



# County of Monterey

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

## Board Report

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**File #: A 17-454, Version: 1**

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Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12650) with Natividad Medical Foundation (NMF) for NMC specially requested services and for NMF's philanthropic services, extending the agreement an additional two (2) year period (January 1, 2018 through December 31, 2019) for a revised full agreement term of January 1, 2015 through December 31, 2019 and increasing the amount by an additional \$1,915,370 for a revised total agreement amount not to exceed \$4,609,944.

### **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. 2 to the agreement (A-12650) with Natividad Medical Foundation (NMF) for NMC specially requested services and for NMF's philanthropic services, extending the agreement an additional two (2) year period (January 1, 2018 through December 31, 2019) for a revised full agreement term of January 1, 2015 through December 31, 2019 and increasing the amount by an additional \$1,915,370 for a revised total agreement amount not to exceed \$4,609,944.

### **SUMMARY/DISCUSSION:**

Natividad Medical Foundation (NMF) philanthropically supports programs that continually monitor and improve the health of the people, including the vulnerable, in Monterey County through coordinated, affordable, high quality health care. Philanthropic services include donor cultivation and solicitation (e.g., The Agricultural Leadership Council); special events; annual giving programs; community outreach in connection with fundraising; preparing and submitting foundation and government grant applications; administering restricted funds and foundation gifts; and major gift planning and fundraising.

For calendar year 2016, the hospital received \$663,666 in revenue and assets from NMF, primarily for capital medical equipment. For NMC FY17-18, the hospital anticipates \$720,000 in revenue from NMF.

NMF will also provide critical services requested by the hospital, including the Medical Director for Health Promotion & Education and NMC-NMF Joint Community Relations.

In addition, NMF raises philanthropic donations each year to support high quality patient care, such as patient assistance in close collaboration with hospital social workers to ensure safe discharge from the hospital; expanded language resources for all patients; a countywide diabetes prevention education program and blood sugar testing supplies for poor diabetes patients; child abuse prevention education; free diagnostic mammograms for poor women; hospital chaplain services; and healing art for the hospital. NMF continues to prepare, secure and provide fiscal management for government grants and contracts to support NMC's Family Medicine Residency Training Program and the CHOICE hospital-based violence prevention program. NMF annually prepares the federal grant application for the NIDO HIV/AIDS Clinic.

In addition, NMF has provided philanthropic support for programs operated on behalf of NMC, such as Board of Supervisors' initiatives for gang violence prevention (CHOICE); breastfeeding promotion and Mother-Friendly Childbirth Initiative work; and the early childhood development initiative through the *Shared Beginnings* parent education program.

NMF will return to the Board of Supervisors in January to present a report of accomplishments associated with its philanthropic efforts for the past two years.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No.2 as to legal form and risk provisions and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on October 26, 2017 and by its Board of Trustees on November 3, 2017.

**FINANCING:**

The cost for this amendment No. 2 is \$1,915,370, of which \$909,277 is included in the Fiscal Year 2017-18 Adopted Budget. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The Natividad Medical Foundation brings together key stakeholders to strengthen Natividad Medical Center through engagement of funders and community leaders in the philanthropic support of programs that improve the health of the people in Monterey County.

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

**Attachments:**

Natividad Medical Foundation Amendment 2  
Natividad Medical Foundation Amendment 1  
Natividad Medical Foundation Agreement  
Natividad Medical Foundation Spend Sheet

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Approved by: Gary, Gray DO, Chief Executive Officer, 783-2553

Attachments on file with the Clerk of the Board