

**TRI-CITY HEALTHCARE DISTRICT
AGENDA FOR A REGULAR MEETING
OF THE FINANCE, OPERATION AND PLANNING COMMITTEE
May 17, 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 – April 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) Physician Agreement for NICU Medical Director • Hamid Movahhedian, M.D.	10 min.	Mary Diamond / Sharon Schultz
	b) NICU & Unassigned Delivery Coverage Physician Agreement • Hamid Movahhedian, M.D. & North County Neonatology Specialists	10 min.	Mary Diamond / Sharon Schultz
	c) Ice Chiller Compressor Replacement Proposal • Trane US, Inc. – dba Southern California Trane	10 min.	Chris Miechowski
	d) Craneware, Inc. Proposal	10 min.	Joni Penix
	e) Physician Agreement for ED On-Call Coverage: • Cardiology - General • Cardiology - General & STEMI • Cardiothoracic Surgery • ENT • General Surgery • Interventional Radiology • OB/GYN	20 min.	Sherry Miller / Kapua Conley

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
	<ul style="list-style-type: none"> • Oral/Max Surgery • Urology Surgery • Vascular Surgery 		
	f) Registry & Traveler Agreement	10 min.	Kathy Topp
	g) Professional Services Agreement <ul style="list-style-type: none"> • Sharon Slowik, M.D. 	10 min.	Jeremy Raimo
	h) Purchase and Installation of Brainlab "Curve" Mobile Navigation System Proposal	10 min.	Jeremy Raimo
	i) Financials	10 min.	Ray Rivas
	j) Work Plan – Information Only <ul style="list-style-type: none"> • Medical Director, Surgery (quarterly) – <i>Deferred from April</i> • Wellness Center (quarterly) • Aionex Bed Board / Throughput (bi-monthly) • Dashboard (monthly) 	20 min.	Mary Diamond David Bennett Kathy Topp Ray Rivas
7.	Comments by committee members	2 min.	Chair
8.	Date of next meeting: June 21, 2016	2 min.	Chair
9.	Community Member Openings: (none)	2 min.	Chair
10.	Adjournment		
	Total Budget Time for Meeting	2 hr. 13 min.	

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

Members Present	Director James Dagostino, Director Cyril Kellett, Director Julie Nygaard, Dr. John Kroener, Dr. Marcus Contardo, Kathleen Mendez, Carlo Marcuzzi, Steve Harrington, Wayne Lingenfelter
Non-Voting Members Present:	Steve Dietlin, CEO, Ray Rivas, Acting CFO, Kapua Conley, COO, Wayne Knight, Chief Strategy Officer
Others Present	Director Laura Mitchell, Tom Moore, Charlene Carty, Sharon Schultz, Sarah Jayyousi, Glen Newhart, Chris Miechowski, Eva Froyd, Jeremy Raimo, Jody Root (Procopio), Barbara Hainsworth
Members Absent:	Dr. Frank Corona, Cheryle Bernard-Shaw, Tim Keane

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
1. Call to order	Director Dagostino called the meeting to order at 12:30 pm.		
2. Approval of Agenda		<u>MOTION</u> It was moved by Director Kellett, Director Nygaard seconded, and it was unanimously approved to accept the agenda of April 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
4. Ratification of minutes of March 15, 2016	Minutes were ratified.	Minutes were ratified. <u>MOTION</u> It was moved by Dr. Contardo, Director Nygaard seconded, that the minutes of March 15, 2016, be approved without any modifications requested.	

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
		Those abstaining were: Director Dagostino, Dr. Corona, Mr. Marcuzzi	
5. Old Business			
6. New Business			
a. Renewal of OPBHS Lease Proposal	Sarah Jayyousi explained that this lease proposal represents no increase for years 1 through 3, and a 3% increase from current rates for years 4 and 5. Proposal also requires no prepaid rent or security deposit. In addition, the rates include renovations and improvements, at no cost to TCHD.	<u>MOTION</u> Director Kellett, Mr. Lingenfelter seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize the agreement with Melrose Plaza Complex, L.P. for the lease of Suites 501 and 510 for a term of 60 months, beginning July 1, 2016 and ending June 30, 2021 for an annual cost of \$121,212.12 (Years 1-3); \$124,794.48 (year 4); and \$128,484.36 (year 5). This includes \$150.00/month for prorated gas and electric for Suite 501, with a total cost for the five year term of \$616,915.20	Sarah Jayyousi
b. Premier Laser Services, Inc. Proposal	Sharon Schultz conveyed that this proposal would provide the equipment, supplies and technicians for rental of surgical lasers, ultrasound, Extracorporeal Shock Wave Lithotripsy (ESWL) and Cavitron Ultrasonic Surgical Aspirator (CUSA). She further stated that the new rate represents a 1% increase over prior rates for selected laser fibers. The contract also includes rates for rental and supplies for the Cavitron Ultrasonic Aspirator and for a Rigid Nephro-	<u>MOTION</u> Mr. Lingenfelter moved, 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 Premier Laser Services, Inc. for laser, ESWL (Extracorporeal Shock Wave Lithotripsy), ultrasound and CUSA (Cavitron Ultrasonic Surgical Aspirator) rental for a term of 24 months, beginning April 4, 2016 and ending April 3, 2018, for an average annual cost of \$184,752, and an	Mary Diamond / Sharon Schultz

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	scope. She emphasized that contracting for these services would provide the most up-to-date equipment and supplies, as well as the availability of qualified personnel to operate the equipment, thus avoiding the costs associated with purchase, maintenance, repair, supplies and staffing.	expected total cost for the term of \$369,504.	
c. Replacement Notes – Term Loan Proposal • Bank of the West	Ray Rivas stated that this proposal was to replace \$51 million notes maturing May 28, 2016 with \$51 million notes maturing December 31, 2016.	Director Nygaard moved, Director Kellett seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize replacement of \$51 million notes maturing May 28, 2016 with \$51 million notes maturing December 31, 2016.	Ray Rivas
d. Cardiac Rehabilitation Physician Supervision Agreement • David Cohen, M.D.	Eva Froyd conveyed that this agreement would permit Dr. David Cohen to provide supervising coverage for Drs. Slowik and El-Sherief, during vacation and sick days at both the Wellness Center and the TCMC campus. She emphasized that there would be no additional expenses incurred, as this agreement is only adding another physician to provide the necessary coverage.	Dr. Contardo moved, Dr. Kroener seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize Dr. David Cohen as Supervising Physician of the Cardiac Rehabilitation program for vacation and sick day coverage for Drs. Slowik and El-Sherief for a term of 26 months beginning May 1, 2016 and ending June 30, 2018. Not to exceed an average of 25 hours per month or 300 hours annually, at an hourly rate of \$148.30 included in the annual cost of \$44,490, and total cost for the term of \$96,395.	Eva Froyd

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
e. Landscape Maintenance Agreement Renewal <ul style="list-style-type: none"> Land Graphics 	<p>Chris Miechowski conveyed that this vendor, who currently provides landscape services to the District, had submitted the most competitive proposal, as of January 2016. He further explained that through evaluation of services and the acquisition of additional bids, he was able to reduce the overall contract amount by \$109,296 for the three-year term.</p> <p>Director Nygaard inquired about the possibility of evaluating TCHD campuses for more drought tolerant landscape options. Chris conveyed that he is currently exploring this possibility.</p>	<p>Director Kellett moved, Dr. Contardo seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize a 3 year agreement with Land Graphics for Landscape Maintenance of all TCHD Facilities, for a maximum total of \$510,444.</p>	Chris Miechowski
f. NICU Coverage & Medical Director – Physician Agreement <ul style="list-style-type: none"> Hamid Movahhedian, M.D. & North County Neonatology Specialists 	<p style="text-align: center;">PULLED</p>		Mary Diamond / Sharon Schultz
g. Physician Agreement for Inpatient Wound Care Rounds <ul style="list-style-type: none"> Sharon Slowik, M.D. 	<p>Sharon Schultz stated that this was a renewal of the agreement for Dr. Sharon Slowik to act as Co-Medical Director for Wound Care, as well as to provide inpatient wound care services.</p>	<p>Dr. Kroener moved, Director Kellett seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize Dr. Sharon Slowik as the Inpatient Wound Care Coverage Physician for a term of 26 months beginning May 1, 2016, ending June 30, 2018. For an average of 5 hours per month, not to exceed 60 hours annually,</p>	

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
		at an hourly rate of \$190 for an annual cost not to exceed \$11,400, and a total cost for the term not to exceed \$24,700.	
h. Physician Agreement for Outpatient Wound Care / HBO <ul style="list-style-type: none"> Sharon Slowik, M.D. 	Sharon Schultz stated that this was a renewal of the agreement for Dr. Sharon Slowik to act as Co-Medical Director for Wound Care/HBO, as well as to provide outpatient wound care services.	Dr. Kroener moved, Director Kellett seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize Dr. Sharon Slowik as the Outpatient Wound Care/HBO Coverage Physician for a term of 26 months beginning May 1, 2016, ending June 30, 2018. For an average of 5 hours per month, not to exceed 60 hours annually, at an hourly rate of \$190 for an annual cost not to exceed \$11,400, and a total cost for the term not to exceed \$24,700.	
i. Physician Agreement for Inpatient Wound Care Rounds <ul style="list-style-type: none"> Janet Whitney, M.D. 	Sharon Schultz stated that this was a renewal of the agreement for Dr. Janet Whitney to act as Co-Medical Director for Wound Care, as well as to provide inpatient wound care services.	Dr. Kroener moved, Director Kellett seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize Dr. Janet Whitney as the Inpatient Wound Care Coverage Physician for a term of 26 months beginning May 1, 2016 ending June 30, 2018. For an average of 15 hours per month, not to exceed 180 hours annually, at an hourly rate of \$190 for an annual cost not to exceed \$34,200, and a total cost for the term not to exceed \$74,100.	
j. Physician Agreement for Outpatient Wound Care / HBO <ul style="list-style-type: none"> Janet Whitney, M.D. 	Sharon Schultz stated that this was a renewal of the agreement for Dr. Janet Whitney to act as Co-Medical Director for Wound	Dr. Kroener moved, Director Kellett seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend	

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	Care/HBO, as well as to provide outpatient wound care services.	that the TCHD Board of Directors authorize Dr. Janet Whitney as the Outpatient Wound Care/HBO Coverage Physician for a term of 26 months beginning May 1, 2016 ending June 30, 2018. For an average of 15 hours per month, not to exceed 180 hours annually, at an hourly rate of \$190 for an annual cost not to exceed \$34,200, and a total cost for the term not to exceed \$74,100.	
k. Physician Recruitment – Family Practice <ul style="list-style-type: none"> Beyhar Badiee, M.D. 	Jeremy Raimo gave a PowerPoint presentation conveying that Dr. Badiee plans to be an independent family medicine physician, seeking to locate his practice at the TCMC Carlsbad Wellness Center location. The expected build-out time of this location is 3–4 months. He further explained that a TCHD physician needs assessment reflects a significant need in the community for a practitioner of family medicine in this service area.	Dr. Contardo moved, Ms. Mendez seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors find it in the best interest of the public health of the communities served by the District to approve an expenditure not to exceed \$595,000 over two years 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 B. David Badiee, D.O.	
l. Physician Recruitment – Urology <ul style="list-style-type: none"> Aaron Boonjindasup, M.D. 	Jeremy Raimo provided a PowerPoint presentation detailing that Dr. Boonjindasup is currently completing his residency training at Tulane University School of Medicine, and plans to join the North Coast Urology practice on approximately September 1, 2016.	Dr. Contardo moved, Ms. Mendez seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD 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 \$430,000 in order to facilitate this	

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	<p>This practice is headed by Dr. Bradley Fraser, a long standing TCMC urologist.</p> <p>He conveyed that a TCHD physician needs assessment reflects a significant need in the community for a urologist in this service area.</p>	Urology physician practicing medicine in the communities served by the District. This will be accomplished through a Physician Recruitment Agreement (not to exceed a one-year income guarantee) with North Coast Urology and Dr. Aaron Boonjindasup, M.D.																																													
m. Financials	<p>Ray Rivas presented the financials ending March 31, 2016 (dollars in thousands)</p> <table><tr><td colspan="2"><u>Fiscal Year to Date</u></td></tr><tr><td>Operating Revenue</td><td>\$ 249,504</td></tr><tr><td>Operating Expense</td><td>\$ 252,046</td></tr><tr><td>EBITDA</td><td>\$ 10,252</td></tr><tr><td>EBITDA Excl. Settlement</td><td>\$ 12,330</td></tr><tr><td>EROE</td><td>\$ (496)</td></tr><tr><td>EROE Excl. Settlement</td><td>\$ 1,582</td></tr><tr><td colspan="2"><u>TCMC – Key Indicators – FYTD</u></td></tr><tr><td>Avg. Daily Census</td><td>192</td></tr><tr><td>Adjusted Patient Days</td><td>85,170</td></tr><tr><td>Surgery Cases</td><td>4,813</td></tr><tr><td>Deliveries</td><td>1,968</td></tr><tr><td>ED Visits</td><td>49,827</td></tr><tr><td colspan="2"><u>TCHD – Financial Summary – Current Month</u></td></tr><tr><td>Operating Revenue</td><td>\$ 28,649</td></tr><tr><td>Operating Expense</td><td>\$ 29,323</td></tr><tr><td>EBITDA</td><td>\$ 1,019</td></tr><tr><td>EROE</td><td>\$ (220)</td></tr><tr><td colspan="2"><u>TCMC – Key Indicators – Current Month</u></td></tr><tr><td>Avg. Daily Census</td><td>187</td></tr><tr><td>Adjusted Patient Days</td><td>9,550</td></tr><tr><td>Surgery Cases</td><td>563</td></tr></table>	<u>Fiscal Year to Date</u>		Operating Revenue	\$ 249,504	Operating Expense	\$ 252,046	EBITDA	\$ 10,252	EBITDA Excl. Settlement	\$ 12,330	EROE	\$ (496)	EROE Excl. Settlement	\$ 1,582	<u>TCMC – Key Indicators – FYTD</u>		Avg. Daily Census	192	Adjusted Patient Days	85,170	Surgery Cases	4,813	Deliveries	1,968	ED Visits	49,827	<u>TCHD – Financial Summary – Current Month</u>		Operating Revenue	\$ 28,649	Operating Expense	\$ 29,323	EBITDA	\$ 1,019	EROE	\$ (220)	<u>TCMC – Key Indicators – Current Month</u>		Avg. Daily Census	187	Adjusted Patient Days	9,550	Surgery Cases	563		Ray Rivas
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Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible				
	<div>Deliveries209 ED Visits5,714</div> <div>Net Patient A/R & Days in Net A/R By Fiscal Year</div> <table><tr><td>FY Avg. Net Patient A/R (in millions)</td><td>\$ 41.5</td></tr><tr><td>FY Avg. Days in Net A/R</td><td>47.7</td></tr></table> <div>Graphs:<ul style="list-style-type: none">• TCMC-Payor Mix Fiscal Year to Date• TCMC-Emergency Department Visits• TCMC-ED Admissions % of Total ED Visits• TCHD-EBITDA and EROE, Quarterly</div>	FY Avg. Net Patient A/R (in millions)	\$ 41.5	FY Avg. Days in Net A/R	47.7		
FY Avg. Net Patient A/R (in millions)	\$ 41.5						
FY Avg. Days in Net A/R	47.7						
n. Work Plan – Information Only	Director Dagostino reported that these agenda items were for review only, but Committee members were welcome to ask questions. <i>Deferred – Charter under review by Compliance</i>	Director Dagostino solicited feedback from Committee members regarding the Work Plan and any potential modifications.	Chairman				
• Finance, Operations and Planning Charter		Director Nygaard stated that it would be helpful to change Wellness Center updates from semi-annually to quarterly.	Chris Miechowski				
• Construction Report	Construction Report: No discussion	Barbara Hainsworth to amend the Work Plan to reflect the change from semi-annual to quarterly.	Mary Diamond				
• Medical Director, Surgery	<i>Deferred until May 2016 meeting</i>		Ray Rivas				
• Dashboard	Dashboard: No discussion	None	Chair				
7. Comments by Committee Members							
8. Date of next meeting	May 17, 2016		Chair				

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
9. Community Openings (none)			
10. Oral Announcement of items to be discussed during closed session (Government Code Section 54957.7)	CLOSED SESSION ITEM PULLED		
11. Motion to go into Closed Session			
15. Open Session			
16. Report from Chairperson of any action taken in Closed Session (Authority: Government code, section 54957.1)	No report made.		
17. Adjournment	Meeting adjourned 1:34 pm		

**FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT FOR NICU MEDICAL DIRECTOR**

Type of Agreement	X	Medical Directors		Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Hamid Movahhedian, M.D.

Area of Service: NICU

Term of Agreement: 36 months, Beginning, July 1, 2016 – Ending, June 30, 2019

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES

Responsibilities:	Rate / Hour	Hours per Month Not to Exceed	Hours per Year	Monthly Cost	Annual Cost Not to Exceed	36 month (Term) Cost Not to Exceed
Medical Director	\$149	20	240	\$2,980	\$35,760	\$107,280
Oversight Newborn Nursery & HRIFC	\$149	20	240	\$2,980	\$35,760	\$107,280
Totals:					\$71,520	\$214,560

Position Responsibilities:

- Medical Director duties, meetings, collaboration with NICU nursing staff and leadership
- Oversight of Newborn Nursery and High Risk Infant Follow up Clinic

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: Mary Diamond, Sr. Director, Nursing - Surgical Services / Sharon Schultz, Chief Nurse Executive

Motion:

I move that Finance Operations and Planning Committee recommend that 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 \$71,520, and a total cost for the term not to exceed \$214,560.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
NICU & UNASSIGNED DELIVERY COVERAGE PHYSICIAN AGREEMENT

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Hamid Movahhedian, M.D. & North County Neonatology Specialists

Area of Service: NICU

Term of Agreement: 36 months, Beginning, July 1, 2016 – Ending, June 30, 2019

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES

Responsibilities:	Monthly Cost	Annual Cost Not to Exceed	36 month (Term) Cost Not to Exceed
In-House On-Call Coverage Duties, 24/7, 365	\$7,600	\$91,200	\$273,600

Position Responsibilities:

- 24/7 Physician coverage for the Neonatal ICU
- Coverage for unassigned deliveries (infant care)

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: Mary Diamond, Sr. Director, Nursing - Surgical Services / Sharon Schultz, Chief Nurse Executive

Motion:

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize North County Neonatology Specialists to provide NICU and unassigned delivery coverage for a term of 36 months, beginning July 1, 2016 and ending June 30, 2019, at an annual cost not to exceed \$91,200, and a total cost for the term not to exceed \$273,600.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
Ice Chiller Compressor Replacement Proposal

Type of Agreement		Medical Directors		Panel		Other:
Status of Agreement	X	New Agreements		Renewal – New Rates		Renewal – Same Rates

Vendor's Name: Trane US, Inc. dba Southern California Trane

Area of Service: Central Plant - Facilities

Term of Agreement: 12 months, or completion of work

Maximum Totals: \$55,753

Description of Services/Supplies:

- Current ice chiller has internal refrigerant leak
- Anticipate compressor may fail during increased cooling demands
- Compressor failure would constitute inability to fully cool the hospital during heat
- Only public bid received on April 15, 2016 was Train US, Inc.
- Trane is the only manufacturer of replacement compressor
- Existing chiller manufactured by Trane

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: Chris Miechowski, Director of Facilities / Kapua Conley, Chief Operating Officer

Motion:

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize an agreement with Trane for replacement of ice chiller compressor for a maximum total cost of \$55,753.



FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: May 17, 2016

Craneware, Inc. Proposal

Type of Agreement		Medical Directors		Panel	X	Other:
Status of Agreement		New Agreement	X	Renewal – New Rates		Renewal – Same Rates

Vendor's Name: Craneware, Inc.

Area of Service: Patient Accounting

Term of Agreement: 60 months, Beginning, May 25, 2016 – Ending, May 24, 2021

Maximum Totals:

	Annual Cost (excluding Bill Analyzer)	Bill Analyzer	2% Annual Increase	Monthly Cost	Total Annual Cost
Year1	\$69,175	\$0	\$0	\$5,765	\$69,175
Year 2	\$69,175	\$2,500	\$1,434	\$6,092	\$73,109
Year 3	\$69,175	\$5,000	\$1,484	\$6,305	\$75,659
Year 4	\$69,175	\$7,500	\$1,534	\$6,517	\$78,209
Year 5	\$69,175	\$10,000	\$1,584	\$6,730	\$80,759
				Total:	\$376,911

Description of Services/Supplies:

Products Included in Purchase:

- Charge Description Master – lists all hospital charges, approximately 9,500 charges
 - Used to generate bills
 - The CDM is a public document published by OSHPD
- Bill Analyzer: Claims History, review claims for billing issues, compliance, etc.
- Pricing Analyzer: Compares data with competitors to ensure prices are not out of line. Creates report tool for price charges & financial impact.
- Online Reference Tool (ORM) provides CMS transmittals & updates. CMS manual, CPT code details, APCs, modifiers, NCDs, Medical Necessity, Medicare & Medi-Cal billing rules, payment/ pricing estimates.

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: Joni Penix, Director, Patient Financial Services / 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 Craneware for a term of 60 months, beginning May 25, 2016 and ending May 24, 2021 for an annual cost year 1 \$69,175, year 2 \$73,109, year 3 \$75,659, year 4 \$78,209 year 5 \$80,759 and a total cost for the term not to exceed \$376,911.

FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: May 17, 2016

PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – Cardiology-General

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician’s Name: Oscar Matthew, MD, Mohammad Pashmforoush, MD, Paul Sarkaria, MD

Area of Service: Emergency Department On-Call: Cardiology-General

Term of Agreement: 12 months, Beginning, July 1, 2016 – Ending, June 30, 2017

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES
For entire Current ED On-Call Area of Service Coverage:

Rate/Day	Panel Days per Year	Panel Annual Cost
\$200	FY17: 365	\$73,000

Position Responsibilities:

- Provide 24/7 patient coverage for all Cardiology-General 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 authorize Cardiology-General physicians Oscar Matthew, MD, Mohammad Pashmforoush, MD, and Paul Sarkaria, MD as the Cardiology-General ED-Call Coverage Physicians for a term of 12 months, beginning July 1, 2016 and ending June 30, 2017, at a daily rate of \$200, for a total annual and term cost of \$73,000 for FY 2017.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – Cardiology-General/STEMI

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Kenneth Carr, MD, Karim El-Sherief, MD, David Spiegel, MD

Area of Service: Emergency Department On-Call: Cardiology - General and STEMI

Term of Agreement: 12 months, Beginning, July 1, 2016 – Ending, June 30, 2017

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES
For entire Current ED On-Call Area of Service Coverage:

Rate/Day	Panel Days per Year	Panel Annual Cost
\$200 - General	FY17: 365	\$73,000
\$600 - STEMI	FY17: 365	\$219,000
	Total Cost:	\$292,000

Position Responsibilities:

- Provide 24/7 patient coverage for all Cardiology-General & STEMI 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 authorize the Cardiology-General & STEMI physicians Kenneth Carr, MD, Karim El-Sherief, MD and David Spiegel, MD as the Cardiology-General ED-Call Coverage Physicians for a term of 12 months, beginning July 1, 2016 and ending June 30, 2017 at a daily rate of \$200-General for an annual cost of \$73,000, \$600-STEMI, for an annual cost of \$219,000, for a total annual and term cost of \$292,000 for FY 2017.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – Cardiothoracic Surgery

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Theodore Folkerth, MD, Frederick Howden, MD

Area of Service: Emergency Department On-Call: Cardiothoracic Surgery

Term of Agreement: 12 months, Beginning, July 1, 2016 – Ending, June 30, 2017

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES
For entire Current ED On-Call Area of Service Coverage:

Rate/Day	Panel Days per Year	Panel Annual Cost
Cardiac: \$375	FY17: 365	\$136,875
Thoracic: \$375	FY17: 365	\$136,875
Total Cost:		\$273,750

Position Responsibilities:

- Provide 24/7 patient coverage for all Cardiothoracic Surgery 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 authorize Cardiothoracic Surgery physicians Theodore Folkerth, MD and Frederick Howden, MD, as the Cardiothoracic Surgery ED-Call Coverage Physicians for a term of 12 months, beginning July 1, 2016 and ending June 30, 2017, at daily rate of \$375 for an annual and term cost of \$136,875 for Cardiac, and a daily rate of \$375 daily for an annual and term cost of \$136,875 for Thoracic, for a total annual and term cost of \$273,750 for FY 2017.

**FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – ENT**

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement	X	Renewal – New Rates		Renewal – Same Rates

Physician's Name: Julie Berry, MD, Audrey Calzada, MD, Hernan Goldsztein, MD,
Robert Jacobs, MD, Marc Lebovits, MD, Ritvik Mehta, MD,
Bruce Reisman, MD, Ashish Wadhwa, MD

Area of Service: Emergency Department On-Call: ENT
Term of Agreement: 24 months, Beginning, July 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:

Rate/Day	Panel Days per Year	Panel Annual Cost
\$450/Monday-Thursday	FY17: 208	\$93,600
\$550/Friday-Sunday	FY17: 157	\$86,350
\$450/Monday-Thursday	FY18: 208	\$93,600
\$550/Friday-Sunday	FY18: 157	\$86,350
Total Term Cost:		\$359,900

Position Responsibilities:

- Provide 24/7 patient coverage for all ENT 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 authorize ENT physicians Julie Berry, MD, Audrey Calzada, MD, Hernan Goldsztein, MD, Robert Jacobs, MD, Marc Lebovits, MD, Ritvik Mehta, MD, Bruce Reisman, MD, Ashish Wadhwa, MD as the ENT ED-Call Coverage Physicians for a term of 24 months, beginning July 1, 2016 and ending June 30, 2018 at a daily rate of \$450 Monday-Thursday and \$550 Friday-Sunday, for an annual cost of \$179,950 for FY 2017 and \$179,950 for FY 2018, for a total term cost of \$359,900.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – General Surgery

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Andrew Deemer, MD, Adam Fierer, MD, Dhruvil Gandhi, MD, Karen Hanna, MD, Mohammed Jamshidi-Nezhad, DO, Eric Rypins, MD, Katayoun Toosie, MD

Area of Service: Emergency Department On-Call: General Surgery

Term of Agreement: 24 months, Beginning, July 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:

Rate/Day	Panel Days per Year	Panel Annual Cost
\$1,400	FY17: 365 days FY18: 365 days	\$511,000 \$511,000

Unfunded Cholecystectomy Cost	Estimated Cases per Year	Estimated Annual Cost
\$725, per case	FY17: 36 FY18: 36	\$26,100 \$26,100

Position Responsibilities:

- Provide 24/7 patient coverage for all General Surgery 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 Services / Kapua Conley, Chief Operating Officer

Motion:

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the above General Surgery physicians as the General Surgery ED-Call Coverage Physician for a term of 24 months, beginning July 1, 2016 and ending June 30, 2018 at a daily rate of \$1,400, for an annual cost of \$511,000 and a total cost for the term of \$1,022,000; reimbursement of \$725 per case for unfunded cholecystectomy cases at an expected total cost for the term of \$52,200.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – Interventional Radiology

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Michael Burke, MD, Brian Goelitz, MD, Justin Gooding, MD,
Michael Noud, MD, Donald Ponec, MD, Richard Saxon, MD

Area of Service: Emergency Department On-Call: Interventional Radiology

Term of Agreement: 12 months, Beginning, July 1, 2016 – Ending, June 30, 2017

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES
For entire Current ED On-Call Area of Service Coverage:

Rate/Day	Panel Days per Year	Panel Annual Cost
\$600	FY17: 365	\$219,000

Position Responsibilities:

- Provide 24/7 patient coverage for all Interventional Radiology 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 authorize Interventional Radiology physicians Michael Burke, MD, Brian Goelitz, MD, Justin Gooding, MD, Michael Noud, MD, Donald Ponec, MD, Richard Saxon, MD as the Interventional Radiology ED-Call Coverage Physicians for a term of 12 months, beginning July 1, 2016 and ending June 30, 2017 at a daily rate of \$600, for an annual and term cost of \$219,000, for FY 2017.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – OB/GYN

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

Physician's Names: Tannaz Ebrahimi-Adib, MD

Area of Service: Emergency Department On-Call: OB/GYN

Term of Agreement: 24 months, Beginning, July 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:

Rate/Day	Current Panel Days per Year	Current Panel Annual Cost
\$800/weekday	FY17: 256	\$204,800
\$1,000/weekend/holiday	FY17: 109	\$109,000
\$800/weekday	FY18: 253	\$202,400
\$1,000/weekend/holiday	FY18: 112	\$112,000
Total Term Cost:		\$628,200

Position Responsibilities:

- Provide 24/7 patient coverage for OB/GYN 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 authorize OB/GYN physician Tannaz Ebrahimi-Adib, MD as an OB/GYN ED-Call Coverage Physician for a term of 24 months, beginning July 1, 2016 and ending June 30, 2018 at a daily rate of \$800 weekday and \$1,000 weekend / holiday, for an annual cost of \$313,800 for FY 2017, and \$314,400 for FY 2018, for a total term cost of \$628,200.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – Oral/Max Surgery

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Brian Mudd, DDS

Area of Service: Emergency Department On-Call: Oral/Max Surgery

Term of Agreement: 12 months, Beginning, July 1, 2016 – Ending, June 30, 2017

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES
 For entire Current ED On-Call Area of Service Coverage:

Rate/Day	Panel Days per Year	Panel Annual Cost
\$350	FY17: 365	\$127,750

Position Responsibilities:

- Provide 24/7 patient coverage for all Oral/Max Surgery 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 authorize physician Brian Mudd, DDS, as the Oral/Max Surgery ED-Call Coverage Physician for a term of 12 months, beginning July 1, 2016 and ending June 30, 2017 at a daily rate of \$350, for an annual and term cost of \$127,750 for FY 2017.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – Urology Surgery

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

Physician's Name: Bradley Frasier, MD, Michael Guerena, MD, Jason Phillips, MD, Caroline Vilchis (Colangelo), MD, Arthur Warshawsky, MD

Area of Service: Emergency Department On-Call: Urology Surgery

Term of Agreement: 12 months, Beginning, July 1, 2016 – Ending, June 30, 2017

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES
 For entire Current ED On-Call Area of Service Coverage:

Rate/Day	Panel Days per Year	Panel Annual Cost
\$350	FY17: 365	\$127,750

Position Responsibilities:

- Provide 24/7 patient coverage for all Urology 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 authorize Urology physicians Bradley Frasier, MD, Michael Guerena, MD, Jason Phillips, MD, Caroline Vilchis (Colangelo), MD, Arthur Warshawsky, MD as the Urology ED-Call Coverage Physicians for a term of 12 months, beginning July 1, 2016 and ending June 30, 2017 at a daily rate of \$350, for an annual and term cost of \$127,750 for FY 2017.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – Vascular Surgery

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		New Agreement	X	Renewal – New Rates		Renewal – Same Rates

Physician's Name: Andrew Deemer, MD, Mohammed Jamshidi-Nezhad, DO

Area of Service: Emergency Department On-Call: Vascular Surgery

Term of Agreement: 36 months, Beginning, July 1, 2016 – Ending, June 30, 2019

Maximum Totals: Within Hourly and/or Annualized Fair Market Value: YES
For entire Current ED On-Call Area of Service Coverage:

Rate/Day	Panel Days per Year	Panel Annual Cost
\$650	FY17: 365	\$237,250
	FY18: 365	\$237,250
	FY19: 365	\$237,250
	Total Cost:	\$711,750

Position Responsibilities:

- Provide 24/7 patient coverage for all Vascular Surgery 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 authorize Vascular physicians Andrew Deemer, MD and Mohammed Jamshidi-Nezhad, DO as the Vascular Surgery ED-Call Coverage Physicians for a term of 36 months, beginning July 1, 2016 and ending June 30, 2019 at a daily rate of \$650, for an annual cost of \$237,250, and a total cost for the term of \$711,750.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
Registry Contracts for Nursing and Allied Health Proposal

Type of Agreement		Medical Directors		Panel		Other:
Status of Agreement	X	New Agreement	X	Renewal – New Rates		Renewal – Same Rates

Vendor's Name: Registry and Traveler Vendors

Area of Service: Nursing and Allied Health Areas

Term of Agreement: 36 months, Beginning, July 1, 2016 – Ending, June 30, 2019

Maximum Totals:

Average Monthly Cost	Annual Cost Not to Exceed	Total Term Cost
\$458,000	\$5.5m	\$16.5m

Description of Services/Supplies:

- The annual spend for the contracts varies based on availability of a provider at the time of need. Requests for registry are based on volume demands and staff vacancies; therefore there is no absolute cost figure. Demand is at a premium for supplemental staff, with increased rates nationally and locally. In addition, there may be a need to expand or delete the current Registry Agencies based on availability of providers for our needs.
- Historical Information: Tri-City Medical Center Agency Usage – FYTD 2016 through April, 2016 = \$5.5m. Estimated total spend for FY 2016 is \$7.0m
- We will be able to reduce registry and traveler costs for FY 2017 as we hire on more core staff and hold additional New Grad training programs.

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: Kathy Topp, Director, Education, Clinical Informatics & Staffing / Sharon Schultz, Chief Nurse Executive

Motion:

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Registry vendors, with flexibility to add or delete Agencies, for supplemental staffing for nursing and Allied Health for a term of 3 years, beginning July 1, 2016 and ending June 30, 2019 for an annual cost not to exceed \$5.5m and a total cost for the term of \$16.5m.

6.g.
FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: May 17, 2016
Professional Services Agreement

Type of Agreement		Medical Directors		Panel	X	Other: Professional Services
Status of Agreement	X	New Agreement		Renewal		

Physician Names: Dr. Sharon Slowik

Areas of Service: Tri-City Primary Care

Term of Agreement: 13 months, Beginning, June 1, 2016 – Ending, June 30, 2017

Maximum Totals:

Professional Services	Compensation as a % of collections
Laser & Aesthetic Services	40%

Position Responsibilities: Physician shall provide Laser and Aesthetic services which include, but is not limited to:

- Age Spot & Hyperpigmentation Treatment with Broad Band Light Therapy
- Facial Line Treatment with BOTOX® Cosmetic
- Hair Removal
- Skin Exfoliation with Medical Grade Microdermabrasion
- Skin Freshening with Chemical Peels
- Skin Freshening
- Skin Rejuvenation
- Skin Restoration
- Skin Smoothing
- Skin Stimulation & Tightening
- Laser Foot Treatment
- Cryotherapy
- Vein Treatment with Laser Therapy
- Wrinkle & Scar Treatment with Laser Skin Peels

Board Approved Physician Contract Template:	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: 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 engage Dr. Sharon Slowik for the provision of Laser and Aesthetic services for a 13-month term, beginning June 1, 2016 and ending June 30, 2017, at the amount not to exceed 40% of gross collections.



FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: May 17, 2016

Purchase and Installation of Brainlab "Curve" Mobile Navigation System Proposal

Type of Agreement		Medical Directors		Panel	X	Other: Capital
Status of Agreement	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

Vendor's Name: Brainlab, Inc
Area of Service: Surgical Services, OR
Term of Agreement: One-time purchase, installation, instrumentation training and case consultations

Maximum Totals:

Purchase & Installation:	Totals:
Brainlab "Curve" Navigation System:	\$339,832
Tax @ 8%	\$ 27,187
Total Cost	\$367,019

Description of Services/Supplies:

- Purchase, installation, instrumentation and training for Brainlab "Curve" navigation system for Cranial, ENT, with microscope integration in the Operating Room
- Brainlab "Curve" is a mobile navigation system of neurosurgery and ENT surgical procedures
- Existing Brainlab Kolibri system is no longer supported by the company, (8 year life span)
- Usage of the Kolibri system averages 35 surgical cases per year
- Replacement item and is on the list of approved capital items for the fiscal year

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

Person responsible for oversight of agreement: Mary Diamond, Sr. Director, Nursing / Sharon Schultz, Chief Nurse Executive / Jeremy Raimo, Sr. Director, Business Development / Wayne Knight, Chief Strategy Officer

Motion: I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Brainlab, Inc for purchase of capital equipment item Brainlab "Curve" Mobile Navigation System (Cranial and ENT with microscope integration) for a one-time total purchase and installation cost not to exceed \$367,019.

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

FY 2016

May 17, 2016

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

Wellness Center Update May 17, 2016

1. Number of current members Jan 1, 2016: **3,738**
 Members January - April: **602**
 Cancellations January – April: **533**
 Ending membership April 30, 2016: **3807**

2. Continuing focus is on developing a more emphasis on control of cancellations. Most cancellations have to do with:
 - Job loss
 - Moving/ relocation
 - Some financial reasons
 - Lack of use due to time constraints

3. Growth initiatives include:
 - Corporate program presentations to local companies within a 10 sq. mile radius
 - Via Sat employee membership is continually increasing
 - Just signed up the Carlsbad Unified School District
 - Working on Carlsbad Police/ Fire Departments
 - We continue to visit a minimum of 6 corporations for membership per month, using demographic information for companies in the District that includes the type of business, number of employees, sales levels and who the key contacts would be and develop a weekly outreach plan of action.
 - We now have 68 Corporate accounts compared to 15 total accounts for 2015.
 - Plan includes reduced pricing programs and incentives to join.
 - We continually attend Health Expos
 - The Lucky 13 team and alumni went to 6 running events in March and April and we are increasing the visibility of the program with the WC through other events they attend

4. An overall marketing plan continues to focus on:
 - Incentives for current members to bring new members in.
 - Re- developing a plan to retain members and to decrease potential cancellations
 - Developing a more centered focus on senior citizens work- out and exercise
 - Pricing and incentives continue to be offered to Tri City Medical Center employees. Having the Wellness Center membership team doing outreach in the cafeteria, leadership meetings and employee forums, new hire orientations.
 - Pricing and incentives for physicians

5. We continue our continue marketing/ advertising in North County:
 - Patch on- line
 - Seaside Courier
 - Coast News both editions
 - Specific placements in the UT
 - Chamber of Commerce periodicals to the community
 - Media such as KUSI and CH 6
 - Meeting with Active Sports each month for joint marketing programs.
 - The TCMC/ UCSD monument sign for the Cardio Rehab program is up and we are seeing an increase in people coming to the WC that have been specifically referred by a UCSD physician.

6. Continuous social media updates

7. Our Cancer Fitness program is growing. To date we have put 117 people come through the program

Tri-City Medical Center

Bed Capacity and Throughput Performance Report

April 2016



Executive Summary

Environmental Services

- April EVS volume of all tasks documented was 3257 or approximately 109 tasks per day. **2015 Average =3267 105 tasks/day**
- 50% of EVS Tasks are Requested between 1500-2300; 42% 0700-1500
- Average Bed Clean request to complete intervals for stat and routine cleans are improved from month prior but continue to be above national standards
 - STAT Bed Clean Request to Complete –*62.3 min* **2015 Average=77.5 min Target 45 minutes**
 - Routine Bed Clean Request to Complete- *82.7 min* **2015 Average=95.2 min Target 60 minutes**
- In Progress to Complete times are running 28-35 minutes and quality consistent with national standards
 - STAT Bed Clean In Progress to Complete-*27.6 min* **2015 Average= 29.5 minutes**
 - Routine Bed Clean In Progress to Complete-*31.8 min* **2015 Average= 32.7 minutes**
- Peak Requests for Cleaning Completed is around 16:00-1659
- There were 116 Discrepancy cleans **recorded** in April (3.9 day). These are beds that EVS housekeepers are discovering and cleaning prior to nursing notifying them of the room vacancy. This increases the functional bed capacity of the hospital by decreasing the unoccupied bed time The **ACTUAL** number of bed cleans that were not auto generated by a Cerner discharge and may delay bed turnaround times was 1012, (*33.7/day*). 2015 Average of **True** Delays in Bed Cleans = **666/month; 21/day**.

Bed Capacity and Throughput

- Peak Request to Admit time for the month of April was at 4:00 P.M. **Average Request time for 2015 = 4:30 PM**
- 52 Outbound Transfers recorded

- Transfers in to TCMC in April were assigned on average within 41minutes; **2015 average 52.5 minutes**
- Direct Admits and Inbound Transfers combined are up from March
- Unit specific cycle times for “DC order received to Patient Discharge time”. Overall the average delay is 4 hours 30 minutes. Target should be around 1-2 hours.
- ED Patients - Bed Request to Admission to Inpatient Bed =3 hours 50 min.
 - **2015 Average= 2 hours 45 minutes**
- Admissions Excluding ED & PACU - Bed Request to Admission to Inpatient Bed =5 hours 13 min.
 - **2015 Average=4 hours 10 minutes**

Tri-City Medical Center Metrics for Success

2016

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Metrics Description		2013	2014	2015	16-Jan	16-Feb	16-Mar	16-Apr	16-May	16-Jun	16-Jul	16-Aug	16-Sep	16-Oct	16-Nov	Dec-15	2016 Average	Trend
Throughput																		
Total bed requests-Complete (ED, PACU and all others)		1319	1428	1447	1358	1478	1372	1368									1394	↓
# Bed Requests from ED		884	922	913	877	884	879	839									870	↓
BB-# Bed assignments placed on hold -Total		193	446	597	696	860	696	766									755	↑
BB-# Bed assignments placed on hold -Opportunity for improvement		na	435	477	511	637	432	500									520	↑
BB exc PACU/ED-Average time for Bed Request to Complete (min)		3:43:00	3:56:20	4:21:37	4:24:50	5:10:26	4:10:00	5:13:07									4:44:36	↑
# Internal non-ED bed requests (unit to unit)		660	391	268	290	321	266	296									293	↑
Transfer Services																		
# Direct Admit Requests		18	46	61	55	61	55	65									57	↓
# Inbound Requests		10	16	18	10	11	23	18									15	↓
# Outbound Transfers to external Facilities		0	6	21	69	77	96	52									81	↑
# Transfers Declined		0	1	0	2	3	0	1									2	↑
# Transfers Cancelled		15	1	3	2	0	5	2									2	↓
Tx Svc-Average time for bed request to bed assigned (min)		1:41:58	1:18:56	0:52:32	0:43:07	1:27:55	0:37:29	0:40:59									0:56:10	↑
Peak "Activate Discharge Order" Time		11:30	10:00	10:45:00	11:00:00	11:00:00	11:00:00	12:00:00									11:00:00	↑
Peak Request to Admit Time		4:30:00	5:00PM	16:30:00	14:00:00	14:00:00	13:00:00	16:00:00									13:40:00	↑
Environmental Services																		
Total bed clean requests (Routine and STAT)		3791	3222	2930	3157	2770	2938	2941									2952	↑
Average bed clean requests per day (Routine and STAT)		124	106	96	102	96	95	98									98	↑
Total discrepancy bed clean requests - Recorded		336	75	101	88	60	78	116									86	↑
Actual Discrepancy Cleans (non Cerner Discharged Pt)		New Metric		666	1051	801	940	1012									951	↑
Average discrepancy bed clean requests per day		6	2	19	34	28	30	33.7									31	↑
Peak time for bed clean requests Completed (Routine and STAT)		4:00 PM	5:55 PM	4:00 PM	4:00 PM	4:00 PM	4:00 PM	4:00 PM									4:00 PM	↔
Total EVS tasks (bed cleans, spills, trash, etc.)		3959	3468	3267	3431	3039	3215	3257									3236	↑
Average time for Routine bed clean IP to complete (min)		0:24:08	0:32:03	0:32:44	0:30:59	0:33:13	0:31:43	0:31:45									0:31:55	↑
Average time for STAT bed clean IP to complete (min)		0:23:56	0:29:52	0:29:31	0:26:09	0:30:48	0:30:21	0:27:35									0:28:43	↓
Average time for Routine bed clean request to complete (min)		1:08:46	1:34:18	1:35:14	1:16:53	1:21:20	1:19:13	1:22:44									1:20:03	↑
Average time for STAT bed clean request to complete (min)		0:58:54	1:20:29	1:17:35	1:12:10	1:10:54	1:14:29	1:02:19									1:09:58	↓

Tri-City Medical Center Metrics for Success

2016

Intake	ED -Decision to Admit(Cerner) to Bed Request (Aionex)	10:28:04	10:17:53	7:38:08	8:18:02	7:58:56	7:03:20	6:46:04										8:18:02	↓
	ED -Bed Request to Bed Assign	1:18:55	1:03:08	1:11:53	1:50:00	1:54:57	1:20:02	2:07:26										1:50:00	↑
	ED-Bed Ready to Bed Assigned		0:25:44	0:33:38	0:50:40	0:53:39	0:39:09	0:47:45										0:50:40	↑
	ED-Bed Request to Bed Ready		1:30:04	1:43:36	2:38:18	2:46:31	1:26:04	2:46:40										2:38:18	↑
	ED-Bed Ready to Request Complete		1:55:27	1:03:00	1:01:05	1:04:28	1:00:58	3:45:04										1:01:05	↑
	ED-Decision to Admit to Patient Admission (Request-Complete)	2:51:29	2:41:01	2:45:27	3:40:13	3:50:28	2:59:05	3:49:50										3:40:13	↑
	PACU-Admit to Bed Request	5:59:10	9:32:11	11:25:55	12:24:28	10:02:37	9:21:41	9:35:15										12:24:28	↑
	PACU-Bed Request to Bed Assign	4:19:34	2:07:26	1:00:34	0:52:46	1:58:11	0:48:19	0:52:28										0:52:46	↑
	PACU-Bed Request to Bed Ready		1:03:39	1:49:07	1:41:59	1:58:11	1:39:36	1:48:32										1:41:59	↑
	PACU-Bed Ready to Bed Assigned		0:32:56	1:01:20	0:50:57	1:03:29	0:52:08	0:54:25										0:50:57	↑
	PACU-Bed Ready to Request Complete		1:49:53	1:53:06	1:51:05	1:39:21	1:56:03	1:54:26										1:51:05	↓
	PACU- Bed Request to Bed Complete	5:36:19	4:35:36	3:46:31	3:32:23	3:37:32	3:35:38	3:41:21										3:32:23	↑
	Forensic - BB Requests		67	83	79	75	84	90										79	↑
	Forensic - BB Requests - avg/day		2	3	3	2.6	2.7	30										3	↑
	Forensic - Bed Request to Bed Assign		0:28:07	0:38:58	0:31:40	0:28:46	0:32:16	0:43:43										0:31:40	↑
	Forensic - Bed Request to Complete		1:56:34	3:50:43	3:28:31	3:46:36	4:08:40	4:13:35										3:28:31	↑



Financial Information

TCHD Days in Accounts Receivable (A/R)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY16	46.7	45.7	45.7	45.3	47.0	49.1	51.7	48.9	49.5	50.4			48.0	48-52
FY15	46.3	48.8	48.5	48.9	49.0	48.9	51.0	50.6	50.6	51.0	49.9	46.4	49.4	48-52

TCHD Days in Accounts Payable (A/P)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY16	83.6	85.8	92.1	88.7	84.0	82.5	83.6	81.1	81.4	81.1			84.4	75-100
FY15	78.1	77.1	81.2	77.9	79.5	77.6	79.5	77.0	84.3	82.6	82.8	83.7	79.5	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
FY16	\$862	\$612	\$182	(\$189)	(\$513)	\$965	(\$1,784)	(\$411)	(\$220)	\$331			(\$165)	\$6,574
FY15	\$368	(\$348)	\$112	\$568	\$556	\$632	\$198	\$370	\$292	\$343	\$1,814	(\$471)	\$3,091	

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
FY16	3.03%	2.20%	0.66%	-0.68%	-2.00%	3.40%	-6.31%	-1.53%	-0.77%	1.13%			-0.06%	2.29%
FY15	1.33%	-1.32%	0.41%	1.93%	1.99%	2.20%	0.70%	1.42%	1.02%	1.22%	6.04%	-1.61%	1.11%	



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
FY16	\$2,046	\$1,817	\$1,357	\$1,011	\$644	\$2,155	(\$594)	\$797	\$1,019	\$1,530			\$11,782	\$20,303
FY15	\$1,761	\$988	\$1,456	\$1,888	\$1,896	\$1,983	\$1,498	\$1,652	\$1,591	\$1,620	\$3,136	\$724	\$16,332	

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
FY16	7.20%	6.53%	4.90%	3.65%	2.50%	7.58%	-2.10%	2.97%	3.56%	5.22%			4.23%	7.07%
FY15	6.38%	3.75%	5.37%	6.42%	6.77%	6.91%	5.34%	6.34%	5.58%	5.76%	10.44%	2.48%	5.88%	

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
FY16	6.13	6.05	5.91	5.98	6.11	6.01	5.77	5.43	6.07	5.86			5.93	6.08
FY15	5.93	5.89	6.01	6.09	6.39	6.28	5.89	5.69	6.18	6.17	5.89	6.26	6.05	

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
FY16	1.88	1.96	2.15	2.05	1.85	1.92	1.87	1.73	1.70	1.82			1.10
FY15	1.55	1.60	1.52	1.49	1.20	1.24	1.32	1.45	1.53	1.51	1.77	1.81	1.10

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

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
FY16	\$30.7	\$33.4	\$36.1	\$35.7	\$31.8	\$28.0	\$26.3	\$27.5	\$24.8	\$28.0		
FY15	\$27.7	\$21.4	\$19.9	\$18.8	\$18.9	\$22.2	\$19.9	\$16.4	\$13.4	\$17.8	\$26.4	\$35.3