



# Monterey County

Item No.

## Board Report

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

Legistar File Number: A 22-026

February 08, 2022

**Introduced:** 1/18/2022

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14112) with Gallun Snow Associates, Inc. for interior design services pursuant to Request for Qualifications (RFQ #9600-80), extending the agreement an additional one (1) year period (August 1, 2022 through July 31, 2023) for a revised full agreement term of August 1, 2018 through July 31, 2023, and adding \$225,000 for a revised total agreement amount not to exceed \$825,000.
- b. Authorize the Interim Chief Executive Officer for NMC or his designee to execute up to two (2) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$60,000) of the original cost of the agreement.

### **RECOMMENDATION:**

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

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14112) with Gallun Snow Associates, Inc. for interior design services pursuant to Request for Qualifications (RFQ #9600-80), extending the agreement an additional one (1) year period (August 1, 2022 through July 31, 2023) for a revised full agreement term of August 1, 2018 through July 31, 2023, and adding \$225,000 for a revised total agreement amount not to exceed \$825,000.
- b. Authorize the Interim Chief Executive Officer for NMC or his designee to execute up to two (2) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$60,000) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

On March 28, 2018, Natividad issued a Request for Qualifications (RFQ) 9600-80 for one or more new agreements for interior design services from qualified vendors. On May 3, 2018 NMC received only one proposal for consideration, which was from Gallun Snow.

Natividad entered into an agreement with Gallun Snow in August 2018. The agreement was for three years with an option to extend for two additional one-year periods. Natividad has continued its relationship with Gallun Snow and is now in the first one-year extension period. The workload with Gallun Snow has increased since the start of the contract. Some examples of current work are as follows: Neonatal Intensive Care Unit (NICU) finishes and furniture, Medical Surgical Unit 3 finishes

and furniture, Mental Health Unit finishes, and Intensive Care Unit (ICU) finishes and furniture. The original amount of the agreement was \$600,000, and Natividad desires to increase the agreement by \$225,000 to ensure adequate funding through July 31, 2023.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on January 14, 2022.

**FINANCING:**

The cost for this amendment No. 2 is \$225,000 of which \$125,000 is included in the Fiscal Year 2021-22 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement allows for needed improvements to the hospital's physical infrastructure. These improvements ensure that NMC maintains itself as a first-rate medical facility which, in turn, enables NMC staff to provide quality medical care that leads to an improved quality of life for its patients and their families.

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

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

Approved by: Charles R. Harris, Interim Chief Executive Officer, 783-2504

Attachments:

- Gallun Snow Associates Inc Amendment 2
- Gallun Snow Associates Inc Renewal and Amendment 1
- Gallun Snow Associates Inc Agreement

Attachments on file with the Clerk of the Board

Dr. Charles R. Harris  
Dr. Charles R. Harris, Interim Chief Executive Officer

1/27/22  
Date