



County of Monterey

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

Board Report

File #: A 21-570, Version: 1

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Natividad Medical Foundation (A-14574) for NMC's specially requested services and for NMF's philanthropic services, extending the agreement term an additional two (2) year period (January 1, 2022 through December 31, 2023) for a revised full agreement term January 1, 2020 through December 31, 2023, and adding \$1,616,648 for a revised total agreement amount of \$3,306,888.

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. 1 to the agreement with Natividad Medical Foundation (A-14574) for NMC's specially requested services and for NMF's philanthropic services, extending the agreement term an additional two (2) year period (January 1, 2022 through December 31, 2023) for a revised full agreement term January 1, 2020 through December 31, 2023, and adding \$1,616,648 for a revised total agreement amount of \$3,306,888.

SUMMARY/DISCUSSION:

Natividad Medical Foundation (NMF) philanthropically supports enhancements to Natividad through capital projects and programs that continually 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.

NMF will also provide critical services requested by the hospital, including Natividad/NMF Joint Community Relations.

In addition, NMF raises philanthropic donations each year to support high quality patient care, such as patient basic needs assistance in close collaboration with hospital social workers to ensure safe discharge from the hospital; a countywide diabetes prevention education program and blood sugar testing supplies for poor diabetes patients; diversity, equity and inclusion initiatives; free diagnostic mammograms for economically disadvantaged women; assistance for women with cancer; hospital chaplain/spiritual care services; and healing art for the hospital. NMF continues to prepare, secure and provide fiscal management for government grants and contracts to support Natividad's programs, including the Family Medicine Residency Program and the CHOICE hospital-based violence prevention program.

In addition, NMF has provided philanthropic support for programs operated at and on behalf of Natividad, such as and Medication-Assisted Treatment program for people with opioid use disorder and the Board of Supervisors' initiatives for gang violence prevention (CHOICE).

This amendment allows Natividad Medical Center to continue working with the Natividad Medical Foundation on such philanthropic efforts which have been and continue to be very important to the hospital, its staff, and most of all, its patients.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on October 8, 2021.

FINANCING:

The cost for this agreement is \$1,616,483 of which \$808,242 is included in the Fiscal Year 2021-22 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for executive level consulting services, the outcome of which will contribute to a more efficient use of resources within the organization.

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

Prepared by: Charles Harris, MD, Interim Chief Executive Officer, 783-2553

Approved by: Charles Harris, MD, Interim Chief Executive Officer, 783-2553

Attachments:

Natividad Medical Foundation Amendment No. 1

Natividad Medical Foundation Agreement

Attachments on file with the Clerk of the Board