

April 29, 2025

County of Ventura Board of Supervisors

**Subject:**

**Approval of, and Authorization for the Purchasing Agent or Designee to Sign, the In-Hospital Dialysis and Apheresis Services Agreement with Haemo-Stat, Inc. dba Haemo-Stat Acute Services for Inpatient Nephrology/Dialysis Services, for an Initial Three-Year Term. Effective July 1, 2025 through June 30, 2028, with Automatic 1-Year Extensions; Authorization for the Purchasing Agent or Designee to Issue Purchase Documents in the Amount of up to \$2,500,000 per Fiscal Year, Plus a Three Percent (3%) Increase Each Fiscal Year; Authorization for the Health Care Agency Director, Purchasing Agent or Designees to Sign Amendments to Adopt Operational Guidelines for Services and Make Modifications to Implement the Agreement, Subject to County Counsel Approval; and Authorization for Waiver of County Administrative Manual Policy No. Chapter VI-1 Prohibiting the Inclusion of Provisions for Attorney Fees and Interest (Levine Act Item).**

**Recommendations:**

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, an Agreement for In Hospital Dialysis and Apheresis Services with Haemo-Stat, Inc. dba Haemo-Stat Acute Services (Haemo-Stat) for an initial three (3) year term from July 1, 2025 through June 30, 2028, with automatic 1-year extensions in the amount of \$2,500,000 per fiscal year, plus a 3% increase each fiscal year (Exhibit 1).
2. That your Board authorize the Purchasing Agent or designee to issue purchasing documents for the Agreement for up to \$2,500,000, plus a 3% increase, each fiscal year.
3. That your Board authorize the Purchasing Agent or designee to extend the term of the Agreement (after the initial three-year term) for consecutive one (1) year periods, plus a 3% increase each fiscal year. All extensions would be subject to all necessary prior appropriations and other budgetary approvals by your Board and review and approval as to form by County Counsel.
4. That your Board authorize the Health Care Agency (HCA) Director, Purchasing Agent or their designees to amend the Agreement to; (a) adopt operational guidelines, such as for scheduling, rates, medical specifications, equipment and supplies, procedures, operational responses to new laws or regulations, etc. and other modifications

necessary or convenient to implement the intent of this Agreement; (b) make contractual and administrative budget modifications that do not increase the “not to exceed” amount of \$2,500,000 plus a 3% increase each fiscal year, and; (c), make corrections, clarifications, business entity name changes from mergers and acquisitions (except name and TIN change), including payment information (excluding Taxpayer ID number), and technical changes to the Agreement, when the changes are consistent with the original purpose of the contract and do not result in additional costs to the County, subject to County Counsel review and approval.

5. That your Board authorize waiver of County Administrative Manual Policy No. Chapter VI-1 prohibiting the inclusion of provisions for attorney fees and interest for past due invoices.

**Fiscal Impact:**

Summary of Annual Revenues and Costs Under this Agreement

	<u>FY 2025-2026</u>	<u>FY 2026-2027</u>
Revenues	\$2,500,000	\$2,575,000
Costs	\$2,500,000	\$2,575,000
Net County Cost	\$0	\$0

Funding Source(s): VCMC Operating Revenues/Collections  
Match Requirement: None

**Discussion:**

Haemo-Stat currently 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 previous contract was extended several times pending negotiation of a new agreement.

The attached Agreement is effective July 1, 2025 through June 30, 2028, with automatic 1-year extensions unless either party provides written notice of non-renewal to the other no less than 90 days prior to the expiration of the then-current term. The automatic extensions will ensure no interruption for these vital services. The Health Care Agency is requesting purchase documents be issued in an amount not to exceed \$2,500,000 per fiscal year, plus a three percent (3%) increase each fiscal year.

The Agreement requires payment of interest on amounts that are unpaid more than 30 days past the payment due date, as well as attorney fees incurred during the collection process. To obtain necessary services, HCA is requesting that your Board approve waiver of County Administrative Manual Policy No. Chapter VI-1 to permit inclusion of these provisions in the Agreement.

**Future Flexibility:** HCA is also requesting authorization for the HCA Director and Purchasing Agent or their designees to have flexibility in managing this Agreement by executing amendments for extensions, corrections, adopting operational guidelines (such as for scheduling, medical specifications, equipment and supplies, procedures, operational responses to new laws or regulations, and other modifications necessary or

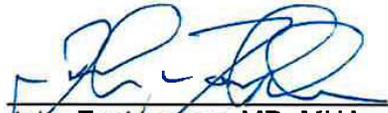
convenient to implement the intent of this Agreement), minor modifications, budget adjustments, adjustments to purchasing documents, business entity name changes from mergers and acquisitions, including changes in payment information (except name and Taxpayer ID number change), and increasing and decreasing of the budgets for purchasing documents up to the “not to exceed” amount of \$2,500,000 per fiscal year, plus a three percent (3%) increase each fiscal year. This will allow HCA to better respond to operational needs.

The portions of the agreement concerning compensation paid by the Healthcare Agency are exempt from disclosure under the Public Records Act (Health and Safety Code Section 1457 (c) (1)). If the Board would like further information regarding the rates, the original documents are retained by Mike Taylor, HCA's Chief Financial Officer.

**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.

This letter has been reviewed by the County Executive Office, County Counsel, General Services Agency Procurement Services, and the Auditor-Controller's Office. If you have any questions regarding this item, please call John Fankhauser, MD, Chief Executive Officer, County Hospitals, at 805-652-6058.



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John Fankhauser, MD, MHA  
Chief Executive Officer, County Hospitals



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Theresa Cho, MD, MHA  
Health Care Agency Director

**Exhibit**

Exhibit- Haemo-Stat, Inc. Agreement