



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 26-084

April 14, 2026

Introduced: 3/12/2026

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute amendment No. 1 to the agreement (A-15159) with One Workplace L. Ferrari LLC dba Peninsula Business Interiors (PBI) for new office furniture and associated services, extending the agreement an additional five (5) year period (April 15, 2026 through April 14, 2031) for a revised full agreement term of April 15, 2021 through April 14, 2031 and adding \$1,250,000 for a revised total agreement amount not to exceed \$3,000,000.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or a designee to execute amendment No. 1 to the agreement (A-15159) with One Workplace L. Ferrari LLC dba Peninsula Business Interiors (PBI) for new office furniture and associated services, extending the agreement an additional five (5) year period (April 15, 2026 through April 14, 2031) for a revised full agreement term of April 15, 2021 through April 14, 2031 and adding \$1,250,000 for a revised total agreement amount not to exceed \$3,000,000.

SUMMARY:

Natividad Medical Center has had a partnership with One Workplace for more than a decade. They are our primary furniture dealer for patient and office furniture and work collaboratively with our specialized healthcare interior design firm. Natividad Medical Center desires to continue its long-standing relationship with One Workplace.

DISCUSSION

In 2012, Natividad Medical Center worked with its interior design firm to develop furniture standards for patient rooms, patient waiting rooms, nurses' stations, exam rooms, and office areas. There are many benefits to having a consistent standard approach to furniture selection. Standards allow products to be utilized efficiently and allow for better management of inventory. NMC can rearrange and reconfigure the modular office products with minimal costs. NMC selected Steelcase products for its modular office furniture and many patient care furniture pieces. Steelcase is well known in the healthcare industry for its durability and ten-year warranty. One Workplace, doing business as, Peninsula Business Interiors, PBI, is the only local authorized furniture dealer located in Monterey

County that sells Steelcase furniture products.

Upcoming projects include (but are not limited to) new furniture for Medical/Surgical unit including nursing stations, Extended Case Management, Lobby entrances, and various re-upholstery projects throughout clinical areas of the hospital.

None of the projects to be completed under the agreement involves work of public improvement for bidding purposes. The agreement complies with the laws regarding the payment of prevailing wages.

Approval of the recommended action will allow PBI to provide Natividad Medical Center with the necessary office and patient area furniture.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 6, 2026.

FINANCING:

The cost for this amendment No. 1 is \$1,250,000, of which \$125,000 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:

The services rendered in this Agreement provide Natividad Medical Center with the additional support it needs to be able to provide quality patient care, which ultimately improves the well-being and quality of life for patients and their families.

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

Prepared by: Andrea J. Rosenberg, Chief Ancillary and Support Services Officer, 783-2562

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

Attachment(s):

Board Report

One Workplace L. Ferrari LLC dba Peninsula Business Interiors Amendment No. 1

One Workplace L. Ferrari LLC dba Peninsula Business Interiors Original Agreement

Attachments on file with the Clerk of the Board