



# County of Monterey

Item No.

## Board Report

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

Legistar File Number: A 24-365

August 13, 2024

Introduced: 7/12/2024

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-16067) with Raimi and Associates, Inc for strategic planning services, extending the agreement an additional one (1) year period (November 1, 2024 through October 31, 2025) for a revised full agreement term of November 1, 2022 through October 31, 2025, and adding \$40,156 for a revised total agreement amount not to exceed \$225,266.

### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-16067) with Raimi and Associates, Inc for strategic planning services, extending the agreement an additional one (1) year period (November 1, 2024 through October 31, 2025) for a revised full agreement term of November 1, 2022 through October 31, 2025, and adding \$40,156 for a revised total agreement amount not to exceed \$225,266.

### **SUMMARY/DISCUSSION:**

Natividad has been working with Raimi and Associates since November 2022 on the development of its three-year strategic plan. The Monterey County Health Department recommended Raimi and Associates to the hospital, as they had utilized this firm in the past and were planning to start their strategic planning process with them as well. There have been multiple stakeholder meetings both in person and virtually, utilizing a variety of facilitation techniques, including small and large group discussions, and other approaches that consider literacy, culture, and diverse learning and communication styles. The discussions have been robust to date, and Natividad desires to increase the number of in person stakeholder meetings and extend the term of the contract to October 31, 2025. Raimi and Associates will be instrumental in developing a dashboard for Natividad to monitor its progress on its strategic plan. Natividad anticipates a draft of the strategic plan with an accompanying dashboard to be completed by end of year 2025.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this agreement 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 June

14, 2024.

**FINANCING:**

The cost for this agreement is \$40,156 of which \$40,156 is included in the Fiscal Year 2024-25 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6613

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The strategic plan will serve as a well thought roadmap for the hospital identifying many growth and service line expansion opportunities. Implementation of strategies in the strategic plan may result in improved access to much needed services for the residents of Monterey County.

☐ Economic Development  
☒ Administration  
☐ Health and Human Services  
☐ Infrastructure  
☐ Public Safety

Prepared by: Andrea Rosenberg, Assistant Administrator, 783-2562

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

Attachments:

Raimi and Associates, Inc. Agreement  
Raimi and Associates, Inc. Amendment No. 1  
Raimi and Associates, Inc. Amendment No. 2

Attachments on file with the Clerk of the Board

Charles R Harris  
Charles R. Harris, M.D., Chief Executive Officer

7/29/2024  
Date