

**TRI-CITY HEALTHCARE DISTRICT  
AGENDA FOR A REGULAR MEETING  
OF THE FINANCE, OPERATION AND PLANNING COMMITTEE  
August 16, 2016  
12:30-3:30  
Assembly Room 2  
Tri-City Medical Center  
4002 Vista Way, Oceanside, CA 92056**

The Committee may make recommendations on any of the items listed below, unless the item is specifically labeled "Informational Only"

	AGENDA ITEM	TIME ALLOTTED	PERSON RESPONSIBLE
1.	Call to Order	1 min.	Chair
2.	Approval of Agenda	2 min.	Chair
3.	Public Comments-Announcement Comments may be made at this time by members of the public on any item on the Agenda before the Committee's consideration of the item or on any matter within the jurisdiction of the Committee. NOTE: During the Committee's consideration of any Agenda item, members of the public also have the right to address the Committee at that time regarding that item.	2 min.	Chair
4.	Ratification of minutes – July 19, 2016	2 min.	Standard
5.	Old Business-(All items for Discussion or possible Action)		
6.	New Business-(All Items for Discussion or possible Action)		
	a) Cardiovascular Health Institute – Operations Committee Agreement • Paul Sarkaria, MD	10 min.	Jeremy Raimo
	b) Neuroscience Institute – Quality Committee Agreement • Bilal Choudry, MD	10 min.	Jeremy Raimo
	c) Neuroscience Institute – Operations Committee Agreement • Bilal Choudry, MD	10 min.	Jeremy Raimo
	d) Physician Agreement for ED On-Call Coverage - Neurology • Reshma Gokaldas, MD	10 min.	Sherry Miller
	e) Proposal for Proctoring • Charles Athill, MD	10 min.	Sherry Miller
	f) Proposal for Lawson/Infor Renewal	10 min.	Terry Moede
	g) CloudMed Proposal	10 min.	Colleen Thompson

**NOTE:** This meeting is also called and noticed as a meeting of the Board, but shall be conducted as an Administrative and Finance Committee meeting. Members of the Board who are not members of the Committee may attend the entire meeting, but shall not otherwise directly participate or vote on any item. The Committee shall take no final actions, but may make recommendations to be considered at a future meeting of the Board as to any item on the agenda, including information items. All public documents provided to the committee or Board for this meeting including materials related to an item on this agenda and submitted to the Board of Directors within 72 hours prior to this meeting may be reviewed at the District Offices located at 4002 Vista Way, Oceanside, CA 92056 in the Clerk's Office during normal business hours.

Note: If you have a disability, please notify us at 760-940-7323 at least 48 hours prior to the meeting so that we may provide reasonable accommodations.

	AGENDA ITEM	TIME ALLOTTED	PERSON RESPONSIBLE
	h) Proposal for Siemens Medical Solutions Service Contract	10 min.	Steve Young
	i) Physician Recruitment Proposal <ul style="list-style-type: none"> <li>• Himani Singh, MD</li> </ul>	10 min.	Jeremy Raimo
	j) Physician Recruitment Proposal <ul style="list-style-type: none"> <li>• Wilson Liu, MD</li> </ul>	10 min.	Jeremy Raimo
	k) Financials	10 min.	Ray Rivas
	l) Work Plan – Information Only <ul style="list-style-type: none"> <li>• Dashboard</li> <li>• ICD-10 Update (annual)</li> </ul>	15 min.	Ray Rivas Colleen Thompson
7.	Comments by committee members	2 min.	Chair
8.	Date of next meeting: September 20, 2016	2 min.	Chair
9.	Community Member Openings: (none)	2 min.	Chair
10.	Adjournment		
	Total Budget Time for Meeting	2 hr. 18 min.	

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**Tri-City Medical Center  
Finance, Operations and Planning Committee Minutes  
July 19, 2016**

<b>Members Present</b>	Director James Dagostino, Director Cyril Kellett, Director Julie Nygaard, Dr. Marcus Contardo, Dr. Frank Corona, Kathleen Mendez, Carlo Marcuzzi, Steve Harrington, Wayne Lingenfelter, Tim Keane
<b>Non-Voting Members Present:</b>	Steve Dietlin, CEO, Ray Rivas, Acting CFO, Kapua Conley, COO, Wayne Knight, Chief Strategy Officer
<b>Others Present</b>	Director Laura Mitchell, David Bennett, Charlene Carty, Glen Newhart, Jamie Johnson, Sharon Schultz, Jeremy Raimo, Chris Miechowski, Jane Dunmeyer, Mary Diamond, Steve Young, Sherry Miller, Tom Moore, Scott Worman, M.D., Katie Presnall, Jody Root (Procopio), Barbara Hainsworth
<b>Members Absent:</b>	Dr. John Kroener, Cheryle Bernard-Shaw, CCO

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
1. Call to order	Director Dagostino called the meeting to order at 12:31 pm.  At the outset of the meeting, Chairman Dagostino announced that Chief Compliance Officer Cheryle Bernard-Shaw is out of town and would be attending the meeting via conference phone.		
2. Approval of Agenda		<b>MOTION</b> It was moved by Dr. Contardo, Director Nygaard seconded, and it was unanimously approved to accept the agenda of July 19, 2016.	
3. Comments by members of the public on any item of interest to the public before committee's consideration of the item.	Director Dagostino read the paragraph regarding comments from members of the public.		Director Dagostino

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
4. Ratification of minutes of June 21, 2016	Minutes were ratified.	Minutes were ratified. <b>MOTION</b> It was moved by Director Kellett, Dr. Contardo seconded, that the minutes of June 21, 2016, are to be approved without any requested modifications. Dr. Corona and Mr. Harrington abstained from the vote.	
5. Old Business		<b>MOTION</b> It was moved by Ms. Mendez, Mr. Lingenfelter seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize Dr. Movahhedian as the NICU Medical Director, as well as provide oversight for the Newborn Nursery and High Risk Infant Follow up Clinic for a term of 36 months, beginning July 1, 2016 and ending June 30, 2019, at an annual cost not to exceed \$96,000, and a total cost for the term not to exceed \$288,000.	
6. New Business	Mary Diamond conveyed that this agreement was for a 3-year contract renewal for Dr. Movahhedian's medical directorship of the NICU. It was previously submitted in June 2016, however, it is being resubmitted for committee approval to correct the reimbursement amounts based on an error discovered on the previous submission.	<b>MOTION</b> It was moved Dr. Corona, Director Nygaard seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize the amendment of the agreement with Marcus Contardo, M.D. for Chair of the Medical Staff Professional Behavior	Sherry Miller
	Sherry Miller conveyed that this agreement was a renewal which permits Dr. Contardo to remain in the role of Chair of the Professional Behavior Committee. The duties for this position are set forth in the Tri-City Healthcare District Medical Staff Bylaws, and also encompass the implementation of the Medical Staff Behavior policy #8710-57.		

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	<p>Jody Root, legal representative from Procopio requested an amendment to the verbiage in the Motion, to read: "... authorize the <b>amendment of the</b> agreement with Marcus Contardo, M.D...."</p>	<p>Committee for a term of 12 months beginning July 1, 2016 and ending June 30, 2017. Minimum of 30 hours per month or 360 hours annually, at a maximum hourly rate of \$166.66 for an annual cost of \$60,000, and a total cost for the term of \$60,000.</p> <p>Dr. Contardo abstained from the vote. <i>Barbara Hainsworth to amend the write-up</i></p>	
<p>b. Clinical Coverage &amp; Medical Director Agreement Extension with North County Oncology Medical Group, Inc.</p>	<p>Wayne Knight explained that this write-up is requesting a six month extension to the existing agreement, (which did not include the customary auto extension clause). He reported that this extension was needed to permit sufficient time for negotiations of a new agreement.</p>	<p><u>MOTION</u> It was moved by Dr. Corona, Dr. Contardo seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors extend the Clinical Coverage and Medical Director Agreement between TCHD and North County Oncology Medical Clinic, Inc. for a term of 180 days, beginning April 12, 2016 and ending October 11, 2016 as follows: Coverage Agreement, full time at \$43,333.33 per month; Medical Director Agreement at \$196.08 per hour, not to exceed 34 hours a month, for a total not to exceed \$300,000.</p>	
<p>c. Physician Agreement for Antibiotic Stewardship Proposal</p> <ul style="list-style-type: none"> <li>• Dr. Richard Smith</li> </ul>	<p>Sharon Schultz conveyed that this 2-year agreement was for Dr. Richard Smith to continue as the Chairman of the Antibiotic Stewardship program. His duties to include providing supervision and direction for program activities, as well as reviewing antibiotic orders for appropriateness.</p>	<p><u>MOTION</u> It was moved by Dr. Corona, and it was seconded by Director Kellelt and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize Dr. Richard Smith as the Chair of the Antibiotic Stewardship Program for a term of 24 months beginning July 1, 2016 and ending July 1, 2018. Not to</p>	

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	<p>Discussion ensued, and it was determined that the total term cost was incorrect and would need to be amended from \$126,000 to \$105,000. A second motion was made a seconded, to accept the amended amount.</p>	<p>exceed an average of 30 hours per month or 300 hours annually, at an hourly rate of \$175 for an annual cost of \$52,500 for a total cost for the term of \$126,000. Upon further discussion it was determined term cost was listed incorrectly.</p> <p>The motion was amended by Director Nygaard, seconded by Director Kellett and was unanimously approved to authorize Dr. Richard Smith as the Chair of the Antibiotic Stewardship Program for a term of 24 months beginning July 1, 2016 and ending July 1, 2018. Not to exceed an average of 30 hours per month or 300 hours annually, at an hourly rate of \$175 for an annual cost of \$52,500 for a total amended cost for the term of \$105,000 <i>Barbara Hainsworth to amend the write-up</i></p>	
<p>d. G.E. Healthcare Service Contract Proposal</p>	<p>Steve Young detailed that this proposal was for a service contract on three CT scanners, AW server, UPS, two cardiac catheterization labs and two ultrasound units. The monthly expense is prorated to account for variations in expiration dates of existing contracts. Some discussion ensued.</p>	<p><b><u>MOTION</u></b> It was moved by Director Kellett, Dr. Contardo seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize the agreement with G.E. Healthcare for Services on three CT Scanners, AW Server, UPS, two Cath Labs, and two Ultrasound Units for a term of 5 years, beginning July 1, 2016 and ending June 30, 2021 pro-rated cost of month 1-5, \$33,552, month 6-6, \$33,599, month 7-9, \$33,718, month 10-10, \$47,373 and month 11-60, \$48,348 for</p>	

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
e. Proposal for Agreement with Bank of the West	Charlene Carty explained that this agreement was a request to enter into a \$4.0 million Capital Equipment financing agreement with Bank of the West, to fund Capital Equipment purchases for the Tri-City Medical Center. Included in the FY2017 Budget is \$5.0 million, which was budgeted to be purchased through financing agreements.	the 5 year total term expense of \$2,767,286. <u>MOTION</u> It was moved by Dr. Contardo, Director Kellett seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize entering into a lease facility with Bank of the West for a principal amount not to exceed \$4,000,000 with a capital lease term of 36 months, at a maximum interest cost of less than \$284,000 over the term of the lease.	
f. AHA - American Heart Association Sponsorship Proposal	Jamie Johnson detailed that this agreement with the American Heart Association (AHA) was for a 3-year sponsorship (partnership) with Tri-City Medical Center to sponsor various events benefitting North San Diego County, throughout the agreement period. Some event examples given were: <ul style="list-style-type: none"> <li>• National Walking Day</li> <li>• Go Red for Women</li> <li>• “Life is Why” campaign</li> <li>• Community symposiums</li> <li>• Mission focused outreach for stroke, heart health and education</li> </ul>	<u>MOTION</u> It was moved by Dr. Contardo, Director Kellett seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize the agreement with the American Heart Association for a term of three years, beginning June 30, 2016 and ending June 30, 2019 for the annual costs for Year 1-\$120,000, for Year 2-\$250,000 and for Year 3-\$250,000, for a total cost for the Term of \$620,000.	
g. Third Lease Amendment Proposal <ul style="list-style-type: none"> <li>• Oscar Matthews, M.D.</li> </ul>	Wayne Knight conveyed that this agreement was be for a third lease renewal for Dr. Oscar Matthews medical practice located at:	<u>MOTION</u> It was moved by Ms. Mendez, Director Nygaard seconded, and it was unanimously approved that the	

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	<ul style="list-style-type: none"> <li>2095 Vista Way, Suite 107 Vista, CA</li> </ul>	<p>Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize the Third Amendment Lease Renewal with Dr. Oscar Matthews for an additional 24 month term, beginning August 1, 2016, ending July 31, 2018, with a 3% increase in lease payment each year, which remains within the current fair market value rental rates.</p>	
h. Financials	<p>Ray Rivas reported that there were no financials distributed for June, due to the upcoming fiscal year-end audit that will be conducted by Moss-Adams. The audit report is projected to be completed in September.</p>		Ray Rivas
i. Work Plan – Information Only  <ul style="list-style-type: none"> <li>Finance, Operations and Planning Charter</li> </ul>	<p>Director Dagostino reported that these agenda items were for review only, but Committee members were welcome to ask questions.</p> <p>Discussion ensued. Modifications recommended are as follows: Under item <b>II. Membership</b>, the second paragraph reads:</p> <ul style="list-style-type: none"> <li>“Each committee member shall have a basic understanding of finance and accounting ...”</li> </ul> <p>It was recommended that this line be changed to read:</p> <ul style="list-style-type: none"> <li>“Each committee member shall have a basic understanding of finance and accounting ...”</li> </ul> <p>Continuing under item <b>II.</b></p>		Chairman  Chairman



Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
<ul style="list-style-type: none"> <li>• Wellness Center</li> <li>• Construction Report</li> <li>• Aionex Bed Board / Throughput</li> <li>• Neuroscience Institute, NSI Medical Directorships</li> <li>• Medical Director, Surgery</li> </ul>	<p><b>Membership</b>, under the heading – <b>Term of Committee Members</b>, it reads:</p> <ul style="list-style-type: none"> <li>• “Committee members shall serve a term of two years, with an option to renew ...”</li> </ul> <p>It was recommended that this line be changed to read:</p> <ul style="list-style-type: none"> <li>• “Committee Community members shall serve a term of two years, with an option to renew ...”</li> </ul> <p>David Bennett responded to a number of questions pertaining to Wellness Center membership fees and incentives. Brief discussion ensued.</p> <p>No discussion.</p> <p>Sharon Schultz and Kapua Conley discussed measures that have been implemented to successfully reduce wait times in the ED triage area and for the new CT scanner.</p> <p>Jeremy Raimo and Katie Presnall gave a short PowerPoint presentation detailing FY16 metrics for Operations &amp; Quality for the Neuroscience Institute.</p> <p>Mary Diamond gave a brief PowerPoint presentation regarding the outcome performance for the</p>		<p>David Bennett</p> <p>Chris Miechowski Sharon Schultz</p> <p>Wayne Knight</p> <p>Mary Diamond</p>

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
<ul style="list-style-type: none"> <li data-bbox="138 178 261 338">IT Physician Liaison</li> </ul>	<p data-bbox="138 338 505 443">Medical Director Surgery, which reflected various metrics used to determine areas of improvement.</p> <p data-bbox="138 443 505 653">Dr. Scott Worman gave a short PowerPoint presentation reflecting both his past and present involvement as IT Physician Liaison, as well as some future directions this role may lead.</p>		Kapua Conley
7. Comments by Committee Members		None	Chair
8. Date of next meeting	August 16, 2016		Chair
9. Community Openings (none)			
10. Adjournment	Meeting adjourned 2:21 pm		

**6.a.**

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: August 16, 2016**  
**CARDIOVASCULAR HEALTH INSTITUTE – OPERATIONS COMMITTEE AGREEMENT**

<b>Type of Agreement</b>		Medical Directors		Panel	X	Other: Operations Committee Agreement
<b>Status of Agreement</b>		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

**Physician Name:** Paul Sarkaria, M.D.  
**Area of Service:** Cardiovascular Institute (CVHI) Operations Committee  
**Term of Agreement:** 12 months, Beginning, Sept. 1, 2016 – Ending, August 31, 2017

**Maximum Totals:**

Rate/ Hour	Hours per Month	Hours per Term	Monthly Cost	Cost per Term
\$210	2	24	\$420	\$5,040

These terms are the same terms as previously approved in the CVHI documents (co-management agreement) and budget.

Document Submitted to Legal: **	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No

\*\*Institute agreements have been reviewed by outside counsel

**Person responsible for oversight of agreement:** Jeremy Raimo, Sr. Director, Business Development / Wayne Knight, Chief Strategy Officer

**Position Responsibilities:**

Physician shall serve as Committee Member and shall be responsible for the medical direction of the Specialty Area.

**Motion:**

I move that the Finance, Operations and Planning Committee recommend the Board of Directors find it in the best interest of the public health of the communities served by the District to approve an expenditure for the Cardiovascular Institute Operations Committee Agreement for a 12 month term, beginning September 1, 2016 and ending August 31, 2017, for an annual amount not to exceed \$5,040.

**6.b.**

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: August 16, 2016**  
**NEUROSCIENCE INSTITUTE – QUALITY COMMITTEE AGREEMENT**

<b>Type of Agreement</b>		Medical Directors		Panel	X	Other: Quality Committee Agreement
<b>Status of Agreement</b>	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

**Physician Name:** Bilal Choudry, M.D.

**Area of Service:** Neuroscience Institute (NI) Quality Committee

**Term of Agreement:** 12 months, Beginning, September 1, 2016 - Ending, August 31, 2017

**Maximum Totals:**

Rate/ Hour	Hours per Month	Hours per Term	Monthly Cost	Cost per Term
\$200	2	24	\$400	\$4,800

These terms are the same terms as previously approved in the Neuroscience Institute documents (co-management agreement) and budget.

Document Submitted to Legal: **	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No

\*\*Institute agreements have been reviewed by outside counsel

**Person responsible for oversight of agreement:** Jeremy Raimo, Sr. Director, Business Development / Wayne Knight, Chief Strategy Officer

**Position Responsibilities:**

Physician shall serve as Committee Member and shall be responsible for the medical direction of the Specialty Area - Electroencephalography

**Motion:**

I move that the Finance, Operations and Planning Committee recommend the Board of Directors find it in the best interest of the public health of the communities served by the District to approve an expenditure for the Neuroscience Institute Quality Committee Agreement for a 12 month term, beginning September 1, 2016 and ending August 31, 2017, for an annual amount not to exceed \$4,800.

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: August 16, 2016**  
**NEUROSCIENCE INSTITUTE – OPERATIONS COMMITTEE AGREEMENT**

<b>Type of Agreement</b>		Medical Directors		Panel	X	Other: Operations Committee Agreement
<b>Status of Agreement</b>	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

**Physician Name:** Bilal Choudry, M.D.

**Area of Service:** Neuroscience Institute (NI) Operations Committee

**Term of Agreement:** 12 months, Beginning, September 1, 2016 - Ending, August 31, 2017

**Maximum Totals:**

Rate/ Hour	Hours per Month	Hours per Term	Monthly Cost	Cost per Term
\$200	2	24	\$400	\$4,800

These terms are the same terms as previously approved in the Neuroscience Institute documents (co-management agreement) and budget.

Document Submitted to Legal: **	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No

\*\*Institute agreements have been reviewed by outside counsel

**Person responsible for oversight of agreement:** Jeremy Raimo, Sr. Director, Business Development / Wayne Knight, Chief Strategy Officer

**Position Responsibilities:**

Physician shall serve as Committee Member and shall be responsible for the medical direction of the Specialty Area -- Electroencephalography

**Motion:**

I move that the Finance, Operations and Planning Committee recommend the Board of Directors find it in the best interest of the public health of the communities served by the District to approve an expenditure for the Neuroscience Institute Operations Committee Agreement for a 12 month term, beginning September 1, 2016 and ending August 31, 2017, for an annual amount not to exceed \$4,800.

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: August 16, 2016**  
**PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE - Neurology**

<b>Type of Agreement</b>		Medical Directors	X	Panel		Other:
<b>Status of Agreement</b>		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

**Physician's Name:** Reshma Gokaldas, MD  
**Area of Service:** Emergency Department On-Call: Neurology  
**Term of Agreement:** 22 months, Beginning, September 1, 2016 – Ending, June 30, 2018  
**Maximum Totals:** Within Hourly and/or Annualized Fair Market Value: YES  
 For entire Current ED On-Call Area of Service Coverage: Neurology  
 New physician to existing panel, no increase in expense

Rate/Day	Current Panel Days per Year	Current Panel Annual Cost
\$740	FY17: 303 FY18: 365	FY17: \$224,220 FY18: \$270,100
	<b>Total Term Cost:</b>	<b>\$494,320</b>

**Position Responsibilities:**

- Provide 24/7 patient coverage for all Neurology specialty services in accordance with Medical Staff Policy #8710-520 (Emergency Room Call: Duties of the On-Call Physician)
- Complete related medical records in accordance with all Medical Staff, accreditation, and regulatory requirements.

Board Approved Physician Contract Template:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No

**Person responsible for oversight of agreement:** Sherry Miller, Manager, Medical Staff / Kapua Conley, Chief Operating Officer

**Motion:**

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors add Dr. Reshma Gokaldas to the currently existing ED On-Call Coverage Panel for Neurology for a term of 22 months, beginning September 1, 2016 and ending June 30, 2018.

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: August 16, 2016**  
**PROPOSAL FOR PROCTORING – Dr. Charles Athill**

<b>Type of Agreement</b>		Medical Directors		Panel	X	Other:
<b>Status of Agreement</b>	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

**Vendor's Name:** Charles Athill, M.D.

**Area of Service:** Cardiology

**Term of Agreement:** 13 months, Beginning, July 1, 2016 – Ending, July 31, 2017

**Maximum Totals:**

Hourly Rate	Annual Hours Not to Exceed	Annual Cost Not to Exceed	Total Term Cost Not to Exceed
\$500	10 hrs.	\$5,000	\$5,000

**Description of Services/Supplies:**

- Act as a Proctor: Electrophysiology (EP) Procedures

Document Submitted to Legal:		Yes	X	No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No

**Person responsible for oversight of agreement:** Sherry Miller, Manager, Medical Staff / Kapua Conley, Chief Operating Officer

**Motion:**

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Charles Athill, M.D. for acting as proctor for a term of 13 months, beginning July 1, 2016 and ending July 31, 2017, for an hourly rate of \$500, not to exceed 10 hours, for an annual cost not to exceed \$5,000, and a total cost for the term not to exceed \$5,000.

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: August 16, 2016**  
**PROPOSAL FOR LAWSON/INFOR RENEWAL**

<b>Type of Agreement</b>		Medical Directors		Panel		Other:
<b>Status of Agreement</b>		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

**Vendor's Name:** Lawson/INFOR  
**Area of Service:** Business Required Systems for Finance, Human Resources Management  
**Term of Agreement:** 12 months, Beginning, June, 1 2016 – Ending, May 31, 2017

**Maximum Totals:**

Monthly Cost	Annual Cost	Total Term Cost
\$23,383.30	\$280,599.60	\$280,599.60

**Description of Services/Supplies:**

- Original contract 11/13/1985, daily maintenance and support services for business required services.
- Lawson is a business based application vendor providing finance/human resource services for accounts payable, general ledger, benefits management, scheduling and staffing management. These applications provide/support business critical services for TCMC including the reporting of specific data that provides fiscal decision support data.
- Required for HR and Finance Departments that is scheduled to expire the end of August 2016.

Document Submitted to Legal:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No

**Person responsible for oversight of agreement:** Terry Moede, VP of Information Technology (IT) / Kapua Conley, Chief Operating Officer

**Motion:**

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Lawson/INFOR for HR and Finance Lawson Apps daily maintenance-support for a term of 12 months, beginning June 1, 2016 and ending May 31, 2017 for monthly cost of \$23,383.30, and a total cost for the term of \$280,599.60.



**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: August 16, 2016**  
**CLOUDMED PROPOSAL**

<b>Type of Agreement</b>		Medical Directors		Panel	X	Other: Coding Audit Service
<b>Status of Agreement</b>	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

**Vendor's Name:** CloudMed  
**Area of Service:** Medical Records/HIM  
**Term of Agreement:** 12 months, Beginning, September 1, 2016 – Ending, August 31, 2017  
**Maximum Totals:**

Total Term Cost
40% of agreed upon, rebilled & collected accounts, not to exceed \$400,000

**Description of Services/Supplies:**

- CloudMed will conduct audits of Inpatient accounts to confirm accuracy of the DRG assigned and provide comments relating to query opportunity as well as confirmation of the clinical documentation available to support the coding edits recommended.

Document Submitted to Legal:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No

**Person responsible for oversight of agreement:** Colleen Thompson, Director, Medical Records / Ray Rivas, Acting Chief Financial Officer

**Motion:**

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with CloudMed for Coding Auditing for a term of 12 months beginning September 1, 2016 and ending August 31, 2017, for a total cost for the term of 40% of agreed upon, rebilled & collected accounts audited by CloudMed, not to exceed \$400,000.

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: August 16, 2016**  
**PROPOSAL FOR: Siemens Medical Solutions Service Contract**

<b>Type of Agreement</b>		Medical Directors		Panel		Other:
<b>Status of Agreement</b>		New Agreement	X	Renewal – New Rates		Renewal – Same Rates

**Vendor's Name:** Siemens Medical Solutions  
**Area of Service:** Interventional Radiology  
**Term of Agreement:** 5 years, Beginning, October 23, 2016 – Ending, October 22, 2021

**Maximum Totals:**

Monthly Cost	Annual Cost	Total Term Cost
\$30,411	\$364,934	\$1,824,670

**Description of Services/Supplies:**

- Service contract on three angiographic machines, one 1.5T MRI machine, two Syngo computer image processing workstations, one Power injector and one high capacity 15KVA universal power supply.
- Monthly expense prorated to account for varying existing contract expiration dates

Document Submitted to Legal:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No

**Person responsible for oversight of agreement:** Steve Young, Director, Imaging / Kapua Conley, Chief Operating Officer

**Motion:**

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Siemens Medical Solutions for services on equipment in three IR Suites and on one MRI system for a term of 5 years, beginning October 23, 2016 and ending October 22, 2021 for a total term expense not to exceed \$1,824,670.

**FINANCE, OPERATIONS & PLANNING COMMITTEE  
DATE OF MEETING: August 16, 2016  
Physician Recruitment Proposal – Himani Singh, M.D.**

<b>Type of Agreement</b>		Medical Directors		Panel	X	Other: Recruitment Agreement
<b>Status of Agreement</b>	X	New Agreement		Renewal		

**Physician Name:** Himani Singh, M.D.  
**Areas of Service:** Hematology & Oncology

**Key Terms of Agreement:**

**Effective Date:** October 1, 2016 or the date Dr. Singh becomes a credentialed member in good standing of the Tri-City Healthcare District Medical Staff

**Community Need:** TCHD Physician Needs Assessment shows significant community need for Hematology/Oncology

**Service Area:** Area defined by the lowest number of contiguous zip codes from which the hospital draws at least 75% of its inpatients

**Income Guarantee:** \$300,000 annually (\$600,000 for two-years with a two-year forgiveness period)

**Sign-on Bonus:** \$25,000

**Relocation:** \$20,000 (Not part of Loan)

**Total Not to Exceed:** \$645,000 (Loan Amount= \$625,000)

**Unique Features:** Dr. Singh will join the group practice of North County Oncology, in Oceanside, CA with Dr. Warren Paroly, Dr. David Oblon, and Dr. Nayyar Siddique.

**Requirements:**

Business Pro Forma: Must submit a two-year business pro forma for TCHD approval relating to the addition of this physician to the medical practice, including proposed incremental expenses and income. TCHD may suspend or terminate income guarantee payments if operations deviate more than 20% from the approved pro forma and are not addressed as per agreement.

Expenses: The agreement specifies categories of allowable professional expenses (expenses associated with the operation of physician's practice and approved at the sole discretion of TCHD) such as billing, rent, medical and office supplies, etc. If the incremental monthly expenses exceed the maximum, the excess amount will not be included.

<b>Document Submitted to Legal:</b>	X	Yes		No
<b>Approved by Chief Compliance Officer:</b>	X	Yes		No
<b>Is Agreement a Regulatory Requirement:</b>		Yes	X	No

**Person responsible for oversight of agreement:** Jeremy Raimo, Sr. Director, Business Development / Wayne Knight, Chief Strategy Officer

**Motion:**

I move that the Finance, Operations and Planning Committee recommend the Board of Directors find it in the best interest of the public health of the communities served by the District to approve the expenditure, not to exceed \$645,000 in order to facilitate this Hematology/Oncology physician practicing medicine in the communities served by the District. This will be accomplished through a Group Physician Recruitment Agreement (not to exceed a two-year income guarantee with a two-year forgiveness period) with North County Oncology and Dr. Himani Singh.

**FINANCE, OPERATIONS & PLANNING COMMITTEE**
**DATE OF MEETING: August 16, 2016**
**Physician Recruitment Proposal - Wilson Liu, M.D.**

<b>Type of Agreement</b>		Medical Directors		Panel	X	Other: Recruitment Agreement
<b>Status of Agreement</b>	X	New Agreement		Renewal		

**Physician Name:** Wilson Liu, M.D.

**Areas of Service:** Family Medicine

**Key Terms of Agreement:**

**Effective Date:** November 1, 2016 or the date Dr. Liu becomes a credentialed member in good standing of the Tri-City Healthcare District Medical Staff  
**Community Need:** TCHD Physician Needs Assessment shows significant community need for Family Medicine  
**Income Guarantee:** Not to exceed a two-year income guarantee with loan to be forgiven over a three-year forgiveness period provided physician continues to practice within service area  
**Service Area:** Area defined by the lowest number of contiguous zip codes from which the hospital draws at least 75% of its inpatients  
**Income Guarantee:** \$242,000 annually (\$484,000 for two years)  
**Sign-on Bonus:** \$20,000  
**Relocation:** \$10,000 (Not part of Loan)  
**Total Not to Exceed:** \$514,000 (Loan Amount= \$504,000)

**Unique Features:** Dr. Wilson Liu, M.D. will join the group practice of Primary Health Partners in Oceanside, CA, with three other successful, well established physicians, Dr. Zimmermann, Dr. Gonzales, and Dr. Curran. Dr. Liu will fill the vacancy of Dr. Stewart leaving the practice recently.

**Requirements:**

**Business Pro Forma:** Must submit a two-year business pro forma for TCHD approval relating to the addition of this physician to the medical practice, including proposed incremental expenses and income. TCHD may suspend or terminate income guarantee payments if operations deviate more than 20% from the approved pro forma and are not addressed as per agreement.  
**Expenses:** The agreement specifies categories of allowable professional expenses (expenses associated with the operation of physician's practice and approved at the sole discretion of TCHD) such as billing, rent, medical and office supplies, etc. If the incremental monthly expenses exceed the maximum, the excess amount will not be included.

<b>Document Submitted to Legal:</b>	X	Yes		No
<b>Approved by Chief Compliance Officer:</b>	X	Yes		No
<b>Is Agreement a Regulatory Requirement:</b>		Yes	X	No

**Person responsible for oversight of agreement:** Jeremy Raimo, Sr. Director, Business Development / Wayne Knight, Chief Strategy Officer

**Motion:**

I move that the Finance, Operations and Planning Committee recommend the Board of Directors find it in the best interest of the public health of the communities served by the District to approve the expenditure, not to exceed \$514,000 in order to facilitate this Family Medicine physician practicing medicine in the communities served by the District. This will be accomplished through a Physician Recruitment Agreement (not to exceed a two-year income guarantee with a three-year forgiveness period) with Dr. Wilson Liu.

**Finance, Operations and Planning Work Plan  
Program Tracking Schedule**

**FY 2017**

August 16, 2016

	July	Aug 2016	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Responsible Party
Wellness Center (Quarterly), since 2009 (changed from semi-annual to quarterly, April 2016)	•			•			•			•			David Bennett
Physician Recruitment Tracking (Annual), since 2009												•	Jeremy Raimo
Tri-City Real Estate Holding and Management LLC (Annual), since 2011								•					Steve Dietlin
Finance, Operations and Planning Charter, (Annual)										•			Chair
Construction Report, (Quarterly)	•			•			•			•			Kapua Conley
Accountable Care Organization (ACO) (Annual), since 2013								•					Wayne Knight
Infusion Center, (Quarterly) report quarterly until Oct. 2015 then annual for 1 year				•									Sharon Schultz
Aionex Bed Board / Throughput, (Bi-Monthly) (changed from monthly, to bi-monthly August 2015	•											•	Kathy Topp

	July	Aug 2016	Sept	Oct	Nov	Dec	Jan	Feb	Mar	April	May	June	Responsible Party
<b>Dashboard</b>		•	•	•	•	•	•	•	•	•	•	•	Ray Rivas
<b>Meaningful Use, (Semi-Annual)</b> Start reporting September 2015 for one year then semi-annual)			•						•				(Kapua Conley)
<b>Blue Belt Robotic Knee System,</b> (not yet established will be quarterly for a year and then move to annual once it is established)													Jeremy Raimo
<b>ICD-10 - Update (Annual)</b>		•											Colleen Thompson
<b>Neuroscience Institute – NSI Medical Directorships, (Semi-Annual)</b> Start reporting June 2015 for first year then semi-annually)	•						•						Wayne Knight
<b>Medical Director – Surgery (Quarterly)</b> Began reporting in July 2015	•			•			•			•			Mary Diamond
<b>IT Physician Liaison (Semi-Annual)</b> Began reporting in July 2016	•						•						(Kapua Conley)



6.i.

**Financial Information**

TCMC Days in Accounts Receivable (A/R)														
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY17	51.2												51.2	48-52
FY16	46.7	45.7	45.7	45.3	47.0	49.1	51.7	48.9	49.5	50.4	47.4		46.7	48-52

TCMC Days in Accounts Payable (A/P)														
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY17	78.9												78.9	75-100
FY16	83.6	85.8	92.1	88.7	84.0	82.5	83.6	81.1	81.4	81.1	81.1		83.6	75-100

TCHD EROE \$ in Thousands (Excess Revenue over Expenses)														
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY17	\$288												\$288	\$42
FY16	\$862	\$612	\$182	(\$189)	(\$513)	\$965	(\$1,784)	(\$411)	(\$220)	\$331	\$315		\$862	\$9,767

TCHD EROE % of Total Operating Revenue														
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY17	1.04%												1.04%	0.15%
FY16	3.03%	2.20%	0.66%	-0.68%	-2.00%	3.40%	-6.31%	-1.53%	-0.77%	1.13%	1.09%		3.03%	2.81%



6.1.

**Financial Information**

**TCHD EBITDA \$ in Thousands (Earnings before Interest, Taxes, Depreciation and Amortization)**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY17	\$1,583												\$1,583	\$1,360
FY16	\$2,046	\$1,817	\$1,357	\$1,011	\$644	\$2,155	(\$594)	\$797	\$1,019	\$1,530	\$1,598		\$2,046	\$26,360

**TCHD EBITDA % of Total Operating Revenue**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY17	5.70%												5.70%	4.73%
FY16	7.20%	6.53%	4.90%	3.65%	2.50%	7.58%	-2.10%	2.97%	3.56%	5.22%	5.55%		7.20%	7.59%

**TCHD Paid FTE (Full-Time Equivalent) per Adjusted Occupied Bed**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY17	6.04												6.04	6.12
FY16	6.13	6.05	5.91	5.98	6.11	6.01	5.77	5.43	6.07	5.86	6.09		6.13	6.08

**TCHD Fixed Charge Coverage Covenant Calculation**

	TTM Jul	TTM Aug	TTM Sep	TTM Oct	TTM Nov	TTM Dec	TTM Jan	TTM Feb	TTM Mar	TTM Apr	TTM May	TTM Jun	Covenant
FY17	1.37												1.10
FY16	1.88	1.96	2.15	2.05	1.85	1.92	1.87	1.73	1.70	1.82	1.63		1.10

**TCHD Liquidity \$ in Millions (Cash + Available Revolving Line of Credit)**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
FY17	\$29.1											
FY16	\$30.7	\$33.4	\$36.1	\$35.7	\$31.8	\$28.0	\$26.3	\$27.5	\$24.8	\$28.0	\$37.6	