

Setting the Standard in Health Care Excellence

September 10, 2024

Board of Supervisors  
County of Ventura  
800 South Victoria Avenue  
Ventura, California 93009

**Subject: Ratification, Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 4 to County Contract No. 8999 with Amergis Healthcare Staffing, Inc., to Provide Supplemental Staffing , Correcting an Error in the Contract Not-To-Exceed Amount for Fiscal Year 2023-24; Ratification, Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Amendment No. 27 to County Contract No. 5660 with AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC, for Temporary Staffing for Coding Services, Increasing the Contract Not-To-Exceed Amount by \$9,000 from \$194,280 to \$203,280 for Fiscal Year 2023-24; Delegation of Authority to the Purchasing Agent or Designee to Make Limited Modifications and Extend the Term of the Agreements.**

**Recommendations:**

1. That your Board ratify, approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 4 to County Contract No. 8999 with Amergis Healthcare Staffing, Inc. (Amergis), for temporary staffing services (Exhibit 1), correcting a mathematical error in the contract not-to-exceed amount for fiscal year 2023-24.
2. That your Board ratify, approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 27 to County Contract No. 5660 with AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC (AMN), for temporary staffing for coding services, increasing the contract not-to-exceed amount by \$9,000 from \$194,280 to \$203,280 for fiscal year 2023-24.
3. Delegation of authority to the Purchasing Agent or designee to amend each of the Agreements referenced in recommendations No. 1 and No. 2 to (a) make contractual budget modifications that do not increase the amount of the agreements, (b) approve modifications to rates that do not exceed 25% of the rates stated in the agreements and which do not increase the amount of the agreements, (c) make corrections, clarifications and technical changes to each agreement, when the changes are consistent with the original purpose of the agreement and do not result in additional costs to the County, subject to County Counsel review and approval.

4. Authorization for the Purchasing Agent or designee to extend by amendment the term of the Agreements referenced in Recommendations No. 1 and No. 2, up to two (2) additional periods of one (1) year each, on the same or more favorable terms and conditions (with any changes in the scope of work to be consistent with the original purpose of the agreement), and for a not to exceed amount equal to the amounts specified above plus any Board-approved increase(s) made to the Agreement within FY 2024-25. 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.

**Reason for Ratification:**

HCA authorized Amergis and AMN to provide services under the terms of the amendments, in anticipation of your Board’s approval.

**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:	\$9,000	\$0
DIRECT COSTS:	\$9,000	\$0
INDIRECT COSTS:	Minor	Minor
Net revenue <cost>	\$0	\$0

\*Amounts were accrued to FY 2023-24.

**Current Fiscal Year Budget:**

<b>Current FY 2024-25 Budget Projections for Ventura County Medical System #3300</b>				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$720,985,484	\$720,985,484	\$720,985,484	\$0
Revenue	\$721,404,225	\$721,404,225	\$721,404,225	\$0
Operational Income/(Loss)	\$418,741	\$418,741	\$418,741	\$0

Sufficient revenue and appropriations are included in the FY 24-25 budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

**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:**

**Amergis** – Amergis (previously “Maxim”) has been a trusted provider of temporary staffing services for the Health Care Agency (HCA) since 2003, demonstrating a strong commitment to supporting our community. Over the past several years, Amergis has played a crucial role in furnishing temporary staff to bolster the County’s COVID-19 hotline and provided invaluable support within the Public Health Department and Ambulatory Care clinics during the pandemic. On July 23, 2024, your Board approved a \$350,000 increase to cover outstanding invoices for fiscal year 2023-24. The proposed amendment corrects a mathematical error in calculating the “not to exceed” amount stated in the 3rd amendment. This correction will be budget neutral. This long-standing partnership continues to provide essential support to HCA, adapting to meet the community’s evolving needs.

**AMN** – AMN has been providing temporary staffing for medical coding services to the County. The proposed amendment increases the contract’s not-to-exceed amount by \$9,000 to pay for services provided by AMN during fiscal year 2023-24. The increase is necessary to cover unexpected staffing shortages at the end of the past fiscal year. Your Board’s approval was not required for amendment No. 26 to agreement, but the document is attached as Exhibit 3 for your information.

This letter has been reviewed by the County Counsel, the Auditor-Controller’s Office, the General Services Agency, and the County Executive Office. If you have any questions regarding this item, please call John Fankhauser, M.D., 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

**Exhibits:**

Exhibit 1 – Amergis Healthcare Staffing, Inc. Amendment No. 4 to Contract 8999.

Exhibit 2 – AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC  
Amendment No. 27 to Contract 5660.

Exhibit 3 – AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC  
Amendment No. 26 to Contract 5660.