



# County of Monterey

**Item No.47**

## Board Report

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

**Legistar File Number: A 25-479**

**December 09, 2025**

**Introduced:** 12/1/2025

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute a retroactive standard agreement with Coker Group Holdings, LLC dba Coker for consulting services providing hospital operational and resource efficiency analysis to assist at NMC for a maximum County obligation of \$300,000 for the term of December 1, 2025 through November 30, 2026.
- b. Approve and authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute up to three (3) future amendments that do not exceed 10% (\$30,000) of the original agreement, do not significantly change the scope of services, and do not increase the total not to exceed amount over \$330,000.
- c. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard termination provisions within the agreement.

### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute a retroactive standard agreement with Coker Group Holdings, LLC dba Coker for consulting services providing hospital operational and resource efficiency analysis to assist at NMC for a maximum County obligation of \$300,000 for the term of December 1, 2025 through November 30, 2026.
- b. Approve and authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute up to three (3) future amendments that do not exceed 10% (\$30,000) of the original agreement, do not significantly change the scope of services, and do not increase the total not to exceed amount over \$330,000.
- c. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard termination provisions within the agreement.

### **SUMMARY:**

Coker Group is a healthcare consulting firm with significant expertise in public hospital and health system operations. Coker will work closely with Natividad staff to analyze opportunities for operational efficiency and enhancements to service delivery. Their focus will include supply chain, purchased services, revenue cycle, health information technology, ambulatory, and pharmacy.

**DISCUSSION**

The firm will offer guidance on planning and identifying opportunities to achieve these efficiencies and improving patient services and access.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 7, 2025.

**FINANCING:**

The cost for this agreement is \$300,000 of which \$150,000 which is included in the FY 2025-26 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact on the General Fund with this action.

**BOARD OF SUPERVISORS STRATEGIC PLAN GOALS SECTION:**

Partnering with Coker will help Natividad to deliver services more efficiently and effectively. This strategic collaboration is essential for securing our long-term sustainability and ensuring we continue to meet the needs of our patients and community

- ☐ Well-Being and Quality of Life
- ☒ Sustainable Infrastructure for Present and Future
- ☐ Safe and Resilient Communities
- ☐ Diverse and Thriving Economy
- ☐ Administrative

Prepared by: Daniel Leon, CFO, 783-2561

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

Attachment(s):

Board Report

Coker Group Holdings, LLC dba Coker Original Agreement

Attachments on file with the Clerk of the Board