
Setting the Standard in Health Care Excellence

June 18, 2024

Board of Supervisors
County of Ventura
800 S. Victoria Ave.
Ventura, CA 93009

SUBJECT:

Approval of, Ratification of and Authorization for the Health Care Agency Director or Purchasing Agent, as Applicable, or their Designees, to Sign Amendment No. 1 to County of Ventura Contract 9297 with Conejo Health for Substance Use and Mental Health Disorders Counseling Services, Amendment No. 14 to the Agreement with Haemo-Stat, Inc. dba Haemo-Stat Acute Services for Inpatient Dialysis Services, Amendment No. 10 to County of Ventura Contract No. 7249 Crothall Laundry Services Inc., for Laundry Services, Amendment No. 6 to County of Ventura Contract No. 7682 with California Business Bureau, Inc. for Collection Services, Amendment No. 13 to County of Ventura Contract No. 6230 with EMMI Physician Services, Inc., for Anesthesia Billing Services, and Amendment No. 1 to County of Ventura Contract No. 8268A with R and J Prosthetic Appliance Co. for Prosthetics, Orthotics and Medical Supplies Services.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 1 to County of Ventura Contract 9297 (Exhibit 1) with Conejo Health for substance use and mental health counseling services, expanding the scope of services, effective upon execution.
2. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 14 to the Agreement for Nephrology/Dialysis Services (Exhibit 2) with Haemo-Stat, Inc. dba Haemo-Stat Acute Services (Haemo-Stat) for inpatient dialysis services, effective July 1, 2024, extending the contract through October 30, 2024, and increasing the not-to-exceed amount by \$500,000 from \$4,650,000 to \$5,150,000 for the period of January 1, 2021, through October 30, 2024.
3. That your Board approve, and authorize the Health Care Agency (HCA) Director or designee to sign, Amendment No. 10 to County of Ventura Contract No. 7249 (Exhibit 3) with Crothall Laundry Services Inc. (Crothall), for laundry services effective April 14, 2024, to change the name of the company to Core Linen Services, Inc., increasing the hourly

rates for contractor personnel and increasing the total contract not-to-exceed amount by \$15,560 from \$8,078,823 to \$8,094,383, and ratify HCA's authorization for the contractor to provide services under the terms of the amendment in anticipation of your Board's approval.

4. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 6 to County of Ventura Contract No. 7682 (Exhibit 4) with California Business Bureau, Inc. (California Business Bureau), for collection services, extending the contract through December 31, 2024, increasing the not-to-exceed amount by \$150,000 from \$200,000 to \$350,000 for Fiscal Year 2023-2024, and setting the not-to-exceed amount for Fiscal Year 2024-2025 at \$199,000, and ratify HCA's authorization for the contractor to provide services under the terms of the amendment in anticipation of your Board's approval.

5. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 13 to County of Ventura Contract No. 6230 (Exhibit 5) with EMMI Physician Services, Inc. (EMMI), for anesthesia billing services, extending the contract through June 30, 2025, increasing the not-to-exceed amount by \$133,446 to \$390,000 for Fiscal Year 2023-2024, and setting the not-to-exceed amount at \$390,000 for Fiscal Year 2024-2025.

6. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 1 to County of Ventura Contract No. 8268A (Exhibit 6) with R and J Prosthetic Appliances Co. (R and J) for prosthetics, orthotics, and medical supplies services, increasing the not-to-exceed amount by \$55,000 to \$380,390 for Fiscal Year 2023-2024, and setting the not-to-exceed amount at \$380,390 for Fiscal Year 2024-25.

REASON FOR RATIFICATION:

HCA authorized Crothall to provide services under the financial terms of the amendment effective April 11, 2024, in anticipation of your Board's approval of the increased hourly rates. HCA authorized the California Business Bureau to continue to provide services under the contract effective August 31, 2023, in anticipation of your Board's approval of the increased contract amount.

FISCAL IMPACT:

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

Summary of Annual Revenues and Costs Under these Agreements:

	<u>FY 2023-24</u>	<u>FY 2024-25</u>
REVENUE:	\$341,558	\$1,481,838
DIRECT COSTS:	\$341,558	\$1,481,838
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

FY 2023-24 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$673,790,899	\$721,214,436	\$676,277,276	\$44,937,160
Revenue	\$665,452,626	\$682,772,959	\$672,052,975	(\$10,719,984)
Operational Income/(Loss)	(\$8,338,273)	(\$38,441,477)	(\$4,224,301)	\$34,217,176

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. Sufficient revenue and appropriations are included in the FY2024-25 budget.

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:

Pursuant to Government Code Section 25502.5, approval must be secured from your Board for all services that are expected to exceed the Purchasing Agent's authority (\$200,000 per contractor) during the fiscal year.

Ongoing monitoring of contractor performance and contract compliance is regularly conducted throughout the fiscal year to ensure the provision of high-quality services. The contract amounts projected for Fiscal Year 2024-25 are based on prior year expenditures, anticipated usage based on future growth, and costs necessary to satisfy compliance requirements.

Conejo Health is a 501(c)(3) nonprofit organization that provides public health services in the Conejo Valley. In February, your Board approved a contract with Conejo Health to provide behavioral health counselors as navigators for patients with substance use disorders. Conejo Health counselors are also able to provide additional navigation

services for patients with concurrent behavioral health disorders or patients with behavioral health disorders without substance use. The proposed amendment (Exhibit 1) will add these services to the agreement. The following will be added to the scope of services: help patients with dual diagnoses or just behavioral health conditions to access behavioral health clinicians and set up follow-up appointments, assist patients who are unlinked to clinicians to establish care, and educate patients, along with HCA staff, about community behavioral health resources. There is no additional cost for these services.

Haemo-Stat provides inpatient dialysis services for Ventura County Medical Center (VCMC) and Santa Paula Hospital (SPH). The services provided by Haemo-Stat are vital to VCMC and SPH patients. The proposed amendment (Exhibit 2) extends the term of the contract through October 30, 2024, and increases the not-to-exceed amount by \$500,000 to \$5,150,000 for the period from January 1, 2021 through October 30, 2024. This additional extension is required to provide HCA and Haemo-Stat sufficient time to complete negotiations on a new contract, which is now expected to be effective October 31, 2024.

Crothall Laundry Services Inc., now rebranded as Core Linen Services, has provided laundry services for various HCA facilities since 2015. The proposed amendment (Exhibit 3) increases the hourly rates for some Core Linen employees effective April 11, 2024, and increases the not-to-exceed amount by \$15,560 from \$8,078,823 to \$8,094,383 (this not to exceed term is cumulative for the period of November 1, 2015, through October 31, 2024.)

California Business Bureau provides collection services on delinquent patient accounts. Cash accounts are referred for collection as soon as they become delinquent to allow for early discussions and establishment of a payment plan with the patient as soon as possible. The proposed amendment (Exhibit 4) extends the term of the contract through December 31, 2024, increases the not-to-exceed amount for Fiscal Year 2023-2024 by \$150,000 from \$200,000 to \$350,000, and sets the not-to-exceed amount for Fiscal Year 2024-2025 at \$199,000.

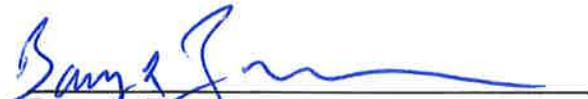
EMMI provides anesthesia professional fee billing services to VCMC and SPH. EMMI earns a fee based on a percentage of the fees it collects. The proposed amendment (Exhibit 5) extends the contract through June 30, 2025, increases the not-to-exceed amount by \$133,446 for Fiscal Year 2023-2024, and sets the not-to-exceed amount at \$390,000 for Fiscal Year 2024-2025.

R and J provides services related to fitting and customization of prosthetic and orthotic devices for HCA patients. The R and J staff works closely with the VCMC trauma team, neurologists, and orthopedic surgeons to provide patients with prosthetic and orthotic devices to minimize recovery time and patient financial responsibility. The proposed amendment (Exhibit 6) increases the not-to-exceed amount by \$55,000 to \$380,390 for Fiscal Year 2023-2024 and sets the not-to-exceed amount at \$380,390 for Fiscal Year 2024-25.

This Board letter has been reviewed by the County Executive Office, Auditor-Controller's Office, and County Counsel. If you have any questions regarding this item, please contact John Polich, HCA Deputy Director for Government and Regulatory Affairs, at (805) 677-5140.



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



Barry L. Zimmerman
Health Care Agency Director

- Exhibit 1** – Conejo Health -- Amendment No. 1 to Contract 9297
- Exhibit 2** – Haemo-Stat -- Amendment No. 14 to Agreement for Nephrology/Dialysis Services
- Exhibit 3** – Core Linen -- Amendment No. 10 to Contract No. 7249
- Exhibit 4** – California Business Bureau – Amendment No. 6 to Contract No. 7682
- Exhibit 5** – EMMI – Amendment No. 13 to Contract No. 6230
- Exhibit 6** – R and J – Amendment No. 1 to Contract No. 8268A