

June 6, 2023

Board of Supervisors
County of Ventura
800 South Victoria Avenue
Ventura, CA 93009

SUBJECT

Approval of, and Authorization for the Health Care Agency (HCA) Director or Designee to Sign, Contract No. HCA-AMB2023 with AM Berry Consulting, LLC, for Compliance Auditing Consulting Services, in a Maximum Amount of \$206,000 Effective June 6, 2023 through June 5, 2024, and per Contract Year Thereafter for Up to Two Contract Years; Approval of, and Authorization for the HCA Director or Designee to Sign, Amendment No. 2 to Contract No. HCA20PCI1 with Pacific Coast Investments, Inc. Doing Business As Western US Contractors for Program and Layout Services for Future Site Locations, Extending the Contract Through June 30, 2024, and Setting the Not-To-Exceed Amount at \$639,000 for FY 2023-24; Approval of, and Authorization for the HCA Director or Designee to Sign, Second Extension to Contract No. 2021-057 with the City of San Buenaventura for Police Services, Extending the Contract Through June 30, 2024, and Setting the Not-To-Exceed Amount at \$644,000 for FY 2023-24; Approval of, and Authorization for the HCA Director or Designee to Sign, Amendment No. 5 to the Contract Dated March 17, 2020 with Alvarez & Marsal Healthcare Industry Group, LLC for Consulting Services, Extending the Contract Through June 30, 2024, and Setting the Not-To-Exceed Amount at \$126,000 for FY 2023-24; Approval of, and Authorization for the HCA Director or Designee to Sign, Amendment No. 3 to the Contract Dated September 15, 2020 with Black Knight Patrol, Inc. for Security Services, Extending the Contract Through June 30, 2024, and Setting the Not-To-Exceed Amount at \$25,000 for FY 2023-24.

RECOMMENDATIONS

1. Approval of, and authorization for the Health Care Agency (HCA) Director or designee to sign, contract No. HCA-AMB2023 (Exhibit 1) with AM Berry Consulting, LLC (AM Berry), for compliance consulting services, in a maximum amount of \$206,000 effective June 6, 2023, through June 5, 2024, and per contract year thereafter for up to two contract years.

2. Approval of, and authorization for the HCA Director or designee to sign, amendment No. 2 to contract No. HCA20PC11 (Exhibit 2) with Pacific Coast Investments, Inc. doing business as Western US Contractors (Pacific Coast Investments), for program and layout services for future site locations, extending the contract through June 30, 2024, and setting the not-to-exceed amount at \$639,000 for FY 2023-24.
3. Approval of, and authorization for the HCA Director or designee to sign, second extension to contract No. 2021-057 (Exhibit 3) with City of San Buenaventura, for police services, extending the contract through June 30, 2024, and setting the not-to-exceed amount at \$644,000 for FY 2023-24.
4. Approval of, and authorization for the HCA Director or designee to sign, amendment No. 5 to the contract dated March 17, 2020 (Exhibit 4) with Alvarez & Marsal Healthcare Industry Group, LLC (Alvarez), for consulting services, extending the contract through June 30, 2024, and setting the not-to-exceed amount at \$126,000 for FY 2023-24.
5. Approval of, and authorization for the HCA Director or designee to sign, amendment No. 3 to the contract dated September 15, 2020 (Exhibit 5) with Black Knight Patrol, Inc. (Black Knight), for security services, extending the contract through June 30, 2024, and setting the not-to-exceed amount at \$25,000 for FY 2023-24.

FISCAL IMPACT

Mandatory: No
Source of Funding: VCMC Operating Revenues/Collections
Funding Match Required: None
Impact on Other Departments: NA

Summary of Annual Revenues and Costs under this agreement:

	<u>Contract Year 1</u>	<u>Contract Year 2</u>
REVENUE:	\$1,640,000	\$206,000
DIRECT COSTS:	\$1,640,000	\$206,000
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Current Year Fiscal Budget

Current FY 2022-23 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$597,277,305	\$651,189,238	\$628,517,835	\$22,671,403
Revenue	\$597,588,755	\$604,063,467	\$620,070,394	\$16,006,927
Operational Income/(Loss)	\$311,450	(\$47,125,771)	(\$8,447,441)	\$38,678,330

Sufficient revenue and appropriations are included in the FY 22-23 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

DISCUSSION

AM Berry is a consulting firm which specializes in compliance advisory services with clients throughout the United States, with significant experience in California. Through their expert staff of coders, billers, and compliance consultants, they provide clinical documentation review, audits in defense of compliance enforcement actions, and provide best practices recommendations. Additionally, AM Berry will provide coaching to HCA’s medical staff to ensure documentation accurately represents a patient’s clinical status that translates into accurately coded data and defensible billing. The services provided by AM Berry will enable HCA to enhance the effectiveness of its compliance program and provide a record to support revenue appropriateness.

Pacific Coast Investments has been working with HCA on the design and drawings for the future medical office building and hospital located on the Limoneira property in Santa Paula. Additionally, HCA is considering consolidating its specialty care services, and has worked with Pacific Coast Investments to develop conceptual drawings for this single site concept.

City of San Buenaventura provides the VCMC Emergency Department and immediate surrounding areas with a uniformed police officer, providing security to ensure a safe environment for both patients and staff by deterring criminal activity and possible violent behavior.

Alvarez provides strategic assessment and advisory services for HCA which includes evaluations of health care related market activities, high-level financial analyses of potential partnerships, and analysis of relevant trends in the health care environment in Ventura County and the Southern California market. They successfully help secure the relationship with Children’s Hospital Los Angeles Medical Group, and are currently assisting with the Keck School of Medicine of the University of Southern California relationship.

Black Knight provides security services at the HCA One Stop/Care Pods events. These events are designed to engage homeless persons in locations where they live or

congregate. The goal is to provide a continuum of needed services all in one location. The uniformed armed guards patrol the immediate environment, maintain situational awareness, and intervene when needed before a situation escalates. They engage with law enforcement and EMS when needed.

This letter has been reviewed by the County Executive Office, County Counsel, and Auditor-Controller's Office. If you have any questions regarding this item, please call John Fankhauser, M.D., Chief Executive Officer, County Hospitals, at 805-652-6058 or Theresa Cho, M.D., Chief Executive Officer, Ambulatory Care, at 805-339-1192.



Theresa Cho, M.D.
Chief Executive Officer, Ambulatory Care



John Fankhauser, M.D.
Chief Executive Officer, County Hospitals



Barry L. Zimmerman
Health Care Agency Director

EXHIBITS

- Exhibit 1 – AM Berry Consulting LLC Contract No. HCA-AMB2023
- Exhibit 2 – Pacific Coast Investments Inc. dba Western US Contractors - Amendment No. 1 to Contract No. HCA20PCI1
- Exhibit 3 – City of San Buenaventura - Amendment No. 2 to Services Agreement No. 2021-057
- Exhibit 4 - Alvarez & Marsal Healthcare Industry Group, LLC - Amendment No. 5 to March 17, 2020 Contract
- Exhibit 5 – Black Knight Patrol, Inc. Amendment No. 5 to September 15, 2020 Contract