



Setting the Standard in Health Care Excellence

November 7, 2023

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. 1 to County Contract No. 9048 with Aya Healthcare, Inc. (Aya), for Temporary Staffing Services, Modifying the Rate Schedules to Include New Positions, Effective October 15, 2023, and to Create a Purchase Document for Other Non-Nurse Non-Lab Temporary Staffing Services with a Not-to-Exceed Amount of \$900,000 for FY23-24; Authorization for the Purchasing Agent or Designee to Increase or Decrease the Individual Contract Amounts for Specified Clinical Laboratory Registries as Needed, Provided that the Aggregate Amount Paid for Temporary Clinical Laboratory Staffing Services Does Not Exceed \$995,000 in FY 23-24; Ratification of the Health Care Agency's Authorization for Aya to Provide Services in Anticipation of Your Board's Approval.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 1 to county contract No. 9048 with Aya Healthcare, Inc., (Aya) (Exhibit 1) for temporary staffing services, modifying the rate schedules to include new positions, effective October 15, 2023, and to create a purchase document for other temporary staffing services with a not-to-exceed amount of \$900,000 for FY23-24, and ratify HCA's authorization of Aya to provide services in anticipation of your Board's approval of this amendment.
2. That your Board authorize the Purchasing Agent or designee to increase or decrease the individual contract amounts for the clinical laboratory registries identified in Table No. 1 as needed, provided that the aggregate amount paid for clinical laboratory staffing services does not exceed \$995,000 for FY 23-24.

REASON FOR RATIFICATION

HCA authorized Aya to provide services under the terms of the proposed amendment pending your Board's approval.

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>FY 2023-24</u>	<u>FY 2024-25</u>
REVENUE:	\$900,000	\$
DIRECT COSTS:	\$900,000	\$
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

The requested amount is for non-nurse / non-laboratory temporary staffing services – Schedule A-MA05 – Other (MA AYAHEALTHCARFY24MA05).

Table 1: Clinical Laboratory Registry Services (Pooled)

Registry	Purchase Document Number	FY 2023-2024 BUDGET AMOUNT	FY 2023-2024 ENCUMBRANCE	FY 2023-2024 INCREASE or <DECREASE>	FY 2023-2024 TOTAL ENCUMBRANCE
Budget Unit 3300					
AB Staffing Solutions, LLC	MA ABSTAFFINGSOFY2*MA01	\$ 205,000	\$ 205,000	\$ (100,000)	\$ 105,000
AMN Healthcare, Inc.	MA AMNHEALTHCARFY2*MA03	\$ 300,000	\$ 300,000	\$ (200,000)	\$ 100,000
AYA Healthcare, Inc.	MA AYAHEALTHCARFY2*MA04		\$ -	\$ 300,000	\$ 300,000
Cross Country Staffing, Inc.	MA CROSSCOUNTRYFY2*MA02	\$ 150,000	\$ 150,000		\$ 150,000
MLee Healthcare Staffing and Recruiting Inc. dba McCall and Lee, LLC	CT 3300FY**000000000446	\$ 340,000	\$ 340,000		\$ 340,000
Total		\$995,000	\$995,000	\$0	\$995,000

*Adding AYA Healthcare, Inc., to the clinical laboratory registry services pool.

Current Year Fiscal 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

Sufficient revenue and appropriations are included in the FY 23-24 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

DISCUSSION:


The proposed amendment before your Board is for Aya Healthcare, Inc. (Aya) for temporary staffing services, introducing new positions effective October 15, 2023, to support various departments at Ventura County Medical Center (VCMC), including cardiopulmonary services, food & nutrition services, imaging services, pharmacy services and rehabilitation services. Aya will provide staffing to backfill unanticipated vacancies, medical leaves, and extended leaves of absences in these departments.

To ensure better budget organization and accuracy, the amendment introduces separate purchase orders for each service Aya offers, namely Schedule A-MA03 – Nurse (for nurse services), Schedule A-MA04 – Lab (for laboratory services), Schedule A-MA05 – Other (for non-nurse non-lab services). This strategy allows for a more accurate distribution of funds to each service, thus preventing over-budgeting. The amendment allocates \$900,000 for Schedule A-MA05 – Other, enabling the addition of crucial positions that contribute to VCMC's ability to provide excellent patient care.

Additionally, Aya (Schedule A-MA04) is being added to the vendor list for the laboratory registries services funding pool, which will bolster our ability to secure staff for the laboratory, enhancing service availability and efficiency. Importantly, this inclusion does not have a fiscal impact as it merely reallocates the existing "does-not-exceed" sum in a different manner (Table No. 1).

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 John Fankhauser, M.D., Chief Executive Officer, County Hospitals, at 805-652-6058.



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

Barry L. Zimmerman
Health Care Agency Director

EXHIBITS:

Exhibit 1 – Aya Healthcare, Inc. – Amendment No. 1 to Contract No. 9048