



# County of Monterey

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

## Legislation Details (With Board Report)

**File #:** A 16-304 **Name:** B.E.Smith Amendment No. 7  
**Type:** BoS Agreement **Status:** Passed  
**File created:** 9/20/2016 **In control:** Board of Supervisors  
**On agenda:** 10/18/2016 **Final action:** 10/18/2016  
**Title:** Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 7 to the Agreement (A-12438) with B.E. Smith, Inc. for Interim Employee Services, extending the Agreement an additional six (6) month period January 1, 2017 through June 30, 2017 for a revised full term of January 1, 2013 through June 30, 2017, and adding \$268,800 for a revised total Agreement amount not to exceed \$3,419,948.

### Sponsors:

### Indexes:

### Code sections:

**Attachments:** 1. Board Report, 2. BE Smith Amendment No. 7.pdf, 3. B.E. Smith Amend. No. 6 plus BO.pdf, 4. B.E. Smith Amend. No. 5 plus BO.pdf, 5. B.E. Smith Amend. No. 4 plus BO.pdf, 6. B.E. Smith Amend. No. 3 plus BO.pdf, 7. B.E. Smith Renewal and Amend. No. 2 plus BO.pdf, 8. B.E. Smith Amend. No. 1 plus BO.pdf, 9. B.E. Smith Orig. Agmt.pdf, 10. B.E.Smith Spend Sheet.pdf, 11. Completed Board Order

| Date       | Ver. | Action By            | Action | Result |
|------------|------|----------------------|--------|--------|
| 10/18/2016 | 1    | Board of Supervisors |        |        |

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 7 to the Agreement (A-12438) with B.E. Smith, Inc. for Interim Employee Services, extending the Agreement an additional six (6) month period January 1, 2017 through June 30, 2017 for a revised full term of January 1, 2013 through June 30, 2017, and adding \$268,800 for a revised total Agreement amount not to exceed \$3,419,948.

### RECOMMENDATION:

#### It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 7 to the Agreement (A-12438) with B.E. Smith, Inc. for Interim Employee Services, extending the Agreement an additional six (6) month period January 1, 2017 through June 30, 2017 for a revised full term of January 1, 2013 through June 30, 2017, and adding \$268,800 for a revised total Agreement amount not to exceed \$3,419,948.

### SUMMARY/DISCUSSION:

NMC entered into an Agreement with B.E. Smith in January 2013, for \$100,000 to provide NMC with a Chief Nursing Officer for a six month term. On April 16, 2013, the Board of Supervisors (BOS) approved Amendment No. 1, which extended the Agreement term for an additional 6 month period and increased the total Agreement amount to \$676,200 to continue employment services for Chief Nursing Officer and to acquire a Nursing Services Division Director. On February 11, 2014 the BOS approved Renewal & Amendment No. 2, which extended the term an additional 6 months and increased the Agreement amount to \$859,200 for

continued services as needed. On July 1, 2014 the BOS approved Amendment No. 3, which included an additional Engineering Director position, extended the term another 6 months through December 31, 2014, and increased the total Agreement amount to \$1,498,500. On September 30, 2014 the BOS approved Amendment No. 4, which included an additional Engineering Director position, extended the term another 6 months through June, 2015, and increased the total Agreement amount to \$2,131,500. On June 16, 2015 the BOS approved Amendment No. 5 to add \$887,648 for a total Agreement amount of \$3,019,148, to extend services for the Chief Nursing Officer and Director of Surgical Services positions until June 2016.

On June 7, 2016 the BOS approved Amendment No. 6, which added an Infection Control Nurse position, extended the term for an additional 6 months through December 30, 2016, and increased the total Agreement amount to \$3,151,148. Despite aggressive and consistent recruitment efforts by NMC, the hospital was not able to fill the Infection Control Nurse position. This Amendment No. 7 will allow additional time for recruitment efforts to fill the Infection Control Nurse position, as well as, add the position of Interim Case Management Director to the recruitment list.

NMC is requesting that the BOS approve Amendment No. 7 to allow for these necessary recruitment services to continue for an additional 6 months, through June 30, 2017 until such time as NMC is able to fill these positions permanently.

B.E. Smith is a nationally recognized expert in hospital interim management and has delivered services reliably to NMC thereby allowing NMC to provide quality patient care to the constituents of Monterey County. NMC monitors the hours of the workers assigned to NMC to ensure compliance with labor and retirement law.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Amendment No. 7 as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Amendment No. 7 as to fiscal provisions. This Amendment No. 7 has also been reviewed and approved by Natividad Medical Center's Finance Committee on 8/25/16 and by its Board of Trustees on 9/2/16.

#### **FINANCING:**

The cost for this Amendment No. 7 is \$268,800, all of which was included in the Fiscal Year 2016-17 Adopted Budget. There is no impact to the General Fund.

Prepared by: Janine Bouyea, Human Resources Administrator, 783-2701

Approved by: Gary R. Gray, DO, NMC Chief Executive Officer, 783-2504

#### **Attachments:**

Amendment No.7

Amendment No.6

Amendment No. 5

Amendment No. 4

Amendment No. 3

Renewal & Amendment No. 2

Amendment No. 1

B.E. Smith Original Agreement

Spend Sheet

Attachments on file with the Clerk of the Board