



# Monterey County

168 West Alisal Street,  
1st Floor  
Salinas, CA 93901  
831.755.5841

## Board Report

Legistar File Number: A 12-107

Introduced: 5/25/2012

Version: 1

Current Status: Agenda Ready

Matter Type: BoS Agreement

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute the Sixth Amendment to the Professional Services Agreement with Medical Doctor Associates (MDA) to provide locum tenens services at NMC, extending the Agreement to June 30, 2013 and adding \$200,000 for Fiscal Year 2012-13 for a revised total Agreement amount not to exceed \$1,400,000 in the aggregate.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute the Sixth Amendment to the Professional Services Agreement with Medical Doctor Associates (MDA) to provide locum tenens services at NMC, extending the Agreement to June 30, 2013 and adding \$200,000 for Fiscal Year 2012-13 for a revised total Agreement amount not to exceed \$1,400,000 in the aggregate.

### SUMMARY/DISCUSSION:

NMC entered into an agreement with Medical Doctors Associates (MDA) on February 1, 2009 to provide locum tenens services. NMC utilizes locum tenens (temporary) physicians during periods when its employed/contracted physicians are not available (e.g., vacation; illness; continuing medical education; etc.) to provide health care services vital to NMC's continued operation. NMC pays locum tenens companies for physician services based on an hourly/daily rate specific to each medical specialty. Rates are all-inclusive of travel, lodging and associated expenses and have been negotiated separately with each locum tenens company.

In order to find highly qualified temporary physicians that match the position we are trying to cover and are available on sometimes very short notice, it is necessary that NMC contract with multiple locum tenens companies. NMC wishes to amend the Professional Services Agreement with MDA to extend the term of the agreement for an additional twelve (12) months and continue to utilize their resources to secure quality physicians to cover vital services at NMC.

### OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

FINANCING:

The total cost of this amended Agreement is not to exceed \$1,400,000 and \$200,000 is included in the fiscal year 2013 recommended budget. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Management Analyst, 783.2506

Approved by: Harry Weis, Chief Executive Officer, 783.2553

Attachments:

Amendments 1-6; Agreement

  

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***Harry Weis, CEO***



## Monterey County

### Board Order

168 West Alisal Street,  
1st Floor  
Salinas, CA 93901  
831.755.5086

#### Agreement No. A-11427

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

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute the Sixth Amendment to the Professional Services Agreement with Medical Doctor Associates (MDA) to provide locum tenens services at NMC, extending the Agreement to June 30, 2013 and adding \$200,000 for Fiscal Year 2012-13 for a revised total Agreement amount not to exceed \$1,400,000 in the aggregate.

PASSED AND ADOPTED on this 26th day of June 2012, by the following vote, to-wit:

AYES: Supervisors Armenta, Calcagno, 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 76 for the meeting on June 26, 2012.

Dated: July 27, 2012  
File Number: A 12-107

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

By *Denise Hancock*  
Deputy

## SIXTH AMENDMENT TO PROFESSIONAL SERVICE AGREEMENT

THIS SIXTH AMENDMENT TO PROFESSIONAL SERVICE AGREEMENT (the "**Amendment**") is made and entered into as of July 1, 2012, by and between COUNTY OF MONTEREY ("**County**") on behalf of NATIVIDAD MEDICAL CENTER ("**Hospital**"), and MEDICAL DOCTOR ASSOCIATES ("**Contractor**") with respect to the following:

### RECITALS

A. County owns and operates Hospital, a general acute care teaching hospital facility located in Salinas, California and various outpatient clinics (collectively, the "**Clinic**") under its acute care license.

B. Contractor and Hospital have entered into that certain Professional Service Agreement dated February 1, 2009, as amended on March 1, 2010, July 1, 2010, March 1, 2011, July 1, 2011 and December 1, 2011 (collectively, the "**Agreement**") pursuant to which Contractor provides referrals for locum tenens physician services.

C. Hospital and Contractor desire to amend the Agreement.

### AGREEMENT

IN CONSIDERATION of the foregoing recitals and the mutual promises and covenants contained herein, Hospital and Contractor agree as follows:

1. **Defined Terms.** Capitalized terms not otherwise defined herein shall have the meaning ascribed to them in the Agreement.
2. **Amended Section 2.** The last sentence of Section 2 of the Agreement is hereby deleted and replaced with the following: "During the period of February 1, 2009 and June 30, 2013, the maximum obligation of the County for services provided hereunder shall not exceed one million four hundred thousand dollars \$1,400,000."
3. **Counterparts.** This Amendment may be executed in one or more counterparts, each of which shall be deemed to be an original, but all of which together shall constitute one and the same instrument.
4. **Continuing Effect of Agreement.** Except as herein provided, all of the terms and conditions of the Agreement remain in full force and effect from the Effective Date of the Agreement.
5. **Reference.** After the date of this Amendment, any reference to the Agreement shall mean the Agreement as amended by this Amendment.

IN WITNESS WHEREOF, Hospital and Contractor have executed this Amendment as of the day and year first written above.

CONTRACTOR

MEDICAL DOCTOR ASSOCIATES

Date: 5/24, 2012

By: Bernie Cole  
Its Vice President

By: James E. Ginter  
Its PRESIDENT

COUNTY OF MONTEREY

By: Jim L. Lee  
Contracts /Purchasing Manager

Purchase Order Number

Date: 7-1, 2012

By: Andrea Rosenberg  
Natividad Medical Center Representative

Date: 8-25, 2012

APPROVED AS TO LEGAL FORM:  
CHARLES J. McKEE, County Counsel

Stacy Saetta  
Stacy Saetta, Deputy County Counsel

Date: 5/31, 2012

Reviewed as to fiscal provisions

[Signature]  
Auditor-Controller  
County of Monterey 6-1-12

Medical Doctor Associates (MDA)  
All Inclusive Rates  
7/1/12-6/30/13

RATES ARE ALL INCLUSIVE OF TRAVEL EXPENSES							
Specialty	Hourly	Daily (8 hr day unless otherwise specified)	Overtime	Holiday/ Premium	24 Hour Call Only Weekday	24 Hour Call Only Weekend	Placement Fee
Anesthesiology	\$ 235.00	\$ 1,880.00	\$ 235.00	\$ 1,880.00	\$ 1,000.00	\$ 815.00	\$ 25,000.00
Cardiac Anesthesiology	\$ 250.00	\$ 2,000.00	\$ 250.00	\$ 2,000.00	\$ 1,200.00	\$ 900.00	\$ 25,000.00
Cardiology	\$ 370.00	\$ 2,960.00	\$ 370.00	\$ 3,550.00	\$ 375.00	\$ 3,260.00	\$ 25,000.00
Cardiology, Interventional	\$ 490.00	\$ 3,900.00	\$ 490.00	\$ 4,500.00	\$ 490.00	\$ 4,200.00	\$ 25,000.00
Cardiology, Invasive	\$ 425.00	\$ 3,400.00	\$ 425.00	\$ 4,000.00	\$ 425.00	\$ 3,700.00	\$ 25,000.00
Critical Care (12 hour day)		\$ 3,300.00				\$ 3,300.00	\$ 25,000.00
Certified Registered Nurse Anesthetist	\$ 158.25	\$ 1,260.00	\$ 158.25	\$ 1,250.00	\$ 700.00	\$ 1,120.00	\$ 18,000.00
Dermatology		\$ 2,000.00		\$ 400.00	\$ 350.00		\$ 25,000.00
Emergency Medicine	\$ 230.00	N/A	\$ 230.00	\$ 330.00	N/A	N/A	\$ 25,000.00
Family Practice, Ambulatory Care	\$ 170.00	\$ 1,360.00	\$ 240.00	\$ 240.00	\$ 300.00	\$ 800.00	\$ 25,000.00
Family Practice	\$ 160.00	\$ 1,280.00	\$ 160.00	\$ 240.00	\$ 300.00	\$ 800.00	\$ 25,000.00
Family Practice with OB	\$ 188.00	\$ 1,488.00	\$ 188.00	\$ 278.00	\$ 300.00	\$ 880.00	\$ 25,000.00
Gastroenterology		\$ 2,400.00		\$ 400.00	\$ 350.00		\$ 25,000.00
General Surgery	\$ 159.00	\$ 1,880.00	\$ 159.00	\$ 2,820.00	\$ 159.00	\$ 1,880.00	\$ 25,000.00
Hematology/Oncology		\$ 1,700.00		\$ 195.00	\$ 195.00	\$ 800.00	\$ 25,000.00
Hospitalist - Primary Care	\$ 215.00	N/A	\$ 215.00	280 hr.	N/A	N/A	\$ 25,000.00
Internal Medicine	\$ 170.00	\$ 1,360.00	\$ 160.00	\$ 258.00	\$ 160.00	\$ 480.00	\$ 25,000.00
Infectious Disease		\$ 2,000.00		\$ 2,925.00		\$ 2,395.00	\$ 25,000.00
Medical Oncology		\$ 1,700.00		\$ 2,650.00	\$ 195.00	\$ 800.00	\$ 25,000.00
Medical Dosimetrist	\$ 125.00		\$ 125.00				\$ 10,000.00
Medical Physicist	\$ 185.00		\$ 185.00				\$ 12,000.00
Neonatology (24 hours)	N/A	\$ 4,100.00	N/A	\$ 6,150.00	N/A	N/A	\$ 25,000.00
Nephrology	\$ 370.00	\$ 2,960.00	\$ 370.00	\$ 3,550.00	\$ 370.00	\$ 3,260.00	\$ 25,000.00
Neurological Surgery	\$ 450.00	\$ 3,600.00	\$ 450.00	\$ 5,400.00	\$ 450.00	\$ 3,800.00	\$ 25,000.00
Neurology		\$ 2,100.00			\$ 300.00	\$ 900.00	\$ 18,000.00
Nurse Practitioner	\$ 108.00	\$ 848.00	\$ 108.00	\$ 188.00	\$ 248.00	\$ 492.00	\$ 15,000.00
Obstetrics and Gynecology (9 hour day)	\$ 250.00	\$ 1,995.00	\$ 250.00	325 hourly	N/A	N/A	\$ 25,000.00
Occupational Medicine	\$ 135.00	\$ 1,080.00	\$ 140.00	170 hourly	N/A	N/A	\$ 25,000.00
Ophthalmology (Surgery)	\$ 225.00	\$ 1,800.00	\$ 225.00	\$ 2,700.00	\$ 225.00	\$ 900.00	\$ 25,000.00
Orthopedic Surgery	\$ 285.00	\$ 2,280.00	\$ 285.00	\$ 3,420.00	\$ 285.00	\$ 2,280.00	\$ 25,000.00
Otolaryngology	\$ 243.75	\$ 1,950.00	\$ 250.00	\$ 2,925.00	\$ 250.00	\$ 975.00	\$ 25,000.00
Pathology		\$ 1,307.00	\$ 195.00	\$ 1,980.50	\$ 125.00	\$ 610.00	\$ 25,000.00
Pediatrics (0-8 hrs; OT after 6pm)		\$ 1,810.00	\$ 260.00	\$ 2,715.00		N/A	\$ 25,000.00
Pediatric Hospitalist		\$ 2,500.00	\$ 250.00	\$ 3,760.00			\$ 25,000.00
Pediatric Critical Care		\$ 4,100.00	N/A	N/A	N/A	N/A	\$ 25,000.00
Pediatric Cardiology		\$ 2,450.00	\$ 325.00	\$ 3,380.00			\$ 25,000.00
Physical Medicine and Rehabilitation	\$ 225.00	\$ 1,800.00	\$ 225.00	\$ 2,700.00	\$ 225.00	\$ 900.00	\$ 25,000.00
Physicians Assistant	\$ 108.00	\$ 848.00	\$ 108.00	\$ 188.00	\$ 248.00	\$ 492.00	\$ 18,000.00
Psychiatry Inpatient	\$ 179.00	\$ 1,432.00	\$ 202.00	205 hourly		\$ 525.00	\$ 25,000.00
Psychiatry Outpatient	\$ 179.00	\$ 1,432.00	\$ 202.00	205 hourly	\$ 162.00	N/A	\$ 25,000.00
Psychiatry Child & Adolescent Inpatient	\$ 189.00	\$ 1,512.00	\$ 216.00	218 hourly	\$ 172.00	\$ 600.00	\$ 25,000.00
Psychiatry Child & Adolescent Outpatient	\$ 189.00	\$ 1,512.00	\$ 216.00	218 hourly	\$ 172.00	\$ 600.00	\$ 25,000.00
Pulmonology /Pulm. CC		\$ 3,350.00		\$ 5,025.00		\$ 3,360.00	\$ 25,000.00
Radiation Oncology		\$ 1,700.00		\$ 195.00	N/A	\$ 800.00	\$ 25,000.00
Radiation Therapist	\$ 89.00		\$ 89.00				\$ 8,000.00
Radiology Diagnostics		\$ 1,741.00		250 hourly	\$ 900.00	\$ 1,675.00	\$ 18,000.00
Radiology Interventional Urology		\$ 2,250.00		325 hourly	\$ 1,200.00	\$ 2,448.00	\$ 20,000.00
Urology	\$ 243.75	\$ 1,950.00	\$ 250.00	\$ 2,820.00	\$ 300.00	\$ 1,880.00	\$ 25,000.00