

**TRI-CITY HEALTHCARE DISTRICT  
AGENDA FOR A REGULAR MEETING  
OF THE FINANCE, OPERATION AND PLANNING COMMITTEE  
October 18, 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 – September 20, 2016	2 min.	Standard
5.	Old Business-(All items for Discussion or possible Action)		
	a) Finance, Operations & Planning Charter (from April)	10 min.	Chair
6.	New Business-(All Items for Discussion or possible Action)		
	a) Rady Children's Specialists Agreement for NICU ROP testing	10 min.	Mary Diamond
	b) WOW Replacement Project	10 min.	Kathy Topp
	c) Physician Agreement for ED On-Call Coverage – Neurology • Tara Quesnell, D.O.	5 min.	Sherry Miller
	d) Physician Agreement for ED On-Call Coverage – Orthopedic Surgery • Grant Seiden, M.D.	5 min.	Sherry Miller
	e) Financials	10 min.	Ray Rivas
	f) Work Plan – Informational Only • Wellness Center (quarterly) • Construction Report (quarterly) • Infusion Center (quarterly) • Dashboard (monthly) • Medical Director, Surgery (quarterly)	20 min.	David Bennett Chris Miechowski Kapua Conley Ray Rivas Mary Diamond
7.	Comments by committee members	2 min.	Chair
8.	Date of next meeting: November 15, 2016	2 min.	Chair

**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
9.	Community Member Openings: (none)	2 min.	Chair
10.	Oral Announcement of items to be discussed during closed session (Government Code Section 54957.7)		
11.	Motion to go into closed session		
12.	Closed Session		
13.	Report Involving Trade Secrets (Authority: Health and Safety Code 32106) Discussion Will Concern: New services or programs Date of Disclosure: April 30, 2017	10 min.	Jeremy Raimo / Wayne Knight
14.	Motion to go into open session		
15.	Report from Chairperson of any action taken in Closed Session (Authority: Government code, section 54957.1)		
16.	Adjournment		
	Total Budget Time for Meeting	1 hr. 33 min.	

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# FINANCE, OPERATIONS AND PLANNING

## MEETING DATES

2017

Time: 12:30-3:30 PM

Location: All meetings to be held in Assembly Room # 2

January 17, 2017

February 14, 2017

March 21, 2017

April 18, 2017

May 16, 2017

June 20, 2017

July 18, 2017

August 22, 2017

September 19, 2017

October 17, 2017

November 21, 2017

December 19, 2017 (Tentative)

**Tri-City Medical Center  
Finance, Operations and Planning Committee Minutes  
September 20, 2016**

<b>Members Present</b>	Director James Dagostino, Director Cyril Kellett, Dr. Marcus Contardo, Dr. Frank Corona, Kathleen Mendez, 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, Cheryle Bernard-Shaw, CCO
<b>Others Present</b>	Director Laura Mitchell, Tom Moore, Jane Dunmeyer, David Bennett, Glen Newhart, Jeremy Raimo, Sharon Schultz, Charlene Carty, Terry Moede, Tara Eagle, Jody Root (Procopio), Barbara Hainsworth
<b>Members Absent:</b>	Director Julie Nygaard, Dr. John Kroener, Carlo Marcuzzi

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
1. Call to order	Director Dagostino called the meeting to order at 12:32 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	Director Dagostino announced that the agenda would be amended to reflect the Finance, Operations and Planning Charter would be moved from item 6.h., under the Work Plan, and would now be reflected as an action item, under item 6.g.	<b><u>MOTION</u></b> It was moved by Director Kellett, Dr. Corona seconded, and it was unanimously approved to accept the agenda of September 20, 2016.	

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
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 August 16, 2016	Minutes were ratified.	Minutes were ratified. <b>MOTION</b> It was moved by Director Kellett, Dr. Corona seconded, that the minutes of August 16, 2016, are to be approved without any requested modifications.	
5. Old Business			
6. New Business			
a. Physician Agreement for ED On-Call Coverage <ul style="list-style-type: none"> <li>Cardiothoracic Surgery</li> </ul>	Kapua Conley explained that this agreement was to add UCSD physicians Dr. Daniel L. Gramins, Dr. Eugene Golts, Dr. Steven Howe, Dr. Michael Madani, Dr. Anthony Perricone, Dr. Travis Pollema, Dr. Gert Pretorius and Dr. Patricia Thistlethwaite to the current ED On-Call panel for Cardiothoracic Surgery. There would be no additional remuneration or expense.	<b>MOTION</b> It was moved by Director Kellett, Dr. Corona seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors add Daniel L. Gramins, MD, Eugene Golts, MD, Steven Howe, MD, Michael Madani, MD, Anthony Perricone, MD, Travis Pollema, MD, Gert Pretorius, MD, Patricia Thistlethwaite, MD to the currently existing ED On-Call Coverage Panel for Cardiothoracic Surgery for a term of 22 months, beginning September 1, 2016 and ending June 30, 2018.	Sherry Miller
b. Physician Agreement for ED On-Call Coverage <ul style="list-style-type: none"> <li>Urology Surgery</li> </ul>	Kapua Conley conveyed that this agreement was to add Dr. Aaron Boonjindasup to the ED On-Call panel for Urology Surgery. There would be no additional remuneration or expense.	<b>MOTION</b> It was moved by Director Kellett, Dr. Corona seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors add Dr. Aaron G.	Sherry Miller

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
<p>c. Physician Agreement for ED On-Call Coverage</p> <ul style="list-style-type: none"> <li>• OB-GYN</li> </ul>	<p>Kapua Conley detailed that this agreement was to add Dr. Jan Penvose-Yi to the ED On-Call panel for Urology Surgery. There would be no additional remuneration or expense.</p>	<p>Boonjindasup to the currently existing ED On-Call Coverage Panel for Urology Surgery for a term of 12 months, beginning October 1, 2016 and ending September 30, 2017.</p> <p><u>MOTION</u> It was moved by Director Kellett, Dr. Corona seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors add Dr. Jan R. Penvose-Yi, MD to the currently existing ED On-Call Coverage Panel for OB/GYN for a term of 20 months, beginning November 1, 2016 and ending June 30, 2018.</p>	<p>Sherry Miller</p>
<p>d. Physician Recruitment Proposal</p> <ul style="list-style-type: none"> <li>• Anton M. Kushnaryov, M.D.</li> </ul>	<p>Wayne Knight conveyed that this write-up was for a physician recruitment agreement with Dr. Kushnaryov, who is slated to join the otolaryngology of Drs. Marc Lebovits and Julie Berry. Discussion ensued.</p>	<p><u>MOTION</u> It was moved by Dr, Kellett, 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 \$35,000, in order to facilitate this Otolaryngology physician practicing medicine in the communities served by the District. This will be accomplished through a Physician Recruitment Agreement with North County Ear, Nose, Throat and Head &amp; Neck Surgery and Anton Kushnaryov, MD.</p>	<p>Jeremy Raimo</p>

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
<p>e. Siemens Healthcare Diagnostics, Inc. Proposal</p> <ul style="list-style-type: none"> <li>• Replacement Blood Gas Instruments, Consumables &amp; Cerner Interface</li> </ul>	<p>Tara Eagle conveyed that this proposal is for replacement of instruments that are nearing the end of their usable life, as well as 5 years of warranty/service on the instruments. Also included are 5 years of consumables as well as the Cerner interfaces, and necessary hardware. Discussion ensued.</p>	<p><b>MOTION</b> 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 Siemens Healthcare Diagnostics, Inc. for Blood Gas Instruments and Consumables for a term of 5 years, beginning October 1, 2016 and ending September 30, 2021 for a total expected cost for the term of \$798,527.</p>	Tara Eagle
<p>f. Clinical Coverage &amp; Medical Director Agreement Extension</p> <ul style="list-style-type: none"> <li>• North County Oncology Medical Clinic, Inc.</li> </ul>	<p>Wayne Knight explained that this agreement was for on-site clinical coverage and medical director services for the Oncology Medical Clinic and Chemotherapy Infusion Center. Significant discussion ensued and it was noted by Jody Root that a revised agreement is to be prepared prior to this item being presented at the Board of Directors meeting.</p>	<p><b>MOTION</b> It was moved by Dr. Contardo, Dr. Corona 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 36 months, beginning October 1, 2017 and ending September 30, 2020 as follows: Coverage Agreement, full time at \$43,333.33 per month; Co-Medical Director Agreement at \$6,666.67 a month (not to exceed 34 hours per month), for a total cost for the 36-month term of \$1,800,000.</p>	Wayne Knight
<p>g. Finance, Operations &amp; Planning Charter</p>	<p>This item was tabled.</p>		Chairman

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible																																										
h. Financials	<p>Ray Rivas presented the financials ending August 31, 2016 (dollars in thousands)</p> <p><b><u>TCHD – Financial Summary</u></b></p> <table border="0"> <tr> <td><b><u>Fiscal Year to Date</u></b></td> <td></td> </tr> <tr> <td>Operating Revenue</td> <td>\$ 55,899</td> </tr> <tr> <td>Operating Expense</td> <td>\$ 56,239</td> </tr> <tr> <td>EBITDA</td> <td>\$ 3,079</td> </tr> <tr> <td>EROE</td> <td>\$ 499</td> </tr> </table> <p><b><u>TCMC – Key Indicators – FYTD</u></b></p> <table border="0"> <tr> <td>Avg. Daily Census</td> <td>185</td> </tr> <tr> <td>Adjusted Patient Days</td> <td>19,511</td> </tr> <tr> <td>Surgery Cases</td> <td>1,102</td> </tr> <tr> <td>Deliveries</td> <td>462</td> </tr> <tr> <td>ED Visits</td> <td>11,271</td> </tr> </table> <p><b><u>TCHD-Financial Summary – Current Month</u></b></p> <table border="0"> <tr> <td>Operating Revenue</td> <td>\$ 28,134</td> </tr> <tr> <td>Operating Expense</td> <td>\$ 28,345</td> </tr> <tr> <td>EBITDA</td> <td>\$ 1,496</td> </tr> <tr> <td>EROE</td> <td>\$ 211</td> </tr> </table> <p><b><u>TCMC – Key Indicators – Current Month</u></b></p> <table border="0"> <tr> <td>Avg. Daily Census</td> <td>192</td> </tr> <tr> <td>Adjusted Patient Days</td> <td>10,196</td> </tr> <tr> <td>Surgery Cases</td> <td>557</td> </tr> <tr> <td>Deliveries</td> <td>239</td> </tr> <tr> <td>ED Visits</td> <td>5,544</td> </tr> </table> <p><b><u>TCMC - Net Patient A/R &amp; Days in Net A/R By Fiscal Year</u></b></p> <table border="0"> <tr> <td>Net Patient A/R (in millions)</td> <td>\$ 43.6</td> </tr> <tr> <td>Days in Net A/R</td> <td>51.0</td> </tr> </table> <p><b><u>Graphs:</u></b></p> <ul style="list-style-type: none"> <li>• TCMC-Net Days in Patient Accounts Receivable</li> </ul>	<b><u>Fiscal Year to Date</u></b>		Operating Revenue	\$ 55,899	Operating Expense	\$ 56,239	EBITDA	\$ 3,079	EROE	\$ 499	Avg. Daily Census	185	Adjusted Patient Days	19,511	Surgery Cases	1,102	Deliveries	462	ED Visits	11,271	Operating Revenue	\$ 28,134	Operating Expense	\$ 28,345	EBITDA	\$ 1,496	EROE	\$ 211	Avg. Daily Census	192	Adjusted Patient Days	10,196	Surgery Cases	557	Deliveries	239	ED Visits	5,544	Net Patient A/R (in millions)	\$ 43.6	Days in Net A/R	51.0		Ray Rivas
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Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	<ul style="list-style-type: none"> <li>• TCMC-Adjusted Patient Days</li> <li>• TCMC-Acute Average Length of Stay</li> <li>• TCMC Emergency Department Visits</li> </ul>		
<ul style="list-style-type: none"> <li>i. Work Plan – Information Only</li> <li>• Aionex Bed Board / Throughput</li> <li>• Dashboard</li> <li>• Meaningful Use</li> </ul>	<p>Director Dagoistino reported that these agenda items were for review only, but Committee members were welcome to ask questions.</p> <p>Sharon Schultz discussed the Aionex Dashboard report. She explained that there were a few unexpected factors that had negatively impacted the overall results</p> <p>No report</p> <p>Terry Moede gave a brief update on Meaningful Use and discussed the handout that was distributed. She conveyed that TCMC is meeting the target objectives for compliance, throughout the organization.</p> <p>It was suggested that for the next update in March 2017, it would be helpful to have both a didactic and clinical updates on Meaningful Use.</p>		<p>Chairman</p> <p>Sharon Schultz</p> <p>Ray Rivas</p> <p>Terry Moede</p>
7. Comments by Committee Members		None	Chair

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
8. Date of next meeting	October 18, 2016		Chair
9. Community Openings (none)			
10. Adjournment	Meeting adjourned 1:23 pm		

## TRI-CITY HEALTHCARE DISTRICT

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### FINANCE, OPERATIONS AND PLANNING

#### COMMITTEE CHARTER

The Finance, Operations and Planning Committee (the “Committee”) of the Tri-City Healthcare District (“District”) has multiple purposes and is delegated certain key responsibilities as enumerated herein.

#### I. Purpose

The Committee is to provide governance oversight and to make recommendations to the District’s Board of Directors (the “Board”) by overseeing the functions of the District directly related to Finance, Operations, and Planning. The Committee focuses on matters that are material to the District’s operations. “Material” generally means financial impacts exceeding the Chief Executive Officer’s approval limit as well as matters that, due to their nature, could expose the District to significant risks.

1. **Finance Oversight:** The Committee will oversee the Finance function of the District, including the following:
  - a. Review monthly financial statements prepared by the Finance Department and presented by the Chief Financial Officer;
  - b. Monitor the monthly financial statements for unusual trends and have the Chief Financial Officer provide a detailed explanation of the variances;
  - c. Report to the Board regarding any issue involving the integrity or trustworthiness of the District’s financial statements;
  - d. Review any proposed changes to Finance-related policies and procedures, including Board Policy No. ~~1014~~-017 (investments) and ~~1015~~-013 (procurement).
  
2. **Operations Oversight:** The Committee shall:
  - a. Review monthly report of operations metrics for departments noted on the Committee Work Plan;
  - b. Review significant new services to be provided by the District and add to Committee Work Plan;
  - ~~e. Review significant changes to existing services currently provided by the District; [?]~~
  - ~~d. Review termination of services currently provided by the District; [?]~~

~~e.c.~~ New contracts (not within the scope of another Board committee) as well as amendments and renewals of existing contracts that exceed the approval authority of the Chief Executive Officer as outlined in Administrative Policy and Procedure #232, Board Policy No. ~~10~~15-013 and state law.

3. **Planning Oversight:** The Committee shall perform initial screening and analysis for potential recommendation for advancement to the Board for consideration of the following:

a. Proposed real estate transactions;

b. Proposed ~~mergers~~, acquisitions, and contractual joint ventures;

~~e.~~ ~~Complex strategic project transactions;~~

~~d.c.~~ Physician recruitments and other contracts with physicians;

~~e.d.~~ Procurements requiring approval by the Board under Administrative Policy and Procedure #232, Board Policy No. ~~10~~15-013, or state law;

~~f.e.~~ Material matters related to the integration between the District and independent physicians and physician groups.

## II. **Membership**

The Committee shall consist of three Directors, five community members, and three physicians.

Each community committee member shall have a basic understanding of finance and accounting, and should have experience and familiarity with the specialized issues relating to healthcare finance. At least one community member of the Committee shall have accounting or related financial management expertise, as evidenced by the certified public accountant designation or other education and/or work-related credentials.

## III. **Meetings**

The Committee may establish its own meeting schedule annually.

## IV. **Minutes**

The Committee will maintain written minutes of its meetings. Draft minutes will be presented to the Board for consideration at its meetings. The Senior Executive Assistant or designee will provide assistance to the Committee in scheduling meetings, preparing agendas and keeping minutes.

## V. **Reports**

The Committee will report regularly to the Board regarding (i) all recommendations made or actions taken pursuant to its duties and responsibilities, as set forth above, and (ii) any recommendations of the Committee submitted to the full Board for action.

## **VI. Conduct**

Each Committee member is expected to read the District's Code of Conduct which can be found at <http://www.tricitymed.org/about-us/code-of-conduct/> and shall comply with all provisions thereof while a member of this Committee.

**Approved: 9/20/2011 by Board of Directors**

**Approved: 3/28/2013 by Board of Directors**

**Approved: 5/29/2014 by Board of Directors**

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: October 18, 2016**  
**Rady Children's Specialists Agreement for NICU ROP Testing**

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

**Vendor's Name:** Rady Children's Specialists of San Diego  
**Area of Service:** NICU - Retinopathy of Prematurity Testing  
**Term of Agreement:** 12 months, Beginning, November 1, 2016 - Ending, October 31, 2017

**Maximum Totals:**

Monthly Cost	Annual Cost	Total Term Cost
\$2,735	\$32,820	\$32,820

**Description of Services/Supplies:**

- Ophthalmic Consultation Services for NICU-Retinopathy of Prematurity Testing
- Requested increase of \$150 (5.8%) per month, \$1,800 per year/term

Document Submitted to Legal:	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 the agreement with Rady Children's Specialists of San Diego for Retinopathy of Prematurity Testing for a term of 12 months, beginning November 1, 2016, and ending October 31, 2017, for an annual cost of \$32,820, and a total cost for the term of \$32,820.

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: October 18, 2016**  
**WOW Replacement Project**

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

**Vendor's Names:** 1. Cerner for Workstations on Wheels (WOW) Carts and Barcode for Medication Scanners  
 2. SHI for HP ProBook Laptops

**Area of Service:** Clinical Areas (Business Critical Patient Care)

**Term of Agreement:** One time purchase fee beginning, November 1, 2016

**Maximum Totals:**

Items	Total Cost
110 Hand Scanners & 120 Ergotron Carts	\$206,615
110 HP ProBook Laptops	\$123,956
<b>Total:</b>	<b>\$330,571</b>

**Description of Services/Supplies:**

- Replacement for Nursing Workstation on Wheels (WOW's) with new laptops, bar code scanners for medication administration and night lights
- Current WOWs and Panasonic tablets are inconsistently connecting due to age and interoperability connectivity. Bar code scanning statistics and ability to accurately document in a timely manner challenging due to problems with current technology.
- Clinicians conducted a device fair with 5 different carts and scanner vendors, than piloted the top two of each on all of the nursing units. The Ergotron cart and the 2600 Scanner were chosen by the nurses as the replacements that would work best for them.
- The Ergotron cart is easy to move and adjusts to sitting or standing, the light makes keyboard documentation easy during the night shift and the laptop screen is bigger which helps staff.

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 Information /  
 Kapua Conley, Chief Operating Officer

**Motion:**

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Cerner for Workstations on Wheels Carts and Barcode for Medication Scanners and with SHI for HP ProBook Laptops for a total combined cost of \$330,571.



**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: October 18, 2016**  
**PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE - Neurology**

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

**Physician's Name:** Tara Quesnell, D.O.  
**Area of Service:** Emergency Department On-Call: Neurology  
**Term of Agreement:** 20 months, Beginning, November 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: 365	FY17: \$270,100
	FY18: 365	FY18: \$270,100
	<b>Total:</b>	<b>\$540,200</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 Tara Quesnell, D.O. to the currently existing ED On-Call Coverage Panel for Neurology for a term of 20 months, beginning November 1, 2016 and ending June 30, 2018.



**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: October 18, 2016**  
**PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – Orthopedic Surgery**

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

**Physician’s Name:** Grant Seiden, M.D.  
**Area of Service:** Emergency Department On-Call: Orthopedic Surgery  
**Term of Agreement:** 20 months, Beginning, November 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: YES  
 New physicians to existing panel, no increase in expense

Rate/Day – Orthopedic Surgery	Current Panel Days Per Year	Current Panel Annual Cost
Weekday \$1,500	FY17: 253	\$379,500
Weekend/holiday \$1,650	FY17: 112	\$184,800
Weekday \$1,500	FY18: 253	\$379,500
Weekend/holiday \$1,650	FY18: 112	\$184,800
<b>Total Term Cost:</b>		<b>\$1,128,600</b>

**Position Responsibilities:**

- Provide 24/7 patient coverage for all Orthopedic 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 add Grant Seiden, M.D. to the currently existing ED On-Call Coverage Panel for Orthopedic Surgery for a term of 20 months, beginning November 1, 2016 and ending June 30, 2018.

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

**FY 2017**

October 18, 2016

	July	Aug	Sept	Oct 2016	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	Sept	Oct 2016	Nov	Dec	Jan	Feb	Mar	April	May	June	Responsible Party
Dashboard		•	•	•	•	•	•	•	•	•	•	•	Ray Rivas
Meaningful Use, (Semi-Annual) (Start reporting September 2015 for one year then semi-annual)			•						•				Terry Moede / Lyn Bolton
ICD-10 - Update (Annual)		•											Colleen Thompson
Neuroscience Institute – NSI Medical Directorships, (Semi-Annual) (Start reporting June 2015 for first year then semi-annual)	•						•						Wayne Knight
Medical Director – Surgery (Quarterly) (Began reporting in July 2015)	•			•			•			•			Mary Diamond
IT Physician Liaison (Semi-Annual) (Began reporting in July 2016)	•						•						(Kapua Conley)
Update on Institutes (Annual):													
<ul style="list-style-type: none"> <li>• Cardiovascular</li> <li>• Neuroscience</li> <li>• Orthopaedic</li> </ul> (Added August 2016, begin reporting August 2017)		•											Wayne Knight

## Wellness Center Update October 18, 2016

1. We currently have 3675 members to date.
2. Corporate program rolling out with visits to major Carlsbad employers.
  - Visited in 2016:
    - 43 Companies
    - 204 People Signed up (Including Carlsbad Unified Teachers, Callaway Golf & ViaSat)
    - 6 companies signed up over last year!
    - Wellness Center staff attended business health expos to talk about the facility
  - Attended in 2016 so far:
    - 17 Expos
    - 9 TCMC New Hire Orientations
    - 3 Cafeteria Meet & Greet Events with Employees
    - Other Events such as:
      - Half Marathon
      - NICU 30<sup>th</sup> Anniversary
      - SuperGirl Surf Pro
      - Shadow Ridge Golf Tournament
      - Employee Picnic
      - Guy Takayama Surf Pro
      - Oceanside Health Fair
3. Growth initiatives include:
  - Continue corporate program presentations to local companies within a 10 square mile radius
  - We continue to put major attention to visiting corporations and develop a weekly outreach plan of action
  - We are continuing to target our Alumni members as part of our ongoing initiative to deal with a competition
  - As always, our services and programs, our professional team, our focus on cleanliness and safety, creating an exceptional experience, etc. are the cornerstone to maintaining members
4. An overall marketing plan continues to focus on:
  - Incentives for current members to bring in new members
  - 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
  - We continue to focus heavily on our promotions previously addressed

5. We continue our marketing/ advertising in North County:
  - Seaside Courier
  - Coast News both editions
  - Specific placements in the UT
  - Chamber of Commerce periodicals to the community
  - TV appearances with one of our WC nutritionists on KUSI and CH 6
  - Meeting with Active Sports each month for joint marketing programs
  
6. Continuous social media updates
  
7. Our Cancer Fitness program continues to grow:
  - To date we have put over 120 people through the program

6.f.



Construction Report  
As of September 2016

Project	FOP/Board Approval Date	% of Design Complete	Construction Start or Estimated Construction Start Date	Estimated Construction Completion Date*	% of Construction Complete	Total Budget	Actual Expenditures	Remaining Budget	Status / Comments
Urology Equipment Replacement in OR#11	March-16	100%	May-16	August-16	100%	\$ 217,708.00	\$ 168,699.97	\$ 49,008.03	Project is complete.

\* Estimated completion is based on actual physical project progress and not on amounts invoiced to the District



Tri-City Medical Center

ADVANCED HEALTH CARE  
FOR YOU

## Oncology Infusion Center

**3 Months Ended  
September 30, 2016**

Net Revenue	\$3,642,604
Operating Expenses	2,003,771
Contribution Margin	\$1,638,833
Visits	988



**Financial Information**

**TCMC Days in Accounts Receivable (A/R)**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M	Goal
													YTD Avg	Range
FY17	51.2	50.2	48.7										50.0	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	46.0	48-52

**TCMC Days in Accounts Payable (A/P)**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M	Goal
													YTD Avg	Range
FY17	78.9	81.6	86.5										82.3	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	80.7	87.2	75-100

**TCHD EROE \$ in Thousands (Excess Revenue over Expenses)**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M	C/M
													YTD	YTD Budget
FY17	\$288	\$211	\$746										\$1,246	\$134
FY16	\$862	\$612	\$182	(\$189)	(\$513)	\$965	(\$1,784)	(\$411)	(\$220)	\$331	\$315	(\$1,842)	\$1,656	

**TCHD EROE % of Total Operating Revenue**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M	C/M
													YTD	YTD Budget
FY17	1.04%	0.75%	2.69%										1.49%	0.16%
FY16	3.03%	2.20%	0.66%	-0.68%	-2.00%	3.40%	-6.31%	-1.53%	-0.77%	1.13%	1.09%	-6.82%	1.97%	





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	\$1,496	\$2,015										\$5,094	\$4,068
FY16	\$2,046	\$1,817	\$1,357	\$1,011	\$644	\$2,155	(\$594)	\$797	\$1,019	\$1,530	\$1,598	(\$558)	\$5,220	

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%	5.32%	7.27%										6.09%	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%	-2.07%	6.22%	

TCMC 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	5.84	5.74										5.88	6.08
FY16	6.13	6.05	5.91	5.98	6.11	6.01	5.77	5.43	6.07	5.86	6.09	5.99	6.03	

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	1.37	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	1.47	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	\$29.4	\$26.8									
FY16	\$30.7	\$33.4	\$36.1	\$35.7	\$31.8	\$28.0	\$26.3	\$27.5	\$24.8	\$28.0	\$37.6	\$31.7