



Monterey County Board of Supervisors

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066

Board Order

Agreement No.: A-13817

Upon motion of Supervisor Alejo, seconded by Supervisor Salinas and carried by those members present, the Board of Supervisors hereby:

- a. Authorized the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with CALSTAR Air Medical Services, LLC (formerly California Shock Trauma Air Rescue) for patient transfer coordination and facilitation services, extending the agreement an additional three (3) year period (December 15, 2017 through December 14, 2020) for a revised full agreement term of December 15, 2014 through December 14, 2020, and adding \$450,000 for a revised total agreement amount not to exceed \$550,000.
- b. Authorized the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) 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%) (\$10,000) of the original cost of the agreement per each amendment.


PASSED AND ADOPTED this 12th day of December 2017, by the following vote, to wit:

AYES: Supervisors Alejo, Phillips, Salinas, Parker and Adams
NOES: None
ABSENT: None

I, Gail T. Borkowski, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 80 for the meeting December 12, 2017

Dated: January 2, 2018
File ID: A 17-477

Gail T. Borkowski, Clerk of the Board of Supervisors
County of Monterey, State of California

By  Deputy

**AMENDMENT NO. 1
TO SERVICES AGREEMENT
BETWEEN CALIFORNIA SHOCK TRAUMA AIR RESCUE (CALSTAR) AND
NATIVIDAD MEDICAL CENTER
FOR
PATIENT TRANSFER COORDINATION AND FACILITATION SERVICES**

This Amendment No. 1 to the Services Agreement ("Agreement") which was effective on December 15, 2014 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (hereinafter "NMC"), and CALSTAR Air Medical Services LLC (CALSTAR) through its All-Access Transfer Center ("A-ATC") (hereinafter "CONTRACTOR"); (collectively, the County, NMC and CONTRACTOR are referred to as the "Parties"), with respect to the following:

RECITALS

WHEREAS, the Agreement was executed for Patient Transfer Coordination and Facilitation Services with a term December 15, 2014 through December 14, 2017 and a total Agreement amount not to exceed \$100,000; and

WHEREAS, NMC and CONTRACTOR currently wish to amend the Agreement to extend it for an additional three (3) year period through December 14, 2020 to allow for services to continue with a \$450,000 increase for a total Agreement amount of \$550,000 (the "Financial Cap").

AGREEMENT

NOW, THEREFORE, the Parties agree to amend the Agreement as follows:

The Agreement is hereby renewed on the terms and conditions as set forth in the Original Agreement incorporated herein by this reference, except as specifically set forth below.

1. The second sentence of Section 2 titled, "PAYMENTS BY NMC" shall be amended to the following: *"The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of \$550,000."*
2. The first sentence of Paragraph titled, "TERM OF AGREEMENT" shall be amended to the following: *"The term of this Agreement is from December 15, 2014 through December 14, 2020, or until the date the sum of \$550,000 is earned by CONTRACTOR, whichever date is earlier, unless sooner terminated pursuant to the terms of this Agreement."*
3. Except as provided herein, all remaining terms, conditions and provisions of the Original Agreement are unchanged and unaffected by this Amendment No. 1 and shall continue in full force and effect as set forth in the Agreement.
4. A copy of this Amendment No. 1 shall be attached to the Original Agreement.
5. This Amendment No. 1 shall be effective when signed by both parties.
6. NMC and CALSTAR shall work collaboratively to monitor and manage service requests to assure that the Financial Cap is not exceeded during the Term of this Agreement.
7. The Fee Schedule in Exhibit A of the Agreement shall be replaced in its entirety with Exhibit A-1 Fee Schedule attached hereto and incorporated herein.

Amendment No.1 to Agreement
With CALSTAR Air Medical Services, LLC
(CALSTAR)

Term: December 15, 2014 through December 14, 2020

IN WITNESS WHEREOF, the Parties hereto are in agreement with this Amendment No. 1 on the basis set forth in this document and have executed this Amendment No. 1 on the day and year set forth herein.

NATIVIDAD MEDICAL CENTER

By:  _____
Gary R. Gray, DO, CEO

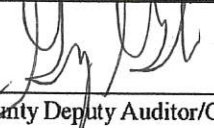
Date: 1/2/18

APPROVED AS TO LEGAL PROVISIONS

By:  _____
Monterey County Deputy County Counsel

Date: 11/22/17

APPROVED AS TO FISCAL PROVISIONS

By:  _____
Monterey County Deputy Auditor/Controller


Date: 11-22-17

CONTRACTOR

CALSTAR Air Medical Services LLC (CALSTAR)

CONTRACTOR's Business Name

See instructions below

By:  _____
(Signature of: Chair, President, or Vice-President)

Anna Blair VP Strategy
Name and Title

Date: 10-31-17

By: N/A _____
(Signature of: Secretary, Asst. Secretary, CFO, Treasurer, or Asst. Treasurer)

Name and Title

Date: _____

*****Instructions*****

If **CONTRACTOR** is a corporation; including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers (two signatures required).

If **CONTRACTOR** is a partnership; the 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 (two signatures required).

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 (one signature required).

ALL-ACCESS TRANSFER CENTER

MOVING CRITICAL AND NON-CRITICAL PATIENTS



EXHIBIT A-1

FEE SCHEDULE

Billing Start Date: _____

ONBOARDING FEE	N/A
One Time fee	<i>*May be pro-rated for systems with multiple NMC onboarding with overlapping algorithms and physician staff</i>
OUTBOUND/INBOUND TRANSFERS	\$50 per Transfer Request
	<i>*Includes Transfer and Transport arrangement</i>
PSYCHIATRIC SERVICES	\$50 per Transfer Request
	<i>*Includes Transfer and Transport arrangement</i>
PATIENT FOLLOW-UP SERVICES	\$10 per Follow Up
	<i>*Includes completion of NMC requirements for failure to comply with discharge instructions **Aids in increased HCAP and readmission management</i>
<i>Fees subject to adjustment on each anniversary of the Effective Date, with ninety (90) days' advance notice.</i>	

Fees subject to adjustment on each anniversary of the Effective Date, with ninety (90) days' advance notice.

PLEASE CALL (855) 286-2337
TO REQUEST FURTHER INFORMATION

* Fees subject to adjustment after the first anniversary of the Effective Date, with sixty (60) days' advance notice.

NMC/AATC

Revised 10-30-2017