



# County of Monterey

Item No.

## Board Report

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

Legistar File Number: A 25-352

September 16, 2025

Introduced: 8/12/2025

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. 1 to the agreement with Health Management Associates, Inc. for consulting services pertaining to patient alignment, county ambulatory clinics and health plan member access, adding \$300,000 for a revised total agreement amount not to exceed \$500,000 with no change to the Agreement term of March 1, 2025 through February 28, 2027.

### **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. 1 to the agreement with Health Management Associates, Inc. for consulting services pertaining to patient alignment, county ambulatory clinics and health plan member access, adding \$300,000 for a revised total agreement amount not to exceed \$500,000 with no change to the Agreement term of March 1, 2025 through February 28, 2027.

### **SUMMARY/DISCUSSION:**

Health Management Associates, Inc. (HMA) is a consulting firm experienced program development with a deep knowledge of county hospital and health system operations and network development. HMA will work with Natividad and Health Department leadership to assist in improving operational and clinical alignment of the Monterey County health portfolio.

HMA will continue to provide guidance regarding; unified planning, strategic partnership development and opportunities for achieving shared operational efficiencies via this amendment. Specific operational improvements will focus on improving appointment access, patient communication, and quality improvement.

### **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 August 8, 2025.

**FINANCING:**

The cost for this amendment No. 1 is \$300,000 of \$200,00 is included in the FY 2025-26 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:**

This agreement is for consulting services to explore and implement various approaches to providing healthcare benefits and network designs at Natividad and across the Monterey County health system care continuum which will contribute to improve outcomes and access and lead to a more efficient use of resources within the organization.

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

Prepared by: Daniel Leon, Chief Finance Officer, 783-2561

Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:

Health Management Associates, Inc. Amendment No. 1

Health Management Associates, Inc. Agreement

Health Management Associates, Inc. BAA

Attachments on file with the Clerk of the Board