

Setting the Standard in Health Care Excellence

January 23, 2024

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

Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 2 to County Contract No. 8999 with Maxim Healthcare Services Holdings, Inc. dba Maxim Healthcare Staffing Services, Inc., for Temporary Staffing Services, Increasing the Contract Not-to-Exceed Amount by \$1,666,000, for a New Contract Not-to-Exceed Amount of \$2,266,000, and a Contract Not-to-Exceed Amount of \$2,085,000 per any Fiscal Year Thereafter, Effective January 23, 2024.

RECOMMENDATION:

That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 2 to County contract No. 8999 for temporary staffing with Maxim Healthcare Services Holdings, Inc. dba Maxim Healthcare Staffing Services, Inc. (Maxim), increasing the contract not-to-exceed amount by \$1,666,000, for a new contract not-to-exceed amount of \$2,266,000, and a contract not-to-exceed amount of \$2,085,000 per any fiscal year thereafter, effective January 23, 2024.

FISCAL IMPACT:

| | |
|------------------------------|---|
| Mandatory: | No |
| Source of Funding: | VCMS – Operating Revenues/Collections/Grants/Public Health – General Fund/State/Federal |
| Funding Match Required: | None |
| Impact on Other Departments: | N/A |

Summary of Annual Revenues and Costs under this agreement – VCMS.

| | <u>FY 2023-24</u> | <u>FY 2024-25</u> |
|--------------------|-------------------|-------------------|
| REVENUE: | \$916,000 | \$1,200,000 |
| DIRECT COSTS: | \$916,000 | \$1,200,000 |
| INDIRECT COSTS: | Minor | Minor |
| Net revenue <cost> | \$0 | \$0 |

Summary of Revenues and Costs – Public Health

| | <u>FY 2023-24</u> | <u>FY 2024-25</u> |
|---------------------|-------------------|-------------------|
| Revenue: | \$ 750,000 | \$ 885,000 |
| Costs: | | |
| Direct | \$ 750,000 | \$ 885,000 |
| Indirect-Dept. | \$ -0- | \$ -0- |
| Indirect-County CAP | \$ -0- | \$ -0- |
| Net Costs | \$ -0- | \$ -0- |

CURRENT FISCAL YEAR BUDGET

Sufficient revenue and appropriations are included in the FY 23-24 adopted budget.

| Current FY 2023-24 Budget Projections for Ventura County Medical Center #3300 | | | | |
|--|-----------------------|------------------------|-------------------------|------------------------------------|
| | Adopted Budget | Adjusted Budget | Projected Actual | Estimated Savings/(Deficit) |
| Expenditures | \$673,790,899 | \$673,790,899 | \$673,790,899 | \$0 |
| Revenue | \$665,452,626 | \$665,452,626 | \$665,452,626 | \$0 |
| Operational Income/(Loss) | (\$8,338,273) | (\$8,338,273) | (\$8,338,273) | \$0 |

The operational income includes "Operating Transfers In" that is primarily attributed to County contributions.

| Current FY 2023-2024 Budget Projection for HCA - Public Health, Division 3100 | | | | |
|--|-----------------------|------------------------|--------------------------|------------------------------------|
| | Adopted Budget | Adjusted Budget | Projected Actuals | Estimated Savings/(Deficit) |
| Appropriations | \$41,790,369 | \$57,185,678 | \$57,185,678 | -0- |
| Revenue | \$38,078,241 | \$46,392,875 | \$46,392,875 | -0- |
| Net Cost | \$3,712,128 | \$10,792,803 | \$10,792,803 | -0- |

| Current FY 2023-2024 Budget Projection for HCA - Public Health – Children's Medical Services, Division 3140 | | | | |
|--|-----------------------|------------------------|--------------------------|------------------------------------|
| | Adopted Budget | Adjusted Budget | Projected Actuals | Estimated Savings/(Deficit) |
| Appropriations | \$14,562,755 | \$15,034,360 | \$15,034,360 | -0- |
| Revenue | \$12,701,955 | \$12,701,955 | \$12,701,955 | -0- |
| Net Cost | \$1,860,800 | \$2,332,405 | \$2,332,405 | -0- |

STRATEGIC PLAN PRIORITY

The item presented in this Board letter supports the Healthy, Safe, and Resilient Communities strategic priority of the County Strategic Plan as it is designed to meet the goal of providing access to quality healthcare required for our community to thrive.

DISCUSSION

Maxim has been a trusted provider of temporary staffing services for the Healthcare Agency since 2003, demonstrating a strong commitment to supporting our community. Over the past several years, Maxim has played a crucial role in furnishing temporary staff to bolster the County COVID-19 hotline and provided invaluable support within the Public Health Department and Ambulatory Care clinics during the pandemic.

The proposed amendment increases the contract not-to-exceed amount by \$1,666,000, resulting in a new contract not-to-exceed amount of \$2,266,000 for fiscal year 2023-24, and \$2,085,000 per fiscal year thereafter. This adjustment will facilitate the settlement of outstanding invoices and ensure the availability of future services required by Ambulatory Care and Public Health.

Ambulatory Care – The costs associated with this amendment will be mitigated by the Ambulatory Care HRSA Vaccine Grant, which will provide \$700,000 for the fiscal year 2023-24. This grant has facilitated the enlistment of additional support staff through Maxim, thereby enhancing our COVID, flu, and other adult/pediatric vaccination efforts. Furthermore, the Ambulatory Care HRSA Test-to-Treat Grant will contribute an additional \$250,000 for the fiscal year 2023-24, enabling us to expand COVID testing and subsequent treatment efforts by enlisting further support staff through Maxim.

This letter has been reviewed by the County Executive Office, County Counsel, Auditor-Controller's Office, and General Services Agency Procurement Services. If you have any questions regarding this item, please call Theresa Cho, M.D., Chief Executive Officer, Ambulatory Care, at 805-339-1192, or Rigoberto Vargas, Public Health Director, at (805) 981-5101.



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



Barry L. Zimmerman
Health Care Agency Director



Rigoberto Vargas
Public Health Director

EXHIBIT

Exhibit 1 – Maxim Healthcare Services Holdings, Inc. dba Maxim Healthcare Staffing
Services, Inc., Amendment No. 2 to Contract No. 8999.