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*Setting the Standard in Health Care Excellence*

December 19, 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. 8 to Contract No. 8667 with AB Staffing Solutions, LLC, Amendment No. 1 to Contract No. 9172 with American Staffing Registry, Inc., Amendment No. 18 to Contract No. 7273 with AMN Healthcare, Inc., Amendment No. 4 to Contract No. 8913 with Cross Country Staffing, Inc., Amendment No. 22 to Contract No. 5446 with Pridestaff, Inc., Amendment No. 21 to Contract No. 6462 with Preferred Healthcare Registry, Inc., Amendment No. 23 to Contract No. 6011 with Quincy MD LLC, and Amendment No. 11 to Contract No. 7921 with XPRT Staffing, Inc., for Temporary Staffing Services, Removing the Not-to-Exceed Amounts; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 11 to Contract No. 7695 with Echo Tech Imaging, Inc. (Echo) and Amendment No. 6 to Contract No. 8050 with Therapeutic Resources Inc. (Therapeutic), for Temporary Staffing Services, Extending the Term of the Contracts, and Removing the Not-to-Exceed Amounts; Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 2 to Contract No. 9048 with Aya Healthcare, Inc. (Aya), for Temporary Staffing Services, Adding Additional Positions; Approval of, and Authorization for the Purchasing Agent or Designee to Increase or Decrease the Individual Contract Amounts for Specified Registry Services as Needed, Provided that the Aggregate Amount Paid for Temporary Registry Services Does Not Exceed \$2,326,602 for FY23-24; Ratification of the Health Care Agency's Authorization of Echo, Aya, and Therapeutic to Provide Services Under the Terms of the Agreement and Amendments in Anticipation of Your Board's Approval.**

**RECOMMENDATIONS:**

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 8 to contract No. 8667 with AB Staffing Solutions, LLC (ABSS) (Exhibit 1), amendment No. 1 to contract No. 9172 with American Staffing Registry, Inc. (ASR) (Exhibit 2) amendment No. 18 to contract No. 7273 with AMN Healthcare, Inc. (AMN) (Exhibit 3), amendment

No. 4 to contract No. 8913 with Cross Country Staffing, Inc. (Cross Country) (Exhibit 5), amendment No. 22 to contract No. 5446 with Pridestaff, Inc. (Pridestaff) (Exhibit 7), amendment No. 21 to contract No. 6462 with Preferred Healthcare Registry, Inc. (Preferred) (Exhibit 8), amendment No. 23 to contract No. 6011 with Quincy MD LLC (Quincy) (Exhibit 9), and amendment No. 11 to contract No. 7921 with XPRT Staffing, Inc. (XPRT) (Exhibit 11), for temporary staffing services, removing the not-to-exceed amounts.

2. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 11 to contract No. 7695 with Echo Tech Imaging, Inc. (Echo) (Exhibit 6) and amendment No. 6 to contract No. 8050 with Therapeutic Resources Inc. (Therapeutic) (Exhibit 10), for temporary staffing services, extending the term of the contracts, and removing the not-to-exceed amounts, and ratify HCA’s authorization of Echo and Therapeutic to provide services in anticipation of your Board’s approval of this amendments.
3. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 2 to contract No. 9048 with Aya Healthcare, Inc. (Aya) (Exhibit 4), for temporary staffing services, adding additional positions, and ratify HCA’s authorization of Aya to provide services in anticipation of your Board’s approval of this amendment.
4. That your Board authorize the Purchasing Agent or designee to increase or decrease the individual contract amounts for specified registry services (Table No. 1) as needed, provided that the aggregate amount paid for temporary registry services does not exceed \$2,326,602 for FY23-24.

**REASON FOR RATIFICATION**

We have been delayed in bringing Echo, Therapeutic and Aya amendments to your Board due to the additional time required to complete negotiations with the contractors on the payment structure.

**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 this agreement.

	<u>FY 2023-24</u>	<u>FY 2024-25</u>
REVENUE:	<\$508,398>	\$
DIRECT COSTS:	<\$508,398>	\$
INDIRECT COSTS:	Minor	Minor
Net revenue <cost>	\$0	\$0

<b>Current FY 2023-24 Budget Projections for Ventura County Medical Center #3300</b>				
	<b>Adopted Budget</b>	<b>Adjusted Budget</b>	<b>Projected Actual</b>	<b>Estimated Savings/(Deficit)</b>
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 is primarily attributed to County contributions.

**Table 1: Registry Services – Funding Pool – FY2023-24**

Contains the requests for FY2023-24 for Services (Pooled)

Vendor	Contract / Purchase Document	Exhibit No.	Recommendation	FY 2023-2024	FY 2023-2024	FY 2023-2024
				BOS Approved	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
<b>Budget Unit 3300</b>						
AB Staffing Solutions, LLC.	8667 / MA ABSTAFFINGSOFY2*MA04	1	2	\$395,000	\$55,000	\$450,000
American Staffing Registry, Inc.	9172 / MA AMERICANSTAFFY2*MA01	2	2		\$100,000	\$100,000
AMN Healthcare, Inc.	7273 / MA AMNHEALTHCARFY2*MA04	3	2	\$350,000	-\$300,000	\$50,000
Aya Healthcare, Inc.	9048 / MA AYAHEALTHCARFY24MA05	4	4	\$900,000	-\$255,000	\$645,000
Cross Country Staffing, Inc. dba Cross Country Healthcare Services.	8913 / MA CROSSCOUNTRYFY2*MA03	6	2	\$350,000	-\$150,000	\$200,000
Echo Tech Imaging, Inc.	7695 / CT 3300FY2*00000000189	7	3		\$25,000	\$25,000
Pridestaff, Inc. dba Rx Relief	5446 / MA RXRELIEF0000FY2*MA01	8	2	\$180,000	-\$80,000	\$100,000
Preferred Healthcare Registry, Inc.	6462 / MA PREFERREDHEAFY2*MA01	9	2	\$360,000	-\$100,000	\$260,000
Quincy MD LLC.	6011 / MA QUINCYMDLLCFY2*MA01	10	2		\$25,000	\$25,000
Therapeutic Resources Inc.	8050 / MA THERAPEUTICRFY2*MA01	11	3		\$171,602	\$171,602
XPRT staffing, Inc.	7921 / MA XPRTSTAFFINGFY2*MA01	12	2	\$300,000		\$300,000
<b>Total</b>				<b>\$2,835,000</b>	<b>-\$508,398</b>	<b>\$2,326,602</b>

**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:**

HCA relies on registry services to fill short-term staffing shortages and to alleviate the strain of filling challenging positions. This approach enables temporary staffing vendors to swiftly respond to any abrupt or short-term vacancies, thereby ensuring consistent staffing levels and maintaining patient access to services.

**Contract Flexibility** - Because HCA contracts with several different temporary staffing services vendors to ensure both the provision of full care and complete services for the patients we serve and compliance with State-mandated staffing ratios, we are requesting flexibility for the Purchasing Agent to reallocate funds as needed among the contracts

listed in Table No. 1, with an aggregate amount not-to-exceed of \$2,326,602 for FY2023-24.

The proposed amendments to temporary staffing services contracts with ABSS (Exhibit 1), ASR (Exhibit 2), AMN (Exhibit 3), Cross Country (Exhibit 5), Pridestaff (Exhibit 7), Preferred (Exhibit 8), Quincy (Exhibit 9), and XPRT (Exhibit 11), remove the individual not-to-exceed amounts. This allows the Purchasing Agent to reallocate funds within the financial pool for services (Table No. 1), eliminating the need for multiple amendments to modify individual contract amounts. These vendors have consistently supported HCA over the years, providing services in a timely manner to ensure uninterrupted patient access.

Similar amendments for Echo (Exhibit 6) and Therapeutic (Exhibit 10) extend the contracts' terms and eliminate the not-to-exceed amounts. These vendors, too, have provided several years of reliable support to HCA, ensuring services are delivered promptly for patient access.

Lastly, the amendment for Aya's temporary staffing services (Exhibit 4) will modify Schedule A (MA05) to include critical positions in the list of services, further enhancing our staffing capabilities.

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 – AB Staffing Solutions, LLC, Amendment No. 8 to Contract No. 8667.
- Exhibit 2 – American Staffing Registry, Inc. Amendment No. 1 to Contract No. 9172.
- Exhibit 3 – AMN Healthcare, Inc. Amendment No. 18 to Contract No. 7273.
- Exhibit 4 – Aya Healthcare, Inc. Amendment No. 2 to Contract No. 9048.
- Exhibit 5 – Cross Country Staffing, Inc. Amendment No. 4 to Contract No. 8913.
- Exhibit 6 – Echo Tech Imaging, Inc. Amendment No. 11 to Contract No. 7695.
- Exhibit 7 – Pridestaff, Inc. Amendment No. 22 to Contract No. 5446.
- Exhibit 8 – Preferred Healthcare Registry, Inc. Amendment No. 2 to Contract No. 6462.

- Exhibit 9 – Quincy MC LLC. Amendment No. 23 to Contract No. 6011.
- Exhibit 10 – Therapeutic Resources Inc. Amendment No. 6 to Contract No. 8050.
- Exhibit 11 – XPRT Staffing, Inc. Amendment No. 11 to Contract No. 7921.