



Monterey County

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

Board Report

Legistar File Number: A 13-288

December 17, 2013

Introduced: 11/25/2013

Version: 1

Current Status: Agenda Ready

Matter Type: BoS Agreement

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to approve the First Amendment to Professional Services Agreement with Jackson & Coker to provide referrals of locum tenens physicians at NMC, replacing the existing rate sheet in the current Agreement to add additional specialties and make non-substantial changes to existing specialties, for the period May 9, 2013 to March 31, 2014, without increasing the not to exceed amount of \$200,000 or extending the term of the Agreement.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to approve the First Amendment to Professional Services Agreement with Jackson & Coker to provide referrals of locum tenens physicians at NMC, replacing the existing rate sheet in the current Agreement to add additional specialties and make non-substantial changes to existing specialties, for the period May 9, 2013 to March 31, 2014, without increasing the not to exceed amount of \$200,000 or extending the term of the Agreement.

SUMMARY/DISCUSSION:

On April 1, 2012, NMC entered into a professional services agreement with Jackson & Coker Locum Tenens a locum tenens company for the referrals of locum tenens physicians. 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.

In order to find highly qualified temporary physicians that match the position we are trying to fill/cover and are available on sometimes a very short notice, it is necessary that NMC contract with multiple locum tenens companies with a combined annual maximum liability of \$1,000,000. The actual cost of each contract is contingent upon the need to cover services, which is unpredictable by nature.

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 and are listed in the rate sheet as part of the Agreement. The rate sheet that was included in the Agreement that was approved by the Board of Supervisors on April 12, 2012 was for the period April 1, 2012 to March 31, 2013. The term of the original rate sheet was for twelve months for the purpose of re-evaluating the need for services at the one year anniversary of the Agreement. Language requesting the approval to change the rate sheet after one year was not included in the original

Board Report; therefore NMC now wishes to amend the Agreement to replace that rate sheet in the Agreement with a new rate sheet for the period May 9, 2013 to March 31, 2014. Trauma and neurosurgery specialties were added to the new rate sheet and certain specialties were removed because NMC does not require locum tenens providers in those specialties (such as CRNA and Urgent Care). The premium rate for the Hospitalist and Pediatric Hospitalist specialties increased by almost six percent, but this increase is non-substantial due to the infrequent need for this type of service.

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 Agreement is \$200,000; \$60,170 was disbursed in Fiscal Year 2013/2014 year to date. This rate sheet does not increase the total cost of this Agreement. 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:

First Amendment; Agreement

Attachments on file at the Clerk of the Board

Harry Weis, CEO

Date

12/6/13



Monterey County

Board Order

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

Agreement No.: A-12615

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

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to approve the First Amendment to Professional Services Agreement with Jackson & Coker to provide referrals of locum tenens physicians at NMC, replacing the existing rate sheet in the current Agreement to add additional specialties and make non-substantial changes to existing specialties, for the period May 9, 2013 to March 31, 2014, without increasing the not to exceed amount of \$200,000 or extending the term of the Agreement.

PASSED AND ADOPTED on this 17th day of December 2013, by the following vote, to wit:

AYES: Supervisors Armenta, Salinas and Parker

NOES: None

ABSENT: Supervisors Calcagno and Potter

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 December 17, 2013.

Dated: December 18, 2013
File Number: A 13-288

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

By Denise Hanesch
Deputy

FIRST AMENDMENT TO PROFESSIONAL SERVICE AGREEMENT

THIS FIRST AMENDMENT TO PROFESSIONAL SERVICE AGREEMENT (the "**Amendment**") is made and entered into as of December 1, 2013, by and between COUNTY OF MONTEREY ("**County**") on behalf of NATIVIDAD MEDICAL CENTER ("**Hospital**"), and Jackson & Coker Locum Tenens. ("**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 "**Hospital**") under its acute care license.
- B. Contractor and Hospital have entered into that certain Professional Service Agreement dated April 1, 2012 (the "**Agreement**") pursuant to which Contractor provides referrals for locum tenens physician services.
- C. Hospital and Contractor desire to amend the Agreement to replace the existing rate sheet with a new rate sheet for the period April 1, 2013 to March 31, 2014.

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 Exhibit A.** Exhibit A is deleted and replaced in its entirety and attached hereto as Exhibit A.
- 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.

(signature page to follow)

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

JACKSON & COKER LOCUM TENENS

By: [Signature]
Its: Senior VP

Date: Nov 21, 2013

By: [Signature]
Its: Director

NATIVIDAD MEDICAL CENTER

By: [Signature]
Contracts /Purchasing Manager

Purchase Order Number

Date: 12-18, 2013

By: [Signature]
Natividad Medical Center Representative

Date: 11/22, 2013

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

[Signature]
Stacy Saetta, Deputy County Counsel

Date: 11/27, 2013

Reviewed as to fiscal provisions

[Signature]
Auditor-Controller
County of Monterey

122-15



**JACKSON
& COKER**

EXHIBIT A

Jackson & Coker Locum Tenens
3000 Old Alabama Road
Suite 119-608
Alpharetta, GA 30022

www.jacksoncoker.com
phone 800.272.2707
fax 800.936.4562

**Natividad Medical Center
Locum Tenens Market Rates by Specialty
Effective May 9, 2013 – March 31, 2014**

Specialty	Hourly Rate	Premium Rate	Night Call	Weekend Call	24 hr call
Allergy	\$ 165.00	\$ 220.00	\$ 195.00	\$ 500.00	
Cardiology Interventional	\$ 375.00	\$ 550.00	\$ 525.00		\$ 2,800.00
Cardiology Invasive	\$ 288.00	\$ 420.00	\$ 395.00		\$ 2,100.00
Cardiology Non-Invasive	\$ 250.00	\$ 360.00	\$ 335.00		\$ 1,800.00
Cardiothoracic Surgery	\$ 338.88	\$ 490.00	\$ 485.00		\$ 2,495.00
Dermatology	\$ 215.00	\$ 310.00			
ENT including Surgery	\$ 224.38	\$ 320.00	\$ 295.00		\$ 1,595.00
Family Practice	\$ 163.00	\$ 232.00	\$ 207.00	\$ 552.00	
Gastroenterology	\$ 336.88	\$ 470.00	\$ 445.00		\$ 2,495.00
Hospitalist (12 Hr Shift)	\$ 220.00	\$ 338.50	\$ 313.50	\$ 836.00	
Hospitalist, Pediatric (12 Hr Shift)	\$ 220.00	\$ 338.50	\$ 313.50	\$ 836.00	
Internal Medicine	\$ 173.00	\$ 247.00	\$ 222.00	\$ 592.00	\$ 1,950.00
Neonatology	\$ 233.75	\$ 309.06	\$ 284.07	\$ 757.52	
Nephrology	\$ 249.38	\$ 350.00	\$ 325.00		\$ 1,795.00
Neurology	\$ 274.00	\$ 398.50	\$ 373.50	\$ 996.00	\$ 996.00
OB/GYN	\$ 199.38	\$ 320.00	\$ 295.00		\$ 1,395.00
Occupational Medicine	\$ 154.00	\$ 218.50	\$ 193.50	\$ 516.00	\$ 996.00
Oncology, Medical	\$ 220.00	\$ 317.50	\$ 292.50		\$ 1,400.00
Oncology, Radiation	\$ 243.75	\$ 340.00	\$ 350.00	\$ 1,570.00	\$ 1,750.00
Pathology	\$ 174.38	\$ 220.00	\$ 195.00		\$ 1,195.00
Pediatrics	\$ 174.00	\$ 248.50	\$ 223.50	\$ 596.00	
Physical Medicine	\$ 200.00	\$ 220.00	\$ 285.00	\$ 495.00	
Psychiatry, Adult	\$ 234.00	\$ 338.50	\$ 313.50	\$ 836.00	\$ 836.00
Psychiatry, Child	\$ 254.00	\$ 368.50	\$ 343.50	\$ 916.00	\$ 916.00
Surgery, General	\$ 199.38	\$ 320.00	\$ 295.00		\$ 1,395.00
Surgery, General (Trauma)		\$ 390.00			\$ 1,795.00
Surgery, General (Trauma) (24 hr in-house call)					\$ 5,000.00
Surgery, Neuro	\$ 436.88	\$ 620.00	\$ 595.00		\$ 3,295.00
Surgery, Orthopedic	\$ 274.38	\$ 390.00	\$ 365.00		\$ 1,995.00
Surgery, Orthopedic (Trauma)		\$ 420.00			\$ 2,195.00
Surgery, Pediatric	\$ 374.38	\$ 550.00	\$ 525.00		\$ 2,795.00
Surgery, Vascular	\$ 261.88	\$ 450.00	\$ 425.00		\$ 1,895.00
Urology including surgery	\$ 274.38	\$ 390.00	\$ 365.00		\$ 1,995.00

Rates listed above are all-inclusive of travel.

Permanent Placement Fee for all specialties is \$10,000.00.

All rates shown are based upon 8 hours per day and a 40 hour per week guarantee. Week night on-call rate are per night, 5pm to 8am. Weekend on-call rates are per weekend day (24 hours). Premium rates typically apply after 8 hours per day or if patient care is required while on call.