**, Invoice Template.

C.2 DETERMINATION OF COMPLIANCE

Upon request by the County, Contractor will provide periodic progress reports throughout the duration of this agreement. The determination of whether performance meets standard is at the sole judgment of the County. County will review these periodic progress reports and perform other monitoring tasks at its discretion to make its determination. This may include making site visits and reviewing related records, which contractor shall make readily available upon request.

In the event County determines Contractor is not meeting its expectations as expressed above, in whole or in part, County reserves the right to determine the appropriate remedies. These remedies may include, but are not limited to, requiring a corrective action plan, disallowing costs, changing the compensations schedule, reducing future allocations and/or terminating the Agreement.

Modifications to the Scope of Services: The Contract Manager may approve modifications to the specific tasks described above; however, any modifications to compensation must be approved by the Board of Supervisors.

C.3 CONTRACTORS BILLING PROCEDURES

NOTE: Payment may be based upon satisfactory acceptance of each deliverable, payment after completion of each major part of the Agreement, payment at conclusion of the Agreement, etc.

County may, in its sole discretion, terminate the contract or withhold payments claimed by CONTRACTOR for services rendered if CONTRACTOR fails to satisfactorily comply with any term or condition of this Agreement.

No payments in advance or in anticipation of services or supplies to be provided under this Agreement shall be made by County.

County shall not pay any claims for payment for services submitted more than twelve (12) months after the calendar month in which the services were completed.

DISALLOWED COSTS: CONTRACTOR is responsible for any audit exceptions or disallowed costs incurred by its own organization or that of its subcontractors. Sales tax and travel fees are not applicable under this agreement.

C.4 RETURN OF UNUSED OR IMPROPERLY USED FUNDS. Upon the expiration or earlier termination of this Agreement, if there are any funds paid by County to CONTRACTOR

Natividad Medical Foundation
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\$306,319

that have not been used or are not committed for a specific use, such funds shall be returned to County. In addition, to the extent CONTRACTOR has used funding for purposes not specifically intended by this Agreement, and not otherwise specifically approved by County (in advance of such use, and in writing), CONTRACTOR shall refund such amounts to County.

C.5 INVOICING AND PAYMENTS

1. For services satisfactorily rendered, and upon receipt and approval of invoices, the County agrees to compensate the Contractor in accordance with the above listed terms. The County Auditor-Controller shall pay the amount certified within 30 days of receiving the certified invoice.

2. Invoices shall be submitted to:
Monterey County Health Department
Administration Bureau, C/O Hilda Ochoa
Accountant II
1270 Natividad Road
Salinas, CA 939306
Direct: (831) 755-4781
Fax: (831) 796-8513
HDADMINFinance@co.monterey.ca.us
Cc: ochoahp@co.monterey.ca.us

3. Invoices shall:

- a. Use provided invoice template (refer to Exhibit B)
- b. Be prepared on Contractor letterhead. An authorized official, employee or agent certifying that the expenditures claimed represent services performed under this contract must sign invoices.
- c. Bear the Contractor's name as shown on the agreement.
- d. Identify the billing and/or performance phase and deliverables covered by the invoice.

Natividad Medical Foundation
01/01/2023 – 06/30/2024
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EXHIBIT B

Cost Reimbursement Invoice Form



Invoice

PO Box 4427, Salinas, CA 93912

Phone: 831-755-4187

Fax: 831-769-8678

| | |
|------|----------|
| Date | P.O. No. |
| | |

Total Agreement: \$306,319
Term: January 1, 2023 - June 30, 2024

| |
|--|
| Bill To: |
| Monterey County Health Department, Administration Bureau Attn: Krista Hanni, MS, PhD Email: HDADMINFinance@co.monterey.ca.us CC: ochoahp@co.monterey.ca.us |

| Description | Amount |
|--|----------|
| | |
| <i>Approved by:</i> _____ <i>Jennifer Williams</i> | Total |
| | Payments |
| | Balance |

EXHIBIT C

MCHD PROPOSAL INFORMATION

| | |
|---------------------------------------|-----------------|
| January 1, 2023 - June 30 2023 | |
| SWB | |
| Operating (10%) | \$19,000 |
| TOTAL | \$19,000 |

| | |
|------------------------------------|-----------------|
| July 1 2023 to June 30 2024 | |
| SWB | |
| Operating (10%) | \$40,000 |
| TOTAL | \$40,000 |

| Contract Request | NMF SWB | NMF Operating | Annual Totals | Total 2023-2024 |
|-------------------------|----------------|----------------------|----------------------|------------------------|
| 2023 (6 months) | \$63,084 | \$19,000 | \$82,084 | |
| 2023-2024 | \$184,235 | \$40,000 | \$224,235 | |
| | | | | \$306,319 |

EXHIBIT D

Projected Return on Investment By Year

| Period | Expense (+1.0 FTE, 0.10 existing FTE and 10% operating) | Initiatives Revenue (projected*, **) | Net Dollar Return |
|----------------------|--|---|-------------------|
| 1-1-23 to 6-30-23 | \$82,084 | \$82,500 | \$416 |
| 7-1-23 to 6-30-24 | \$224,235 | \$495,000 | \$270,765 |
| | \$306,319 | \$577,500 | \$271,181 |

**Projections increase over time as new donor pool is established and cultivated.*

***Projections are dependent upon assumptions of specific services operating under MCHD.*

Future Projection

| | | | |
|----------------------|-----------|-----------|-----------|
| 7-1-24 to 6-30-25 | \$246,658 | \$790,000 | \$543,342 |
|----------------------|-----------|-----------|-----------|

EXHIBIT D

Projected Return on Investment By Year

Scope & Prospects

| Program | Potential Revenue Year 1 | Potential Revenue Year 2 | Potential Revenue Year 3 |
|---|--------------------------------|--------------------------------|--------------------------------|
| Uninsured Care | | \$25,000 | \$50,000 |
| Underinsured | | \$25,000 | \$50,000 |
| CalAIM / Whole Person Care | | \$25,000 | \$50,000 |
| Patient Basic Needs | | \$20,000 | \$30,000 |
| DEI (workforce) | \$35,000 | | |
| DEI (patient care/care delivery system) | | \$50,000 | \$100,000 |
| Medical-Legal | | \$25,000 | \$25,000 |
| HIV Care | \$10,000 | \$10,000 | \$10,000 |
| STI Prevention | | | |
| Injury Prevention | \$5,000 | \$10,000 | \$10,000 |
| Disease Prevention (diabetes, obesity, heart, cancer) | | \$40,000 | \$50,000 |
| Prenatal Care | | | |
| Lactation | | | |
| TBD based on discussions with clinic leadership | | \$100,000 | \$100,000 |
| Clinic-Based Medication Assisted Treatment | | \$50,000 | \$50,000 |
| Physician Training Program | | | |
| Nurse, MA, LVN Training Program | | \$25,000 | \$75,000 |
| Pipeline Training Programs | | \$20,000 | \$20,000 |
| Elder (geriatric) Care | | | |
| Gender Affirming Care | | | |
| Neurodiverse Care | | | |
| Patients with Disabilities | | | |
| Palliative Care (outpatient) | | \$25,000 | \$25,000 |
| Immunizations | | | |
| Art of Better Health | \$7,500 | | \$25,000 |
| Medical Equipment | \$25,000 | \$20,000 | \$70,000 |
| Behavioral Health | | | |
| Domestic Violence Intervention | | \$25,000 | \$50,000 |
| Potential Revenue | \$82,500 | \$495,000 | \$790,000 |

Note: Year 1 annualized to reflect start of 1-1-23 (6 months).