TRI-CITY HEALTHCARE DISTRICT
AGENDA FOR A REGULAR MEETING
OF THE FINANCE, OPERATION AND PLANNING COMMITTEE
December 7, 2017
12:30-3:30
Assembly Room 1
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 ALLOTED	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 – October 17, 2017	2 min.	Standard
5.	Old Business-*(All items for Discussion or possible Action)*		
6.	New Business-*(All Items for Discussion or possible Action)*		
	a) Discussion: • Finance, Operations & Planning Committee Meeting: Structure, Membership and Meeting Frequency	10 min.	Chair
	b) Co-Medical Director Agreement – Outpatient Behavioral Health • Martina Klein, M.D.	10 min.	Sarah Jayyousi
	c) Rady Children's Specialists Agreement for NICU ROP Testing	10 min.	Mary Diamond
	d) Premier Laser Services, Inc. Increase Proposal	10 min.	Mary Diamond
	e) Premier Laser Services, Inc. Proposal	5 min.	Mary Diamond
	f) South Coast Perfusion, LLC Proposal	10 min.	Mary Diamond
	g) Shared Marketing Agreement Proposal • Katherine Ludington, M.D., North Coast Cardiology	10 min.	David Bennett
	h) SonoCiné Room Addition to Women's Imaging Center Project • Good-Men Roofing & Construction, Inc.	10 min.	Chris Miechowski
	i) Enterprise Dragon Dictation Proposal	10 min.	Mark Albright
	j) Carlsbad-Wellness Center MOB Lease Agreement Proposal • Lansara, Inc.	10 min.	Jeremy Raimo
	k) Financials	10 min.	Ray Rivas
	l) Work Plan – Information Only • ED Throughput *(bi-monthly)*	15 min.	Candice Parras

<u>NOTE</u>: 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 office of the Executive Assistant 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 ALLOTED	PERSON RESPONSIBLE
	• Dashboard		Ray Rivas
7.	Comments by committee members	2 min.	Chair
8.	Date of next meeting: January 16, 2018	2 min.	Chair
9.	Community Member Openings: (3)	2 min.	Chair
10.	Adjournment		
	Total Budget Time for Meeting	2 hrs. 13 min.	

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 office of the Executive Assistant during normal business hours.

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Tri-City Medical Center
Finance, Operations and Planning Committee Minutes
October 17, 2017

Members Present	Director Laura Mitchell, Director Cyril Kellett, Dr. Marcus Contardo, Dr. Mark Yamanaka, Steve Harrington, Wayne Lingenfelter
Non-Voting Members Present:	Steve Dietlin, CEO, Ray Rivas, CFO, Kapua Conley, COO, Carlos Cruz, CCO, Susan Bond, Director, Legal Services
Others:	Susan Webster, Jeremy Kneebusch, Brent Wiest, Lisa Murphy, Kathy Topp, David Bennett, Maria Carapia, Eva England, Jeremy Raimo, Charlene Carty, Sharon Schultz, Steve Young, Sherry Miller, Mark Albright, Priya Joshi, Norma Braun, Chris Miechowski, Jody Root (Procopio), Barbara Hainsworth
Members Absent:	Director Julie Nygaard, Dr. Gene Ma

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
1. Call to order	Director Mitchell called the meeting to order at 12:31 p.m.		
2. Approval of Agenda		<u>**MOTION**</u> **It was moved by Director Kellett, Dr. Yamanaka seconded, and it was unanimously approved to accept the agenda of October 17, 2017.**	
3. Comments by members of the public on any item of interest to the public before committee's consideration of the item.	Director Mitchell read the paragraph regarding comments from members of the public.		Director Mitchell
4. Ratification of minutes of September 19, 2017	Minutes were ratified.	Minutes were ratified. <u>**MOTION**</u> **It was moved by Dr. Yamanaka, Mr. Harrington seconded, that the minutes of September 19, 2017 are to be approved, with Dr. Kellett abstaining.**	
5. Old Business			

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
6. New Business			
a. Reminder: • No FOP meeting to be held in November • December meeting scheduled on Thursday, 12/7/17	Director Mitchell announced that there would be no FOP meeting held in November, and that the meeting for December would be held on Thursday, 12/7/17.		Chair
b. Policy Review • Accounts Payable Check Processing, #8610-214 • Business Expense Reimbursement, Employees, #8610-270	Charlene Carty explained that the revisions made to both policies were minor changes primarily verbiage edits, to fine tune each policy.	**MOTION** **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 approve policies, Accounts Payable Check Processing, #8610-214 and Business Expense Reimbursement, Employees, #8610-270.**	Charlene Carty
c. Physician Agreement for ED On-Call Coverage – Cardiology-General • Ashish Kabra, M.D. • Ryan A. Smith, D.O.	Sherry Miller conveyed that this write-up is to add Drs. Ashish Kabra and Ryan A. Smith as new physicians to the existing panel for ED On-Call coverage for General Cardiology, with no increase in expense.	**MOTION** **It was moved by Dr. Kellett, Dr. Contardo seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors add Ashish Kabra, M.D. and Ryan A. Smith, D.O. to the currently existing ED On-Call Coverage Panel for Cardiology, General for a term of 12 months, beginning November 1, 2017 – ending October 31, 2018.**	Sherry Miller
d. Physician Agreement for ED On-Call Coverage – Ophthalmology • Logan M. Haak, M.D.	Sherry Miller conveyed that this write-up is to add Dr. Logan M. Haak as new physician to the existing panel for ED On-Call coverage for Ophthalmology, with	**MOTION** **It was moved by Director Kellett, Dr. Contardo seconded, and it was unanimously approved that the Finance, Operations and Planning**	Sherry Miller

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	no increase in expense.	**Committee recommend that the TCHD Board of Directors add Logan M. Haak, M.D. to the currently existing ED On-Call Coverage Panel for Ophthalmology for a term of 12 months, beginning November 1, 2017 and ending October 31, 2018.**	
e. ICU Patient Monitor Replacement Proposal • Philips Healthcare	Sharon Schultz explained that this proposal was for the purchase of 26 replacement patient monitors from Philips Healthcare for the Intensive Care Unit. The agreement also includes 96 hours of professional mapping service from Cerner for these replacement monitors.	**MOTION** **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 purchase of MX800 Patient Monitors with X2 Companion Transport Monitors to replace the current patient monitors in the ICU, for a total expected cost of $520,745.**	Merebeth Richins
f. Replacement Roche Histology Tissue Processing Instruments (4), Consumables & Cerner Interface Proposal • Roche Tissue Diagnostics	Steve Young conveyed that this agreement would replace the current tissue processing system, which is nearing its end of life. The proposed system includes instrumentation and a new specimen tracking system, as well as consumables and reagents.	**MOTION** **It was moved by Director Kellett, Dr. Contardo seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize the agreement with Roche Diagnostics Corporation for Instruments and Consumables for a term of 7 years, beginning November 1, 2017 and ending October 31, 2024 for an annual cost not to exceed $782,064, and a total cost for the term not to exceed $5,483,978.**	Steve Young
g. Fresenius Dialysis & Apheresis Services Proposal	Kathy Topp detailed that this is a renewal agreement for increased rates, with Fresenius to provide	**MOTION** **It was moved by Dr. Contardo, Director Kellett seconded, and it was**	Kathy Topp

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	hemodialysis, advanced renal replacement options and peritoneal dialysis treatments, as well as apheresis treatments and therapeutic whole blood phlebotomy for TCMC patients.	**unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors authorize the agreement with Fresenius Medical Care North America for dialysis and apheresis services for an average of $86,377 per month, for a term of 36 months, beginning November 1, 2017 and ending October 31, 2020 for a total cost not to exceed $3,109,568.**	
h. Physician Recruitment Proposal – Pulmonary / Critical Care • Malaygiri Aparnath, M.D.	Jeremy Raimo gave a brief PowerPoint presentation detailing the proposed recruitment of pulmonary / critical care physician Malaygiri Aparnath, M.D.	**<u>MOTION</u>** **It was moved by Dr. Contardo, Director Kellett seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD Board of Directors find it in the best interest of the public health of the communities served by the District to approve the expenditure, not to exceed $760,000 in order to facilitate this Pulmonary/Critical Care physician practicing medicine in the communities served by the District. This will be accomplished through an Independent Physician Recruitment Agreement (not to exceed a two-year income guarantee with a two-year forgiveness period) with Dr. Malaygiri Aparnath.**	Jeremy Raimo
i. Co-Medical Directorship for Hospitalist Services & Coverage • Dr. Mark O'Brien • Dr. R. Bart Day	Kapua Conley conveyed that this agreement is for the co-medical directorship for hospitalist services and coverage. The amount of this agreement was previously included in the total hospitalist coverage	**<u>MOTION</u>** **It was moved by Director Kellett, Dr. Contardo seconded, and it was unanimously approved that the Finance, Operations and Planning Committee recommend that the TCHD**	Kapua Conley

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	stipend approved by the Committee in September 2017, and does not increase the financial commitment of the District.	**Board of Directors authorize Drs. O'Brien, D.O. and R. Bart Day, M.D. as Co-Medical Directors for the Hospitalist program for a term of 22 months, beginning September 1, 2017 and ending June 30, 2019, for an average of 35 hours per month or 420 hours annually, at an hourly rate of $285 for an annual cost of $120,000 and a total cost for the term not to exceed $220,000.**	
j. Financials	Ray Rivas presented the financials ending September 30, 2017 (dollars in thousands) **TCHD – Financial Summary** **Fiscal Year to Date** Operating Revenue $ 90,053 Operating Expense $ 92,374 EBITDA $ 2,853 EROE $ (1,048) **TCMC – Key Indicators** **Fiscal Year to Date** Avg. Daily Census 172 Adjusted Patient Days 28,232 Surgery Cases 1,644 Deliveries 626 ED Visits 15,990 **TCHD – Financial Summary** **Current Month** Operating Revenue $ 29,551 Operating Expense $ 30,184 EBITDA $ 1,091 EROE $ (224) **TCMC – Key Indicators** **Current Month** Avg. Daily Census 163		Ray Rivas

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	Adjusted Patient Days 8,886 Surgery Cases 565 Deliveries 194 ED Visits 5,104 **<u>TCMC - Net Patient A/R & Days in Net A/R By Fiscal Year</u>** Net Patient A/R Avg. (in millions) $ 44.9 Days in Net A/R Avg. 48.1 **<u>Graphs:</u>** • TCMC-Net Days in Patient Accounts Receivable • TCMC-Adjusted Patient Days • TCMC-Acute Average Length of Stay		
k. Work Plan – Information Only • Wellness Center	Ray Rivas gave a two slide P&L presentation for FY2018 on both the Wellness Center (cost center 7760), as well as the combined Wellness Center complex. David Bennet introduced Eva England, Priya Joshi and Susan Webster, who collectively gave a PowerPoint presentation pertaining to their collaboration on the currently established medically integrated programs at the Wellness Center and the additional programs they project implementing in the future. Susan also shared some testimonials and introduced the new Wellness Center general manager, Brent Wiest, and trainer		David Bennett

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
• Construction Report	Jeremy Kneebusch.		Chris Miechowski
• Infusion Center	No discussion		Sharon Schultz
• Medical Director, Surgery	No discussion Sharon Schultz gave a short PowerPoint presentation on Mary Diamond's behalf, reflecting the outcome performance metrics for Monthly First Case-On Time Starts, Total Block Utilization Percentage by Month and the Monthly Average Turnover & Close to Cut Intervals. Sharon noted that there had been a modification made to one of the metrics. Instead of measuring when the patient arrives in the room, it has now been modified to measure when the physician actually begins the procedure.		Mary Diamond
• Dashboard	No Discussion		Ray Rivas
7. Comments by committee members			
8. Date of next meeting	Thursday, December 7, 2017		Chair
9. Community Openings (3)			
10. Adjournment	Meeting adjourned 1:54 p.m.		

FINANCE, OPERATIONS AND PLANNING

MEETING DATES

2018

Time: 12:30-3:30 PM

Location: All meetings to be held in Assembly Room # 2, *(exceptions noted below)*

January 16, 2018

February 13, 2018, AR #3

March 20, 2018

April 17, 2018

May 22, 2018

June 19, 2018

July 17, 2018

August 21, 2018

September 18, 2018

October 16, 2018

~~November 20, 2018~~ CANCELLED

December 4, 2018 *(1st Week of December)*, AR #3

Finance, Operations and Planning Committee

Date of Meeting: December 7, 2017

<u>Discussion:</u>

Finance, Operations and Planning Meeting Structure, Membership and Meeting Frequency

6.b.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
Co-Medical Director Agreement - Outpatient Behavioral Health

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

Physician Name: Martina Klein, M.D.

Area of Service: Outpatient Behavioral Health

Term of Agreement: 31 months, Beginning, December 1, 2017 – Ending, June 30, 2020

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

Hourly Cost	Monthly Cost	Annual Cost	Total Term Cost
$140 / 4 Hours/week	$2,426	$29,120	$75,206
	$500 Vacation Coverage	$6,000 Vacation Coverage	$15,500 Vacation Coverage
	Total: $2,926	**Total: $35,120**	**Total: $90,706**

**Approval is recommended based on utilizing the approved template. Legal review is not necessary when template is used.*

Description of Services/Supplies:

- Agreement replaces Dr. Mirow's Agreement
- Provide professional guidance and oversight for the Outpatient Behavioral Health department, including, the Intensive Outpatient and Older Adult Program.
- Provide supervision for the clinical operation of the department and programs.
- Provide patient and staff education and educate providers and community members on availability of efficacy of Intensive outpatient Program services.
- Respond to insurance authorization calls and complete reports requested by patients
- Facilitate weekly treatment team meetings and evaluate appropriateness for continued stay.

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

**Approval is recommended based on utilizing the approved template. Legal review is not necessary when template is used.*

Person responsible for oversight of agreement: Sarah Jayyousi, Operations Manager, Outpatient Behavioral Health / Sharon Schultz, Chief Nurse Executive

Motion:
I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Dr. Martina Klein for Co-Medical Directorship for a term of 31 months, beginning December 1, 2017 and ending June 30, 2020 for an hourly rate of $140, an annual maximum cost not to exceed $35,120, and a total cost for the term not to exceed $90,706.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
Rady Children's Specialists Agreement for NICU ROP Testing

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement		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, January 1, 2018 - Ending, December 31, 2018

Maximum Totals:

	Monthly Cost	Annual Cost	Total Term Cost
ROP Services	$3,077	$36,924	$36,924
		Total:	**$36,924**

Description of Services/Supplies:

- Ophthalmic Consultation Services for NICU - Retinopathy of Prematurity (ROP) Testing
- Requested increase of $324 per month, $3,888 for the term

Document Submitted to Legal:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	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 January 1, 2018, and ending December 31, 2018, for a cost of $3,077 per month, for a total cost for the term of $36,924.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
PREMIER LASER SERVICES, INC. INCREASE PROPOSAL

Type of Agreement		Medical Directors		Panel	X	Other: Increase in Term Cost
Status of Agreement		New Agreement		Renewal – New Rates		Renewal – Same Rates

Vendor's Name: Premier Laser, Inc.

Area of Service: Surgery

Term of Agreement: 24 months, Beginning, April 4, 2016 – Ending, April 3, 2018

Maximum Totals:

Total Term Cost Not to Exceed
$525,000

Description of Services/Supplies:

- Requesting an additional $155,496 to be added to the existing contract with Premier Laser Service, LLC. The current approved term spend for this vendor is $369,504.
- Spend in 2016 (January –December) was $262,048, budgeted spend was $184,752
- Spend 2017 (January –May) is $89,860, at this rate, 2017 spend will be $215,664
  - Increased use of BK Ultrasound device for robotic/laparoscopic partial nephrectomy
  - Increased use of the Power Wand for PNCL cases
  - Shift in use to higher powered holmium laser

Document Submitted to Legal:		Yes	X	*No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No
Budgeted Item: Original Cost ($369,504)	X	Yes		No
Budgeted Item: Additional Cost ($155,496)	X	Yes		No

**Approval is recommended based on utilizing the approved template. Legal review is not necessary when template is used.*

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 an increase in term cost for the existing agreement with Premier Laser Services LLC, with a term beginning April 4, 2016 and ending April 3, 2018. The new not-to-exceed cost for the term is $525,000.

6.e.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
PREMIER LASER SERVICES, INC. PROPOSAL

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

Vendor's Name: Premier Laser Services, Inc.

Area of Service: Surgical Services

Term of Agreement: 24 months, Beginning, April 4, 2018 – Ending, April 3, 2020

Maximum Totals:

Annual Cost	Total Term Cost
$275,000	$550,000

Description of Services/Supplies:

- Equipment, supplies and technicians for rental surgical lasers, ultrasound, ESWL (Extracorporeal Shock Wave Lithotripsy) and CUSA (Cavitron Ultrasonic Surgical Aspirator).
- Contracting for these services provides for the most up to date equipment and supplies, availability of qualified personnel to operate the equipment and avoidance of costs associate with the purchase, maintenance, repair, supplies and staffing.

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

**Approval is recommended based on utilizing the approved template. Legal review is not necessary when template is used.*
***To be included in the next proposed FY Budget*

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 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, 2018 and ending April 3, 2020, for an annual cost of $275,000, and a total cost for the term of $550,000.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
SOUTH COAST PERFUSION, LLC PROPOSAL

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

Vendor's Name: South Coast Perfusion, LLC

Area of Service: Surgery

Term of Agreement: 24 months, Beginning, February 1, 2018 – Ending, January 31, 2020

Maximum Totals:

Total Term Cost Not to Exceed
$350,000

Description of Services/Supplies:

- Cardiopulmonary Bypass (CPB)/Standby for cardiac cases
- IntraAortic Balloon Pump Support
- Ventricular Assist Device Support
- ECMO/CPS Support
- Autotransfuion
- Inter-facility Transport
- Hourly rate of $150 for CPB beyond 5 hours
- 5% Rate Increase, as of March 2019

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

**Approval is recommended based on utilizing the approved template. Legal review is not necessary when template is used.*

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 South Coast Perfusion, LLC for Perfusion Services for a term of 24 months, beginning February 1, 2018 and ending January 31, 2020 for a total term cost not to exceed $350,000.

6.g.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
Shared Marketing Agreement Proposal

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

Vendor's Name: Katherine Ludington M.D.

Area of Service: North Coast Cardiology

Term of Agreement: 12 months, Beginning, December 1, 2017 – Ending, November 30, 2018

Maximum Totals:

Average TCMC Monthly Cost	TCMC Total Term Cost
$333.50	$4,000
Average Monthly Cost	**Total Term Cost**
$667.00	$8,000 ($4,000 for each entity)

Description of Services/Supplies:

- Shared activities, where each party agrees to 50/50 split of marketing costs. All shared marketing costs will be agreed upon and signed off in writing by both entities before production and may include: Billboards, TV commercials, radio, social media, print ads, mailings, banners, buses, digital ads, events, co-branded promotional materials and photos.

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

**Approval is recommended based on utilizing the approved template. Legal review is not necessary when template is used.*

Person responsible for oversight of agreement: David M. Bennett, Chief Marketing Officer

Motion:

I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the agreement with Katherine Ludington, M.D. for shared marketing services for a term of 12 months, beginning December 1, 2017 and ending November 30, 2018 for an annual cost of $8,000, and a total cost for the term of $8,000 ($4,000 for each entity).

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
SONOCINÉ ROOM ADDITION TO WOMEN'S IMAGING CENTER PROJECT

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

Vendor's Name: Good-Men Roofing & Construction, Inc.

Area of Service: Women's Imaging Center

Term of Agreement: Completion of work

Maximum Totals:

Room Addition Proposal:	Total Expected Cost:
Good-Men (Construction)	$124,263
Design, Permits, Inspections, Nurse Call, Contingency	$132,819
Total Expected Project Cost	**$257,082**

Description of Services/Supplies:
- Project is fully funded by the Foundation.
- Good-Men Roofing & Construction, Inc. was the lowest responsive bidder. Bid results below:

Company:	Bid Amount:
Good-Men	$124,263
Jennette	$124,700

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

**Approval is recommended based on utilizing the approved template. Legal review is not necessary when template is used.*

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 Good-Men Roofing & Construction, Inc. for construction costs of $124,263 and the total expected project cost of $257,082 for addition of the new SonoCiné Room in the Women's Imaging Center.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
Enterprise Dragon Dictation Proposal

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

Vendor's Name: Nuance Enterprise 360 Medical Dragon purchased through Cerner
Area of Service: Medical Staff
Term of Agreement: 60 months, Beginning, January 1, 2018 – Ending, December 31, 2022

Maximum Totals:

Monthly Cost	Annual Cost	Total Term Cost
$25,245	$302,950	$1,514,752

Description of Services/Supplies:

- Cerner Enterprise Dragon is a voice recognition technology that allows providers to dictate medical notes directly into the EMR "real-time." The utilization of this technology has become industry standard in both physician practices and hospitals across the county.
- Because the notes are populated "real-time" it enhances communication between clinicians increasing patient safety and physician satisfaction. Credentialed physicians will be able to utilize a smart phone application to dictate remotely.
- The technology enhances revenue cycle better supporting documentation flow, decision support and compliance.
- The proposal includes remote hosting (cloud), Dragon training, and maintenance/support

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

**Approval is recommended based on utilizing the approved template. Legal review is not necessary when template is used.*

Person responsible for oversight of agreement: Mark Albright, Vice President, Information Technology / 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 Enterprise Dragon for a term of 60 months, beginning January 1, 2018 and ending December 31, 2022 for an annual cost of $302,950, and a total cost for the term of $1,514,752.

FINANCE, OPERATIONS & PLANNING COMMITTEE
DATE OF MEETING: December 7, 2017
Carlsbad-Wellness Center MOB Lease Agreement Proposal

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

Tenant Name: Lansara, Inc., a California Corporation dba Dermacare ("Tenant")

Term: 10 Year Lease (July 1, 2018 thru June 30, 2028), or
Commencement Date at completion of tenant improvements
3% Yearly Rent Escalator; Option for two, three year extensions at FMV

Premises: 6260 El Camino Real, Suite 200, Carlsbad, CA 92009 (2,685 sq. ft.)

Rental Rate from Lansara, Inc.:

Rental Rate from Lansara, Inc.:	Revenue per Month
Rental Rate of $2.90 NNN per square foot, per month, (2685 sq. ft.)	$7,786.50
Total Monthly Revenue:	**$7,786.50**

Expense to Tri-City Healthcare District:

District ("Landlord) to Provide:	Cost Not to Exceed
Tenant Improvement Allowance of $100 per square foot per rentable area, (2685 sq. ft.) =	$268,500
Space Planning Fee of $0.20 per square foot =	$537
Total Expense:	**$269,037**

Within Fair Market Value: YES (FMV was determined by Lease Comparables)

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

Person responsible for oversight of agreement: Jeremy Raimo, Sr. Director, Business Development / Steve Dietlin, Chief Executive Officer

Motion:
I move that Finance Operations and Planning Committee recommend that TCHD Board of Directors authorize the Lease Agreement for Suite 200 in the Carlsbad Wellness Center MOB located at 6260 El Camino Real, Carlsbad, CA 92009, with Lansara, Inc. for a ten-year term (120 Months), at the rate of $7,786.50 per month for the first year, increasing 3% yearly thereafter, and also tenant improvement costs of $269,037 for Suite 200 in the Carlsbad Wellness Center MOB.

Finance, Operations and Planning Work Plan
Program Tracking Schedule
FY 2018
December 7, 2017

	July	Aug	Sept	Oct	Nov	Dec 2017	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)								●					Ray Rivas
Finance, Operations and Planning Charter, (Annual)										2020 ●			Chair
Construction Report, (Quarterly)	●			●			●			●			Kapua Conley
Accountable Care Organization (ACO) (Annual), (Since 2013)								●					Chief Strategy Officer
Infusion Center, (Annual) (Report quarterly until Oct. 2015 then annual)				●									Sharon Schultz
ED Throughput, (Bi-Monthly) (Changed from monthly, to bi-monthly August 2015)	●		●		●		●		●		●		Candice Parras

	July	Aug	Sept	Oct	Nov	Dec 2017	Jan	Feb	Mar	April	May	June	Responsible Party
Dashboard		●	●	●	●	●	●	●	●	●	●	●	Ray Rivas
Meaningful Use, (Semi-Annual) (Begin reporting September 2015 for one year then semi-annual)			●						●				Mark Albright
Neuroscience Institute – NSI Medical Directorships, (Semi-Annual) (Begin reporting June 2015 for first year then semi-annual)	●						●						Chief Strategy Officer
Medical Director – Surgery (Quarterly) (Began reporting in July 2015)	●			●			●			●			Mary Diamond
IT Physician Liaison (Semi-Annual) (Began reporting in July 2016)	●						●						Mark Albright
Update on Institutes (Annual): • Cardiovascular • Neuroscience • Orthopaedic (Added August 2016, begin reporting August 2017)		●											Chief Strategy Officer
PRIME (Annual) (Timeline pending for update)													Scott Livingstone
Crisis Stabilization Unit (CSU) Update (Semi-Annual) (Added January 2017, begin reporting July 2017)	●						●						Sharon Schultz
Institute for Clinical Effectiveness (Semi-Annual) (Added July 2017, begin reporting January 2018)	●						●						Jeremy Raimo

6.I.

HOSPITAL WIDE THROUGHPUT COMMITTEE

FINANCE, OPERATIONS AND PLANNING

Candice Parras, R.N. – E.D. Director

December 2017

Tri-City Medical Center

ADVANCED HEALTH CARE...FOR YOU

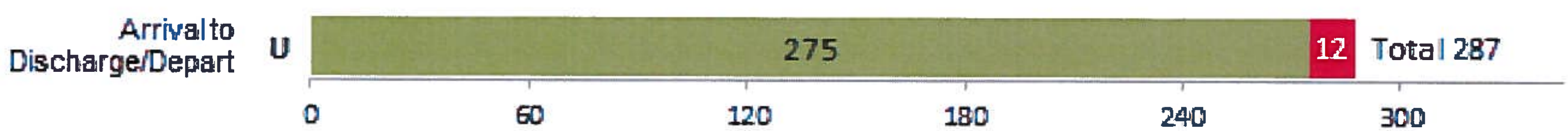
Evaluation/ Analysis

- **Left Without Being Seen (LWBS) Goal = 3.5%**
- **2016 LWBS = 6.9%**
- **YTD 2017 LWBS = 1.23%**

ED Arrival to Discharge

November 1 – 30, 2016 : Actual 325

November 1 – 30, 2017: Goal 275



Tri-City Medical Center
ADVANCED HEALTH CARE...FOR YOU

Actions/ Recommendations

Changes Implemented

1. PA's providing MSE on all patients presenting to Triage from 8a to 2a.
   - MD added 3/01/17.

2. Decrease LWBS
   - Extended hours for Provider in Triage to increase flow, care for greater numbers of vertical ESI 3's.

3. Improve Patient Satisfaction
   - Direct result of immediate contact with Provider
   - All patients registering at Triage

4. Triage Volume
   - 70 + patients seen daily in Triage. This leaves ED beds open for much sicker patients.

Next Steps

9/25/2017 Trial

- Trial for "NO WALL TIME"
- 4 designated beds for Paramedic Patients
- Returns ambulance back to the field

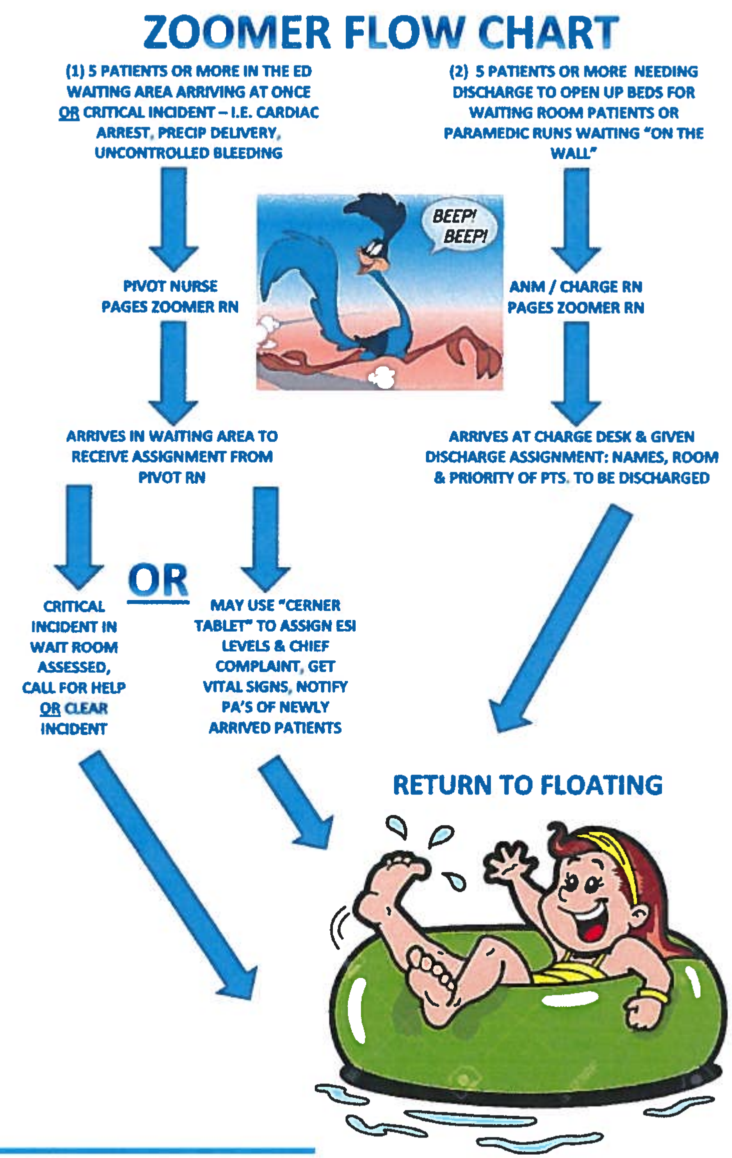
11/30/17

- "No Wall Time" in place when there are more than 2 Paramedics waiting

12/05/17

- "Zoomer Nurse" to be added. See next Slide for Zoomer Flow Chart

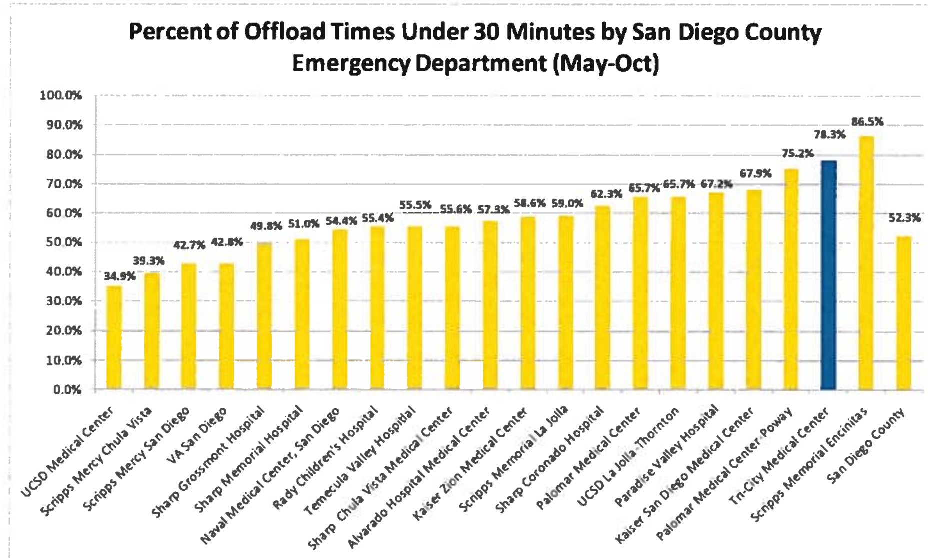
Zoomer Flow Chart



Tri-City Medical Center
ADVANCED HEALTH CARE...FOR YOU

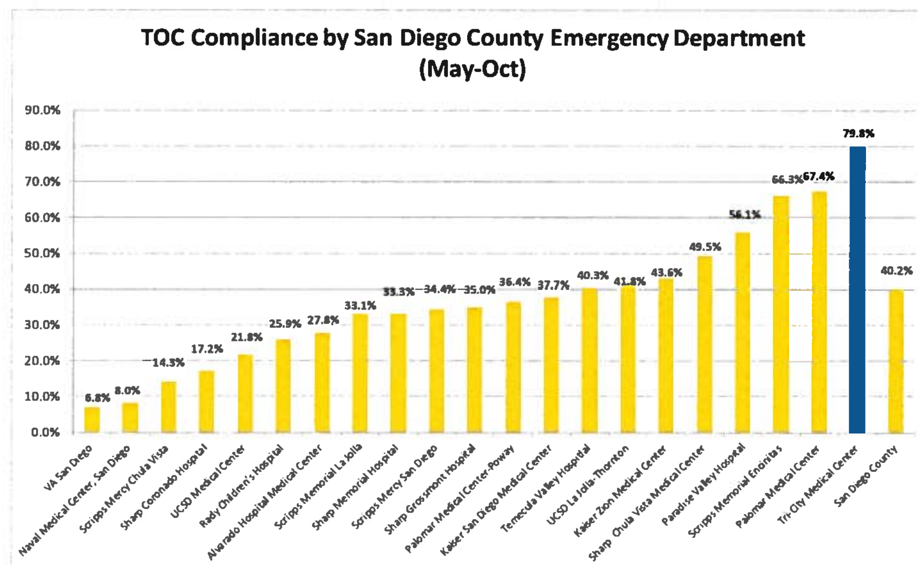
Percent of Offload Times Under 30 Minutes by San Diego County Emergency Department (Avg May-July)

	May	June	July	Aug	Sept	Oct	Avg
UCSD Medical Center	31.4%	36.4%	29.5%	37.1%	40.5%	34.7%	34.9%
Scripps Mercy Chula Vista	45.0%	41.4%	42.4%	39.3%	37.2%	30.4%	39.3%
Scripps Mercy San Diego	49.7%	43.0%	46.0%	38.7%	42.2%	36.4%	42.7%
VA San Diego	47.6%	44.4%	60.0%	35.0%	24.0%	45.7%	42.8%
Sharp Grossmont Hospital	61.3%	51.3%	42.9%	43.2%	50.2%	49.8%	49.8%
Sharp Memorial Hospital	45.8%	50.4%	49.5%	54.5%	53.2%	52.4%	51.0%
Naval Medical Center, San Diego	52.5%	54.1%	55.6%	58.5%	57.6%	48.2%	54.4%
Rady Children's Hospital	65.0%	61.3%	55.5%	52.8%	49.6%	48.1%	55.4%
Temecula Valley Hospitlal	52.4%	53.4%	61.4%	48.7%	57.6%	59.7%	55.5%
Sharp Chula Vista Medical Center	58.1%	57.5%	51.1%	54.6%	58.2%	53.9%	55.6%
Alvarado Hospital Medical Center	54.7%	51.8%	57.9%	63.4%	59.8%	56.2%	57.3%
Kaiser Zion Medical Center	57.1%	60.4%	67.0%	60.2%	52.9%	54.2%	58.6%
Scripps Memorial La Jolla	63.3%	61.3%	61.3%	52.7%	48.9%	66.6%	59.0%
Sharp Coronado Hospital	56.8%	65.6%	62.4%	60.5%	63.5%	65.0%	62.3%
Palomar Medical Center	67.2%	60.9%	63.9%	69.4%	70.8%	61.9%	65.7%
UCSD La Jolla-Thornton	74.3%	72.3%	74.3%	64.5%	57.4%	51.3%	65.7%
Paradise Valley Hospital	69.9%	67.0%	65.8%	65.1%	70.4%	64.9%	67.2%
Kaiser San Diego Medical Center	74.3%	81.3%	73.6%	64.4%	55.4%	58.1%	67.9%
Palomar Medical Center-Poway	73.4%	74.1%	80.2%	78.8%	79.4%	65.1%	75.2%
Tri-City Medical Center	74.4%	83.2%	76.6%	74.8%	80.0%	81.0%	78.3%
Scripps Memorial Encinitas	89.1%	88.6%	86.6%	87.6%	86.0%	81.2%	86.5%
San Diego County	58.3%	56.7%	55.1%	53.9%	55.4%	34.5%	52.3%



TOC Compliance by San Diego County Emergency Department (Avg May-July)

	May	June	July	Aug	Sept	Oct	Avg
VA San Diego	9.5%	14.8%	4.8%	5.0%	4.0%	2.9%	6.8%
Naval Medical Center, San Diego	15.2%	13.2%	10.0%	3.1%	3.6%	2.9%	8.0%
Scripps Mercy Chula Vista	29.4%	20.7%	14.3%	5.5%	11.4%	4.5%	14.3%
Sharp Coronado Hospital	15.5%	31.3%	21.1%	7.9%	14.6%	12.9%	17.2%
UCSD Medical Center	20.9%	22.7%	17.2%	24.1%	25.6%	20.2%	21.8%
Rady Children's Hospital	48.5%	31.9%	27.4%	13.8%	16.1%	17.8%	25.9%
Alvarado Hospital Medical Center	28.9%	20.3%	32.8%	31.9%	27.6%	25.5%	27.8%
Scripps Memorial La Jolla	35.5%	39.1%	30.5%	25.0%	20.9%	47.4%	33.1%
Sharp Memorial Hospital	28.5%	28..9%	29.1%	39.5%	35.0%	34.2%	33.3%
Scripps Mercy San Diego	44.8%	36.9%	39.8%	29.4%	34.4%	20.9%	34.4%
Sharp Grossmont Hospital	56.3%	29.8%	28.8%	29.1%	32.7%	33.3%	35.0%
Palomar Medical Center-Poway	41.8%	32.2%	36.8%	43.9%	38.6%	25.0%	36.4%
Kaiser San Diego Medical Center	59.1%	13.6%	58.8%	33.3%	34.6%	26.5%	37.7%
Temecula Valley Hospitlal	30.8%	41.1%	34.6%	38.0%	49.4%	47.8%	40.3%
UCSD La Jolla-Thornton	58.3%	53.2%	40.4%	43.1%	37.4%	18.4%	41.8%
Kaiser Zion Medical Center	45.3%	43.2%	61.2%	49.0%	33.7%	28.9%	43.6%
Sharp Chula Vista Medical Center	56.9%	55.1%	43.9%	43.9%	50.4%	46.8%	49.5%
Paradise Valley Hospital	63.3%	58.0%	54.0%	52.1%	59.2%	50.2%	56.1%
Scripps Memorial Encinitas	75.1%	73.5%	67.5%	68.5%	70.9%	42.5%	66.3%
Palomar Medical Center	65.6%	62.2%	63.9%	73.3%	77.0%	62.4%	67.4%
Tri-City Medical Center	72.9%	85.2%	76.9%	77.2%	83.7%	82.9%	79.8%
San Diego County	**46.3%**	**41.5%**	**39.4%**	**38.1%**	**39.7%**	**35.9%**	**40.2%**



Financial Strength

Tri-City Medical Center

ADVANCED HEALTH CARE FOR YOU

Financial Information

TCMC Days in Accounts Receivable (A/R)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY18	47.7	47.8	48.9	50.8									48.8	48-52
FY17	51.2	50.2	48.7	50.5	49.6	50.5	48.9	49.0	48.8	49.4	48.1	46.5	50.2	

TCMC Days in Accounts Payable (A/P)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY18	82.1	79.1	78.8	83.4									80.8	75-100
FY17	78.9	81.6	86.5	88.1	91.6	87.9	84.6	79.9	74.6	79.9	81.5	81.9	83.8	

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
FY18	($394)	($429)	($224)	($171)									($1,219)	($1,377)
FY17	$288	$211	$746	$1,118	$414	$317	($226)	$181	($2,912)	($63)	$296	$1,510	$2,364	

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
FY18	-1.33%	-1.39%	-0.76%	-0.55%									-1.00%	-1.15%
FY17	1.04%	0.75%	2.69%	3.99%	1.51%	1.15%	-0.79%	0.67%	-9.92%	-0.22%	0.99%	5.04%	2.12%	

Financial Strength

Tri-City Medical Center

ADVANCED HEALTH CARE FOR YOU

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
FY18	$898	$864	$1,091	$1,146									$3,999	$3,820
FY17	$1,583	$1,496	$2,015	$2,365	$1,711	$1,556	$1,010	$1,428	($1,630)	$1,213	$1,558	$2,741	$7,459	

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
FY18	3.03%	2.80%	3.69%	3.66%									3.30%	3.18%
FY17	5.70%	5.32%	7.27%	8.43%	6.27%	5.64%	3.52%	5.28%	-5.55%	4.23%	5.21%	9.16%	6.68%	

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
FY18	6.51	5.92	6.90	6.26									6.38	6.24
FY17	6.04	5.84	5.74	5.85	6.43	6.16	6.26	6.14	6.25	6.30	6.18	6.56	5.87	

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
FY18	1.57	1.48	1.40	1.19									1.10
FY17	1.37	1.37	1.37	1.59	1.73	1.50	1.35	1.37	1.51	1.32	1.35	1.65	1.10

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

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
FY18	$58.5	$49.8	$42.3	$48.2								
FY17	$29.1	$29.4	$26.8	$18.9	$23.0	$25.9	$35.7	$34.6	$73.6	$74.3	$77.9	$64.0