



Monterey County Board of Supervisors

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

Board Order

Agreement No.: A-12650

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute an Agreement with the Natividad Medical Foundation (NMF) to provide philanthropic support for NMC and NMC (non-philanthropic) specially requested services with a retroactive start date of January 1, 2015 through December 31, 2015, and for a total amount not to exceed \$876,019.

PASSED AND ADOPTED on this 3rd day of March 2015, by the following vote, to wit:

AYES: Supervisors Armenta, Phillips, Salinas, Parker and Potter

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 77 for the meeting on March 3, 2015.

Dated: March 3, 2015
File ID: A 15-020

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

By *Denise Hancock*
Deputy



Monterey County

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

Board Report

Legistar File Number: A 15-020

March 03, 2015

Introduced: 1/29/2015

Version: 1

Current Status: Agenda Ready

Matter Type: BoS Agreement

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RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute an Agreement with the Natividad Medical Foundation (NMF) to provide philanthropic support for NMC and NMC (non-philanthropic) specially requested services with a retroactive start date of January 1, 2015 through December 31, 2015, and for a total amount not to exceed \$876,019.

SUMMARY/DISCUSSION:

Natividad Medical Foundation (NMF) philanthropically supports programs that continually improve the health status of the people in Monterey County through access to affordable, high-quality healthcare services at Natividad Medical Center (NMC). Philanthropic services include donor cultivation and solicitation (e.g., The Agricultural Leadership Council); special events; annual giving programs; community outreach in connection with fundraising; preparing and submitting foundation and government grant applications; administering 26 current funds and future foundation gifts; and capital campaign planning and fundraising. NMC specially requested services include supporting critical patient care services at NMC.

In calendar year 2014, NMF raised and secured over \$2M in philanthropic contributions and grant contracts to support NMC patient programs and services. Last year's contributions directly impacted patient care programs vital to the continuing operation of NMC, such as medical equipment for the Emergency Department, Intensive Care Unit (ICU), Maternal and Infant Unit and Neonatal Intensive Care Unit (NICU). Contributions also support ongoing multiple year programs such as CHOICE, a hospital-linked violence intervention and prevention program, and NMF's Patient Greatest Needs Fund that provides assistance to meet the basic, desperate health needs of more than 2,000 patients each year. NMF operates a philanthropically-supported language access program that provides interpreting services for indigenous language-speaking patients. This language access program substantially contributed to NMC's Category I - Enhance Interpreter Services DSRIP performance outcomes, resulting in \$3,892,500 in DSRIP payments to Natividad Medical Center to date.

NMF's total projected revenue goal for calendar year 2015 is \$2,788,875, including an estimated \$2,080,000 in philanthropic contributions and \$708,875 in anticipated state

government grants for continued support of NMC, including, but not limited to, language access services; cross-cultural initiatives; palliative care; medical equipment; the Family Medicine Residency Program, diabetes prevention education and other NMC services.

Additionally, NMF has initiated a Feasibility Study by formally engaging fundraising counsel to test the feasibility of a \$10M Capital Campaign goal that will contribute to Diagnostic Imaging, Acute Rehabilitation Unit and other hospital services that support NMC's Level II Trauma Center. Originally initiated in 2014, NMC's CEO directed NMF to revise the proposed Feasibility Study timeline until fundraising conditions were more strategically advantageous following approval of the hospital's large capital projects by the Monterey County Board of Supervisors and official Level II Trauma Center designation. NMF continued its capacity-building activities, including board development, community engagement, such as TALC's milestone of reaching more than \$1.3 million in philanthropic donations to NMC with recognition as National Philanthropy Day's 2014 Philanthropic Services Organization of the Year, donor cultivation and solicitation and donor base expansion in preparation for a Feasibility Study that may launch a successful capital campaign.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions. The Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by NMC's Finance Committee on November 25, 2014 and NMC's Board of Trustees on December 5, 2014.

FINANCING:

The total not to exceed amount of this Agreement is \$876,019 for the period January 1, 2015 to December 31, 2015. \$876,019 includes \$666,995 to fund NMF salaries and benefits; \$137,975 for other NMC specially requested support services [\$35,000 for joint NMF/NMC community relations; \$92,475 for the position of Medical Director of Health Promotion and Education at NMC; and \$10,500 for a Peer Supporter for the Natividad Immunology Division Outpatient (NIDO) Clinic]; and \$71,049 for the feasibility study and planning and coordination in preparation for NMC's capital campaign. Half of this cost is included in the Fiscal Year 2014-15 Adopted Budget and the other half shall be budgeted within the FY2015-16 budget. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Management Analyst, 783-2506

Approved by: Gary Gray, D.O., Interim Chief Executive Officer, 783-2553

Attachments: Agreement

Attachment on file at the Clerk of the Board



Gary Gray D.O., Chief Medical Officer,
Interim, Chief Executive Officer

2/17/15
Date

 **Natividad** MEDICAL CENTER
COUNTY OF MONTEREY AGREEMENT FOR SERVICES
(MORE THAN \$100,000)

This Agreement for Services (hereinafter "Agreement") is made by and between the County of Monterey, a political subdivision of the State of California (hereinafter, "the County"), on behalf of Natividad Medical Center ("NMC"), a general acute care teaching hospital wholly owned and operated by the County, and the **Natividad Medical Foundation** (hereinafter "CONTRACTOR"). The County and Natividad Medical Center shall be collectively referred to as NMC herein. *L.F.*

In consideration of the mutual covenants and conditions set forth in this Agreement, the parties agree as follows:

1. **GENERAL DESCRIPTION OF SERVICES TO BE PROVIDED.** NMC hereby engages CONTRACTOR to perform, and CONTRACTOR hereby agrees to perform, the services described in **Exhibit A** in conformity with the terms of the Agreement. The services are generally described as follows: **Philanthropic Services.**
2. **PAYMENTS BY NMC.** NMC shall pay the CONTRACTOR in accordance with the payment provisions set forth in **Exhibit A**, subject to the limitations set forth in this Agreement. The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of **\$876,019.**
3. **TERM OF AGREEMENT.**
 - 3.1. The term of this Agreement is from **January 1, 2015 through December 31, 2015** unless sooner terminated pursuant to the terms of this Agreement. This Agreement is of no force or effect until signed by both CONTRACTOR and NMC and with NMC signing last and CONTRACTOR may not commence work before NMC signs this Agreement.
 - 3.2. NMC reserves the right to cancel this Agreement, or an extension of this Agreement, without cause, with a thirty (30) day written notice, or with cause immediately.
4. **ADDITIONAL PROVISIONS/EXHIBITS.** The following attached exhibits are incorporated herein by reference and constitute a part of this Agreement:

Exhibit A: Scope of Services/Payment Provisions

5. **PERFORMANCE STANDARDS.**
 - 5.1. CONTRACTOR warrants that CONTRACTOR and Contractor's agents, employees, and subcontractors performing services under this Agreement are specially trained, experienced, competent, and appropriately licensed to perform the work and deliver the services required under this Agreement and are not employees of NMC, or immediate family of an employee of NMC.
 - 5.2. CONTRACTOR, its agents, employees, and subcontractors shall perform all work in a safe and skillful manner and in compliance with all applicable laws and regulations. All work

performed under this Agreement that is required by law to be performed or supervised by licensed personnel shall be performed in accordance with such licensing requirements.

- 5.3. CONTRACTOR shall furnish, at its own expense, all materials, equipment, and personnel necessary to carry out the terms of this Agreement, except as otherwise specified in this Agreement. CONTRACTOR shall not use NMC premises, property (including equipment, instruments, or supplies) or personnel for any purpose other than in the performance of its obligations under this Agreement.

6. PAYMENT CONDITIONS.

- 6.1. Prices shall remain firm for the initial term of the Agreement and, thereafter, may be adjusted annually as provide in this paragraph. NMC does not guarantee any minimum or maximum amount of dollars to be spent under this Agreement.
- 6.2. Negotiations for rate changes shall be commenced, by CONTRACTOR, a minimum of ninety (90) days prior to the expiration of the Agreement. Rate changes are not binding unless mutually agreed upon in writing by the County (NMC) and the CONTRACTOR.
- 6.3. CONTRACTOR shall not receive reimbursement for travel expenses unless set forth in this Agreement, and then only in accordance with any applicable County policies.
- 6.4. Invoice amounts shall be billed directly to the ordering department.
- 6.5. CONTRACTOR shall submit such invoice periodically or at the completion of services, but in any event, not later than 30 days after completion of services. CONTRACTOR shall submit invoices in a format acceptable to the County Auditor-Controller. The invoice shall set forth the amounts claimed by CONTRACTOR for the previous period, together with an itemized basis for the amounts claimed, and such other information pertinent to the invoice. NMC shall certify the invoice, either in the requested amount or in such other amount as NMC approves in conformity with this Agreement, and shall promptly submit such invoice to the County Auditor-Controller for payment. Upon review and approval of the received invoices the County Auditor-Controller shall pay the amount certified within 30 days of receiving the certified invoice.

7. TERMINATION.

- 7.1. During the term of this Agreement, NMC may terminate the Agreement for any reason by giving written notice of termination to the CONTRACTOR at least thirty (30) days prior to the effective date of termination. Such notice shall set forth the effective date of termination. In the event of such termination, the amount payable under this Agreement shall be reduced in proportion to the services provided prior to the date of termination.
- 7.2. NMC may cancel and terminate this Agreement for good cause effective immediately upon written notice to Contractor. "Good cause" includes the failure of CONTRACTOR to perform the required services at the time and in the manner provided under this Agreement. If NMC terminates this Agreement for good cause, NMC may be relieved of the payment of any consideration to Contractor, and NMC may proceed with the work in any manner, which NMC deems proper. The cost to NMC shall be deducted from any sum due the CONTRACTOR under this Agreement.

7.3 NMC's payments to CONTRACTOR under this Agreement are funded by local, state and federal governments. If funds from local, state and federal sources are not obtained and continued at a level sufficient to allow for NMC's purchase of the indicated quantity of services, then NMC may give written notice of this fact to CONTRACTOR, and the obligations of the parties under this Agreement shall terminate immediately, or on such date thereafter, as the County may specify in its notice, unless in the meanwhile the parties enter into a written amendment modifying this Agreement.

8. INDEMNIFICATION.

8.1 CONTRACTOR shall indemnify, defend, and hold harmless the County of Monterey (hereinafter "County"), its officers, agents and employees from any and all claims, liability and losses whatsoever (including damages to property and injuries to or death of persons, court costs, and reasonable attorneys' fees) occurring or resulting to any and all persons, firms or corporations furnishing or supplying work, services, materials, or supplies in connection with the performance of this Agreement, and from any and all claims, liabilities, and losses occurring or resulting to any person, firm, or corporation for damage, injury, or death arising out of or connected with the CONTRACTOR's performance of this Agreement, unless such claims, liabilities, or losses arise out of the sole negligence or willful misconduct of County. "CONTRACTOR's performance" includes CONTRACTOR's action or inaction and the action or inaction of CONTRACTOR's officers, employees, agents and subcontractors.

9. INSURANCE.

9.1 Evidence of Coverage:

Prior to commencement of this Agreement, the CONTRACTOR shall provide a "Certificate of Insurance" certifying that coverage as required herein has been obtained. Individual endorsements executed by the insurance carrier shall accompany the certificate. In addition, the CONTRACTOR upon request shall provide a certified copy of the policy or policies.

This verification of coverage shall be sent to NMC's Contracts/Purchasing Department, unless otherwise directed. The CONTRACTOR shall not receive a "Notice to Proceed" with the work under this Agreement until it has obtained all insurance required and NMC has approved such insurance. This approval of insurance shall neither relieve nor decrease the liability of the Contractor.

9.2 Qualifying Insurers: All coverage's, except surety, shall be issued by companies which hold a current policy holder's alphabetic and financial size category rating of not less than A-VII, according to the current Best's Key Rating Guide or a company of equal financial stability that is approved by NMC's Contracts/Purchasing Director.

9.3 Insurance Coverage Requirements: Without limiting Contractor's duty to indemnify, CONTRACTOR shall maintain in effect throughout the term of this Agreement a policy or policies of insurance with the following minimum limits of liability:

Commercial general liability insurance, including but not limited to premises and operations, including coverage for Bodily Injury and Property Damage, Personal Injury, Contractual Liability, Broad form Property Damage, Independent Contractors, Products and

Completed Operations, with a combined single limit for Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

- Exemption/Modification (Justification attached; subject to approval).

Business automobile liability insurance, covering all motor vehicles, including owned, leased, non-owned, and hired vehicles, used in providing services under this Agreement, with a combined single limit for Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

- Exemption/Modification (Justification attached; subject to approval).

Workers' Compensation Insurance, If CONTRACTOR employs others in the performance of this Agreement, in accordance with California Labor Code section 3700 and with Employer's Liability limits not less than \$1,000,000 each person, \$1,000,000 each accident and \$1,000,000 each disease.

- Exemption/Modification (Justification attached; subject to approval).

Professional liability insurance, if required for the professional services being provided, (e.g., those persons authorized by a license to engage in a business or profession regulated by the California Business and Professions Code), in the amount of not less than \$1,000,000 per claim and \$2,000,000 in the aggregate, to cover liability for malpractice or errors or omissions made in the course of rendering professional services. If professional liability insurance is written on a "claims-made" basis rather than an occurrence basis, the CONTRACTOR shall, upon the expiration or earlier termination of this Agreement, obtain extended reporting coverage ("tail coverage") with the same liability limits. Any such tail coverage shall continue for at least three years following the expiration or earlier termination of this Agreement.

- Exemption/Modification (Justification attached; subject to approval).

9.4 Other Requirements:

All insurance required by this Agreement shall be with a company acceptable to NMC and issued and executed by an admitted insurer authorized to transact insurance business in the State of California. Unless otherwise specified by this Agreement, all such insurance shall be written on an occurrence basis, or, if the policy is not written on an occurrence basis, such policy with the coverage required herein shall continue in effect for a period of three years following the date CONTRACTOR completes its performance of services under this Agreement.

Each liability policy shall provide that NMC shall be given notice in writing at least thirty days in advance of any endorsed reduction in coverage or limit, cancellation, or intended non-renewal thereof. Each policy shall provide coverage for CONTRACTOR and additional insured with respect to claims arising from each subcontractor, if any, performing work under this Agreement, or be accompanied by a certificate of insurance from each subcontractor showing each subcontractor has identical insurance coverage to the above requirements.

Commercial general liability and automobile liability policies shall provide an endorsement naming the County of Monterey, its officers, agents, and employees as Additional insureds with respect to liability arising out of the Contractor's work, including ongoing and completed operations, **and shall further provide that such insurance is primary insurance to any insurance or self-insurance maintained by the County and that the insurance of the Additional Insureds shall not be called upon to contribute to a loss covered by the Contractor's insurance.** The required endorsement from for Commercial General Liability Additional Insured is ISO Form CG 20 10 11-85 or CG 20 10 10 01 in tandem with CG 20 37 10 01 (2000). The required endorsement from for Automobile Additional Insured Endorsement is ISO Form CA 20 48 02 99.

Prior to the execution of this Agreement by NMC, CONTRACTOR shall file certificates of insurance with NMC's Contracts/Purchasing Department, showing that the CONTRACTOR has in effect the insurance required by this Agreement. The CONTRACTOR shall file a new or amended certificate of insurance within five (5) calendar days after any change is made in any insurance policy, which would alter the information on the certificate then on file. Acceptance or approval of insurance shall in no way modify or change the indemnification clause in this Agreement, which shall continue in full force and effect.

CONTRACTOR shall at all times during the term of this Agreement maintain in force the insurance coverage required under this Agreement and shall send, without demand by NMC, annual certificates to NMC's Contracts/Purchasing Department. If the certificate is not received by the expiration date, NMC shall notify CONTRACTOR and CONTRACTOR shall have five calendar days to send in the certificate, evidencing no lapse in coverage during the interim. Failure by CONTRACTOR to maintain such insurance is a default of this Agreement, which entitles NMC, at its sole discretion, to terminate the Agreement immediately.

10. RECORDS AND CONFIDENTIALITY.

- 10.1 **Confidentiality.** CONTRACTOR and its officers, employees, agents and subcontractors shall comply with any and all federal, state, and local laws, which provide for the confidentiality of records and other information. CONTRACTOR shall not disclose any confidential records or other confidential information received from NMC or prepared in connection with the performance of this Agreement, unless NMC specifically permits CONTRACTOR to disclose such records or information. CONTRACTOR shall promptly transmit to NMC any and all requests for disclosure of any such confidential records or information. CONTRACTOR shall not use any confidential information gained by CONTRACTOR in the performance of this Agreement except for the sole purpose of carrying out Contractor's obligations under this Agreement.
- 10.2 **NMC Records.** When this Agreement expires or terminates, CONTRACTOR shall return to NMC any NMC records which CONTRACTOR used or received from NMC to perform services under this Agreement.
- 10.3 **Maintenance of Records.** CONTRACTOR shall prepare, maintain, and preserve all reports and records that may be required by federal state, and County rules and regulations related to services performed under this Agreement. CONTRACTOR shall maintain such records

for a period of at least three years after receipt of final payment under this Agreement. If any litigation, claim, negotiation, audit exception, or other action relating to this Agreement is pending at the end of the three year period, then CONTRACTOR shall retain said records until such action is resolved.

10.4 Access to and Audit of Records. NMC shall have the right to examine, monitor and audit all records, documents, conditions, and activities of the CONTRACTOR and its subcontractors related to services provided under this Agreement. Pursuant to Government Code section 8546.7, if this Agreement involves the expenditure of public funds in excess of \$10,000, the parties to this Agreement may be subject, at the request of NMC or as part of any audit of NMC, to the examination and audit of the State Auditor pertaining to matters connected with the performance of this Agreement for a period of three years after final payment under the Agreement.

10.5 Royalties and Inventions. NMC shall have a royalty-free, exclusive and irrevocable license to reproduce, publish, and use, and authorize other to do so, all original computer programs, writings, sound recordings, pictorial reproductions, drawings, and other works of similar nature produced in the course of or under this Agreement. CONTRACTOR shall not publish any such material without the prior written approval of NMC.

11. **NON-DISCRIMINATION.** During the performance of this Agreement, Contractor, and its subcontractors, shall not unlawfully discriminate against any person because of race, religious creed, color, sex, national origin, ancestry, physical disability, mental disability, medical condition, marital status, age (over 40), or sexual orientation, either in Contractor's employment practices or in the furnishing of services to recipients. CONTRACTOR shall ensure that the evaluation and treatment of its employees and applicants for employment and all persons receiving and requesting services are free of such discrimination. CONTRACTOR and any subcontractor shall, in the performance of this Agreement, fully comply with all federal, state, and local laws and regulations which prohibit discrimination. The provision of services primarily or exclusively to such target population as may be designated in this Agreement shall not be deemed to be prohibited discrimination.

12. **COMPLIANCE WITH TERMS OF STATE OR FEDERAL GRANT.** If this Agreement has been or will be funded with monies received by NMC pursuant to a contract with the state or federal government in which NMC is the grantee, CONTRACTOR will comply with all the provisions of said contract, and said provisions shall be deemed a part of this Agreement, as though fully set forth herein. Upon request, NMC will deliver a copy of said contract to Contractor, at no cost to Contractor.

13. **INDEPENDENT CONTRACTOR.** In the performance of work, duties, and obligations under this Agreement, CONTRACTOR is at all times acting and performing as an independent CONTRACTOR and not as an employee of NMC. No offer or obligation of permanent employment with NMC or particular County department or agency is intended in any manner, and CONTRACTOR shall not become entitled by virtue of this Agreement to receive from NMC any form of employee benefits including but not limited to sick leave, vacation, retirement benefits, workers' compensation coverage, insurance or disability benefits. CONTRACTOR shall be solely liable for and obligated to pay directly all applicable taxes, including federal and state income taxes and social security, arising out of Contractor's performance of this Agreement. In connection therewith, CONTRACTOR shall defend, indemnify, and hold NMC and the County of

Monterey harmless from any and all liability, which NMC may incur because of Contractor's failure to pay such taxes.

14. **NOTICES.** Notices required under this Agreement shall be delivered personally or by first-class, postage per-paid mail to NMC and Contractor's contract administrators at the addresses listed below

FOR NATIVIDAD MEDICAL CENTER:

Sid Cato
Management Analyst, Contracts /Purchasing
Natividad Medical Center
1441 Constitution Blvd. Salinas, CA. 93906
Phone: 831.783.2621
FAX: 831.
Email: catosl@natividad.com

FOR CONTRACTOR:

Name: Linda L. Ford
Title: President & CEO
Company: Natividad Medical Foundation
Address 1: 1441 Constituion Blvd.
Address 2: 2nd Floor
Phone: (831) 755-4187
FAX: (831) 769-8678
Email: lford@natividadfoundation.org

15. MISCELLANEOUS PROVISIONS.

- 15.1 Conflict of Interest: CONTRACTOR represents that it presently has no interest and agrees not to acquire any interest during the term of this Agreement, which would directly, or indirectly conflict in any manner or to any degree with the full and complete performance of the professional services required to be rendered under this Agreement.
- 15.2 Amendment: This Agreement may be amended or modified only by an instrument in writing signed by NMC and the Contractor.
- 15.3 Waiver: Any waiver of any terms and conditions of this Agreement must be in writing and signed by NMC and the Contractor. A waiver of any of the terms and conditions of this Agreement shall not be construed as a waiver of any other terms or conditions in this Agreement.
- 15.4 Contractor: The term "Contractor" as used in this Agreement includes Contractor's officers, agents, and employees acting on Contractor's behalf in the performance of this Agreement.
- 15.5 Disputes: CONTRACTOR shall continue to perform under this Agreement during any dispute.

- 15.6 Assignment and Subcontracting: The CONTRACTOR shall not assign, sell, or otherwise transfer its interest or obligations in this Agreement without the prior written consent of NMC. None of the services covered by this Agreement shall be subcontracted without the prior written approval of NMC. Notwithstanding any such subcontract, CONTRACTOR shall continue to be liable for the performance of all requirements of this Agreement.
- 15.7 Successors and Assigns: This Agreement and the rights, privileges, duties, and obligations of NMC and CONTRACTOR under this Agreement, to the extent assignable or delegable, shall be binding upon and inure to the benefit of the parties and their respective successors, permitted assigns, and heirs.
- 15.8 Compliance with Applicable Law: The parties shall comply with all applicable federal, state, and local laws and regulations in performing this Agreement.
- 15.9 Headings: The headings are for convenience only and shall not be used to interpret the terms of this Agreement.
- 15.10 Time is of the Essence: Time is of the essence in each and all of the provisions of this Agreement
- 15.11 Governing Law: This Agreement shall be governed by and interpreted under the laws of the State of California.
- 15.12 Non-exclusive Agreement: This Agreement is non-exclusive and each of NMC and CONTRACTOR expressly reserves the right to contract with other entities for the same or similar services.
- 15.13 Construction of Agreement: NMC and CONTRACTOR agree that each party has fully participated in the review and revision of this Agreement and that any rule of construction to the effect that ambiguities are to be resolved against the drafting party shall not apply in the interpretation of this Agreement or any amendment to this Agreement.
- 15.14 Counterparts: This Agreement may be executed in two or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same Agreement.
- 15.15 Integration: This Agreement, including the exhibits, represents the entire Agreement between NMC and the CONTRACTOR with respect to the subject matter of this Agreement and shall supersede all prior negotiations representations, or agreements, either written or oral, between NMC and CONTRACTOR as of the effective date of this Agreement, which is the date that NMC signs the Agreement.
- 15.16 Interpretation of Conflicting Provisions: In the event of any conflict or inconsistency between the provisions of this Agreement and the Provisions of any exhibit or other attachment to this Agreement, the provisions of this Agreement shall prevail and control.

NATIVIDAD MEDICAL CENTER

By: 
Dr. Kelly O'Rourke, NMC Interim CEO
Date: 3/6/15

APPROVED AS TO LEGAL PROVISIONS

By: 
Deputy County Counsel
Date: 12/3/14

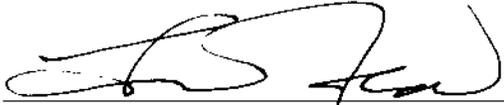
APPROVED AS TO FISCAL PROVISIONS

By: 
Deputy Auditor/Controller's
Date: Dec. 15, 2014

CONTRACTOR

NATIVIDAD MEDICAL FOUNDATION

Contractor's Business Name***


Signature of Chair, President,
or Vice-President

Linda L. Ford, President
Name and Title

Date: November 17, 2014

By: 
Signature of Secretary, Asst. Secretary,
CFO, Treasurer or Asst. Treasurer

Jeffrey Bass, MD, Secretary
Name and Title

Date: 11-18-14

*****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 and individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement (**one signature required**).

EXHIBIT A

I. Description of All Services to be Rendered by CONTRACTOR:

Natividad Medical Foundation (NMF), established by the Monterey County Board of Supervisors in 1988, is dedicated to philanthropically supporting Natividad Medical Center (NMC) in its mission to continually monitor and improve the health status of the people of Monterey County, including the vulnerable, through access to high quality, coordinated health care services, regardless of ability to pay.

Natividad Medical Foundation assists NMC with specially requested services and provides philanthropic services in support of NMC’s Strategic Plan, defined as:

- Capital campaign planning and fundraising;
- Community outreach in connection with fundraising;
- Preparing and submitting foundation and government grant applications;
- Administering current/future foundation grants;
- Supporting interpreting services; and
- Supporting and coordinating NMC/NMF joint community relations.

Natividad Medical Center’s Chief Executive Officer serves as an ex officio voting member of Natividad Medical Foundation’s Board of Directors as the primary mechanism for ensuring continuous communication between the hospital and the Foundation regarding NMF’s initiatives and fundraising progress. NMF’s President & CEO regularly participates in meetings of the hospital’s Board of Trustees, and, on occasion, provides educational presentations to inform the Board of the Foundation’s work.

Services are delivered at Natividad Medical Center, 1441 Constitution Blvd., Salinas, CA 93906. Some grant-funded program services and community relations activities are delivered and conducted at various community sites throughout Monterey County.

II. CONTRACTOR Obligations:

In 2015, Natividad Medical Foundation will achieve the following goals and deliverables:

Service	Estimated Timeline	Outcome
Provide philanthropic services to support Natividad Medical Center	By December 31, 2015	Raise an estimated \$2,080,000 in philanthropic support (see Attachment: <i>Foundation Revenue Summary</i>)
Provide grant and restricted fund administration services on behalf of Natividad Medical Center	Throughout 2015	Administer more than 25 grant and restricted funds in support of NMC, including CHOICE, the new hospital-based violence intervention and prevention pilot project, the Community Foundation for Monterey County-funded <i>5 Steps to Prevent Diabetes</i>

		project and The David & Lucile Packard Foundation-funded Shared Beginnings parent education project
Comply with nonprofit industry best practices	Throughout 2015	Ensure volunteer Board of Directors meets regularly in compliance with NMF Bylaws, Articles of Incorporation and governance policies; complete an annual independent financial audit; file Form 990 nonprofit tax return; maintain GuideStar Gold Level recognition; maintain charitable organization registration status with CA Attorney General's office
Provide trained interpreters for indigenous languages	Throughout 2015	Provide an average of 120 interpreting sessions each month for patients hospitalized at Natividad Medical Center, including 4 of the top 7 most commonly spoken languages at Natividad Medical Center (Mixteco, Triqui, Zapotec and Chatino)
Carry out the fundraising campaign for The Agricultural Leadership Council (TALC)	By March 5, 2015, and October-December, 2015	Raise an estimated \$350,000 to support medical equipment purchases and language services at Natividad Medical Center
Initiate a Capital Campaign Feasibility Study	By June 30, 2015	Confidential feedback from an estimated 20 key community stakeholders to inform possible Capital Campaign
Facilitate the addition of works of art throughout the hospital's public spaces	By June 30, 2015	Installation of employee art exhibition (estimated 40 pieces) and a new Monterey Bay Plein Air Painters Association exhibition (estimated 40-60 pieces, titled "Healing Waters, Calming Seas")
Participate in the annual Monterey County Employee Combined Giving Campaign	Approximately September-October 2015	Raise an estimated \$30,000 or more to support the Patient Greatest Needs Fund
Host the annual Hero Award Celebration at Natividad Medical Center	March 6, 2015	Gather an estimated 200-300 or more community leaders at Natividad Medical Center to educate, inform and inspire

		philanthropic support of NMC
Participate as the Charity of Choice in the Rio Grill's Resolution Run	January 1, 2015	Raise an estimated \$30,000 or more to support Natividad's Level III Neonatal Intensive Care Unit
Participate as a Benefitting Charity in the Pebble Beach Concours d'Elegance Opportunity Drawings	August 16, 2015	Raise an estimated \$75,000 to support NMC's philanthropy efforts
Conduct the annual 1K4NATIVIDAD Club campaign	Throughout 2015	Raise an estimated \$75,000 to support NMC's philanthropy efforts
Assist with securing multi-year government grants and contracts to support the Natividad Immunology Division Outpatient (NIDO) Clinic in caring for people in Monterey County who are living with HIV/AIDS	By March 31, 2015	Secure an estimated \$631,500 in Ryan White CARE Act government grants awarded to NMC for the period 4-1-15 to 3-31-17
Assist with securing multi-year government grants and contracts to support the Natividad Family Medicine Residency Program	By June 30, 2015	Secure an estimated \$378,500 in California Office of Statewide Health Planning & Development Song Brown capitation and special program grants for the period 7-1-15 to 6-30-17

III. Pricing/Fees:

The total maximum liability under this agreement is \$876,019. The Foundation will invoice Natividad Medical Center on a quarterly basis for 1.) Operating Support; 2.) Ryan White Peer Supporter; 3.) Joint Community Relations; 4.) Physician - Medical Director of Health Promotion & Education; and 5.) Capital Campaign.

Sales tax and travel fees are not applicable under this agreement.

IV. The funds paid by County to the Foundation pursuant to this Agreement shall not be used for private purposes or for directly benefiting the Foundation's board of directors, officers, officials, or employees.

EXHIBIT A

EXPENSE JUSTIFICATION

2008 - 2015

Line No.	Budget Item	Source of Funds						NMF 2015 BUDGET (Operating Only)	
		2015 MOU	Unrestr. Phil.	Restr. Phil.	State Grants Awarded to NMF	State Fiscal Mgt. Fees	Federal Gov't Grants to be Awarded to NMC		Interest
1	Salaries/Benefits	666,995	-	-	-	-	-	-	666,995
2	NMF Salaries	454,615	-	-	-	-	-	-	454,615
3	NMF Benefits	212,380	-	-	-	-	-	-	212,380
4	Other Operating Expenses	-	260,000	-	-	10,500	-	4,000	274,500
5	Restricted Philanthropy	-	-	1,820,000	-	-	-	-	0
6	State Grants	-	-	-	378,500	-	-	-	0
7	MIIS Sustainability Intern	0	-	-	-	-	-	-	0
8	Ryan White Peer Supporter	10,500	-	-	-	-	-	-	0
9	NMC Physician - Medical Director of Health Promotion & Education	92,475	-	-	-	-	-	-	0
10	NMC Capital Campaign	71,049	-	-	-	-	-	-	0
11	Joint NMC/NMF Community Relations	35,000	-	-	-	-	-	-	0
12	NMC Federal Gov't Grants Goal	-	-	-	-	-	315,875	-	0
	Subtotal	876,019	260,000	1,820,000	378,500	10,500	315,875	4,000	941,495

NMF Expense Budget = 941,495
Total Funds Raised & Secured = 2,788,875

(NOTE: Total Funds Raised & Secured excludes NMC expenses for capital campaign, peer support for NIDO, joint NMC/NMF community relations, Medical Director for Health Promotion and Education)

EXPENSE JUSTIFICATION
2008 - 2015

2014 MOU	2013 MOU	2012 MOU	2011 MOU	2010 MOU
652,057	631,887	676,602	611,822	414,500
430,695	503,482	488,936	-	-
221,362	128,405	187,666	-	-
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
6,000	-	-	-	-
10,500	10,500	0	0	0
92,475	88,071	85,745	36,500	-
300,000	-	-	-	-
35,000	7,700	50,000	140,500	-
-	-	-	-	-
1,096,032	974,428	812,347	788,822	414,500

**BUDGETED EXPENSE SUMMARY
2008 to 2015**

Amount Submitted on Board Report Expense Breakdown						
<i>Reflects actual amounts budgeted in Board Report (not actual expenses paid out under contract)</i>						
Year	NMF Core Operating Support	Grants Mgt.	Gov't Grants	NMC Requested Services	Capital Campaign	Total MOU
2008	\$360,000	\$50,000	\$0	\$0	\$0	\$410,000
2009	\$410,000	\$0	\$425,000	\$0	\$0	\$835,000
2010	\$380,000	\$17,000	\$310,500	\$40,000	\$0	\$747,500
2011	\$611,822	\$20,259	\$253,239	\$246,150	\$0	\$1,131,470
2012	\$676,602	\$14,956	\$187,125	\$135,745	\$0	\$1,014,428
2013	\$631,887	\$9,000	\$207,270	\$126,271	\$0	\$974,428
2014	\$652,057	\$0	\$0	\$143,975	\$300,000	\$1,096,032
2015*	\$666,995	\$0	\$0	\$137,975	\$71,049	\$876,019
Total	\$4,389,363	\$111,215	\$1,383,134	\$830,116	\$371,049	\$7,084,877

*Proposed

**ACTUAL EXPENSE SUMMARY
2008 to 2015**

Year	NMF Salaries & Benefits Operating Support	Grants Mgt.	Gov't Grants	NMC Requested Services	Capital Campaign	Total MOU¹
2008	\$360,000	\$50,000	\$0	\$0	\$0	\$410,000
2009	\$410,000	\$0	\$425,000	\$0	\$0	\$835,000
2010	\$380,000	\$17,000	\$310,500	\$40,000	\$0	\$747,500
2011	\$611,822	\$20,259	\$253,239	\$246,150	\$0	\$1,131,470
2012	\$608,942	\$14,956	\$187,125	\$81,745	\$54,000	\$946,768
2013	\$631,887	\$9,000	\$207,270	\$126,271	\$0	\$974,428
2014 ²	\$652,057	\$0	\$0	\$143,975	\$300,000	\$1,096,032
2015 ³	\$666,995	\$0	\$0	\$137,975	\$71,049	\$876,019
Total	\$4,321,703	\$111,215	\$1,383,134	\$776,116	\$425,049	\$7,017,217

¹ Reflects actual audited amounts paid out under NMC MOU, except for 2014 and 2015, which are projected/proposed.

² Projected.

³ Proposed.

FOUNDATION REVENUE SUMMARY
2008 to 2015

		Contributions and Grants (Form 990 Part I, Line 8)			FOUNDATION REVENUE REPORTED ON FORM 990s						
		A	B		C	D	E	F	G	H	I
Year	Fundraising Events	B1. NMC MOU: NMF Salaries & Benefits Contribution	B2. NMC MOU: Requested Services Contribution	All other philanthropic contributions, gifts, grants	Total Contributions and Grants (sum of columns A, B, C)	Program Service Revenue	Investment Income	Other Income	TOTAL REVENUE (sum of columns D, E, F, G)	TOTAL REVENUE MINUS NMC MOU CONTRIBUTIONS (for NMF salaries & benefits and NMC Requested Services); (column H minus sum of columns B1 + B2)	
2008	\$62,300	\$360,000	\$0	\$798,468	\$1,220,768	\$55,600	\$18,479	-\$4,682	\$1,290,165	\$930,165	
2009	\$300	\$410,000	\$0	\$850,895	\$1,261,195	\$46,987	\$4,733	\$66,646	\$1,379,561	\$969,561	
2010	\$9,900	\$380,000	\$40,000	\$1,183,703	\$1,573,603	\$123,378	\$1,977	\$71,856	\$1,770,814	\$1,350,814	
2011	\$1,800	\$611,822	\$246,150	\$1,196,789	\$1,810,411	\$48,093	\$5,579	\$25,383	\$1,889,466	\$1,031,494	
2012	\$0	\$608,942	\$135,805	\$939,897	\$1,684,644	\$29,174	\$5,192	\$32,391	\$1,751,401	\$1,006,654	
2013	\$0	\$631,887	\$166,271	\$849,626	\$1,647,784	\$23,491	\$4,719	\$62,735	\$1,738,729	\$940,571	
2014 ¹	\$0	\$652,057	\$443,975	\$1,448,044	\$2,544,076	\$10,500	\$4,000	\$72,500	\$2,631,076	\$1,535,044	
2015 ¹	\$0	\$666,995	\$209,024	\$2,005,000	\$2,881,019	\$10,500	\$4,000	\$75,000	\$2,970,519	\$2,094,500	
Total	\$74,300	\$4,321,703	\$1,241,225	\$9,272,422	\$14,623,500	\$347,723	\$48,679	\$401,829	\$15,421,731	\$9,858,803	

¹All amounts reflect actuals from Form 990 tax returns, except 2014 and 2015, which are projected.

Other Notes

Total Philanthropy in 2006 before NMF's Strategic Business Plan was developed was \$156,853.

The Foundation Revenue Summary demonstrated above does not include federal government grants prepared and submitted by NMF and paid directly to NMC. NMF has applied for \$631,750 for NMC for a 2-year Ryan White Part C Competing Continuation grant to be awarded on or before April 1, 2015.

RETURN ON INVESTMENT SUMMARY

2008 to 2015

Year	NMF Salaries & Benefits Operating Support	Total Foundation Revenue ¹	Net Gain	ROI
2008	\$360,000	\$930,165	\$570,165	158.38%
2009	\$410,000	\$969,561	\$559,561	136.48%
2010	\$380,000	\$1,350,814	\$970,814	255.48%
2011	\$611,822	\$1,031,494	\$419,672	68.59%
2012	\$608,942	\$1,006,654	\$397,712	65.31%
2013	\$631,887	\$940,571	\$308,684	48.85%
2014 ²	\$652,057	\$1,448,044	\$795,987	122.07%
2015 ²	\$666,995	\$2,094,500	\$1,427,505	214.02%
Total	\$4,321,703	\$9,771,803	\$5,450,100	126.11%

¹ Total Foundation Revenue includes philanthropic grants and contributions; program service revenue; investment income; and other revenue. It does not include the NMC contribution for NMF salaries and benefits or the NMC contribution for NMC requested services. In addition, the Total Foundation Revenue does not include state grants secured and managed by NMF for the Family Medicine Residency Program. The Total Foundation Revenue also does not include federal government grants prepared and submitted by NMF on behalf of NMC, because these funds are awarded directly to and managed by NMC. These Related Transactions have included more than \$4 million since 2008, including critical programs such as the Substance Abuse and Mental Health Services Agency (SAMHSA) Screening, Brief Intervention and Referral to Treatment (SBIRT) Residency training grant and Ryan White Part C HIV/AIDS Early Intervention Program competing and non-competing continuation grants.

² Projected.

ADDITIONAL SERVICES PROVIDED BY NMF TO NMC

Federal Grant Development and Preparation (not included above)

- * Prepare and submit federal government grant applications in response to Requests for Proposals
- * Secure government grants (projected to secure \$631,750 for 2 years for NMC in 2015.)

Community Public Relations and Health Education

- * Diabetes Prevention Education (5 Steps to Prevent Diabetes)
- * The Agricultural Leadership Council (TALC)
- * Healing Art for NMC
- * *Indigenous Interpreting+*
- * 1K4NATIVIDAD Club
- * Monterey County Employee Combined Giving Campaign
- * Pebble Beach Concours d'Elegance
- * Rio Resolution Run for NICU
- * Positioned NMC nationally through media

Collaboration-Building

- * Mexico - Instituto Nacional de Lenguas Indígenas (INALI)
- * University of California, Davis Western Center for Agricultural Health and Safety

Project Development and Grants Management

NMF manages more than 25 grant projects and restricted funds, ranging from the David & Lucile Packard Foundation-funded *Shared Beginnings* parent education project for limited English proficient patients at Natividad to the Community Foundation for Monterey County-funded 5 Steps to Prevent Diabetes community education

**EXPENSE JUSTIFICATION
2008 - 2015**

Line No.	Budget Item	Source of Funds						NMF 2015 BUDGET (Operating Only)	
		2015 MOU	Unrestr. Phil.	Restr. Phil.	State Grants Awarded to NMF	State Fiscal Mgt. Fees	Federal Gov't Grants to be Awarded to NMC		Interest
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2	NMF Salaries	454,615	-	-	-	-	-	-	454,615
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8	Ryan White Peer Supporter	10,500	-	-	-	-	-	-	0
9	NMC Physician - Medical Director of Health Promotion & Education	92,475	-	-	-	-	-	-	0
10	NMC Capital Campaign	71,049	-	-	-	-	-	-	0
11	Joint NMC/NMF Community Relations	35,000	-	-	-	-	-	-	0
12	NMC Federal Gov't Grants Goal	-	-	-	-	-	315,875	-	0
	Subtotal	876,019	260,000	1,820,000	378,500	10,500	315,875	4,000	941,495

NMF Expense Budget = 941,495
Total Funds Raised & Secured = 2,788,875

(NOTE: Total Funds Raised & Secured excludes NMC expenses for capital campaign, peer support for NIDO, joint NMC/NMF community relations, Medical Director for Health Promotion and Education)

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2008 to 2015**

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