



County of Monterey

Item No.

Board Report

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

Legistar File Number: A 25-069

March 18, 2025

Introduced: 3/5/2025

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. 3 to the agreement (A-16067) with Raimi and Associates, Inc. for strategic planning services, extending the agreement an additional two (2) month period (November 1, 2025 through December 31, 2025) for a revised full agreement term of November 1, 2022 through December 31, 2025, and adding \$80,484 for a revised total agreement amount not to exceed \$305,750.

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. 3 to the agreement (A-16067) with Raimi and Associates, Inc. for strategic planning services, extending the agreement an additional two (2) month period (November 1, 2025 through December 31, 2025) for a revised full agreement term of November 1, 2022 through December 31, 2025, and adding \$80,484 for a revised total agreement amount not to exceed \$305,750.

SUMMARY/DISCUSSION:

Natividad Medical Center has been working with Raimi and Associates since November 2022 on the development of its three-year strategic plan. The plan has been completed and presented to the Natividad Board of Trustees and the Monterey County Board of Supervisors in December 2024. Natividad Medical Center desires to continue its relationship with Raimi and Associates as we enter the implementation phase of the strategic plan. Amendment Number 3 will allow us to finalize and complete the strategic dashboards with on-going technical assistance from Raimi and Associates and will assist leadership with development of the implementation plan for the first year of the plan. Once priorities have been established, Raimi and Associates will create an implementation update template that staff will use to monitor activities and track progress. This will ensure continued success of the strategic plan.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 14, 2025.

FINANCING:

The cost for this amendment No. 3 is \$80,484 which \$80,484 is included in the FY 2024-25 Adopted 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. Amendment 3
Raimi and Associates, Inc. Amendment 2
Raimi and Associates, Inc. Amendment 1
Raimi and Associates, Inc. Agreement

Attachments on file with the Clerk of the Board