
Setting the Standard in Health Care Excellence

June 4, 2024

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, 8 Amendments to Agreements for Temporary Staffing Services, Extending the Terms of the Contracts through June 30, 2027; Authorization for the Purchasing Agent or Designee to Adjust the Individual Contract Amounts as Needed, Provided that the Combined Maximum Amount for Temporary Staffing Services Does Not Exceed \$3,711,599, a \$675,000 Increase for FY 2023-24, and Does Not Exceed \$2,700,000 for FY 2024-25, Effective June 4, 2024.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment 9 to Contract 8667 with AB Staffing Solutions, LLC (Exhibit 1), Amendment 2 to Contract 9172 with American Staffing Registry, nc. (Exhibit 2), Amendment 18 to Contract 6345 with Cardiovascular Specialties II (Exhibit 3), Amendment 5 to Contract 8913 with Cross Country Staffing, Inc. (Exhibit 4), Amendment 13 to Contract 7695 with Echo Tech Imaging, Inc. (Exhibit 5), Amendment 22 to Contract 6462A with Preferred Healthcare Registry, Inc. (Exhibit 6), Amendment 23 to Contract 5446 with Pridestaff, Inc. (Exhibit 7), , and Amendment 12 to Contract 7921 with XPRT Staffing, Inc. (Exhibit 8), for temporary staffing services, extending the terms of the Contracts through June 30, 2027.
2. That your Board authorize the Purchasing Agent or designee to adjust the amounts paid to different contractors for the specified services registries as needed, provided that the combined maximum amount paid for temporary staffing services does not exceed \$3,711,599 for FY 2023-24, a \$675,000 increase (Table 1), and does not exceed \$2,700,000 for FY 2024-25 (Table 2), effective June 4, 2024.

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:	\$675,000	\$2,700,000
DIRECT COSTS:	\$675,000	\$2,700,000
INDIRECT COSTS:	Minor	Minor
Net revenue <cost>	\$0	\$0

Current Fiscal Year 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	\$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 and FY 24-25 preliminary budget. The operational income includes "Operating Transfers In" that is primarily attributed to County contributions.

Table 1: Registry Services (Non-Nurse; Non-Lab) – Funding Pool – FY 2023-24

Contains the requests for FY 2023-24 for Services (Pooled)				
Vendor	Contract / Purchase Document	FY 2023-2024	FY 2023-2024	FY 2023-2024
		ENCUMBRANCE	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
Budget Unit 3300				
AB Staffing Solutions, LLC.	8667 / MA ABSTAFFINGSOFY2*MA04	\$ 545,000	\$ 70,000	\$ 615,000
American Staffing Registry, Inc.	9172 / MA AMERICANSTAFFY2*MA01	\$ 101,809	\$ -	\$ 101,809
AMN Healthcare, Inc.	7273 / MA AMNHEALTHCARFY2*MA04	\$ 170,950	\$ -	\$ 170,950
Aya Healthcare, Inc.	9048 / MA AYAHEALTHCARFY24MA05	\$ 500,000	\$ 522,653	\$ 1,022,653
Cardiovascular Specialties II	6345 / MA CARDIOVASCULFY2*MA01	\$ 200,000	\$ -	\$ 200,000
Cross Country Staffing, Inc. dba Cross Country Healthcare Services.	8913 / MA CROSSCOUNTRYFY2*MA03	\$ 200,000	\$ -	\$ 200,000
Echo Tech Imaging, Inc.	7695 / CT 3300FY2*000000000189	\$ 11,345.75	\$ -	\$ 11,346
Preferred Healthcare Registry, Inc.	6462A / MA PREFERREDHEAFY2*MA01	\$ 430,000.00	\$ 84,000	\$ 514,000
Pridestaff, Inc. dba Rx Relief	5446 / MA RXRELIEF0000FY2*MA01	\$ 188,325.70		\$ 188,326
Quincy MD LLC.	6011 / MA QUINCYMDLLCFY2*MA01	\$ 25,714.50	\$ -	\$ 25,715
Therapeutic Resources Inc.	8050 / MA THERAPEUTICRFY2*MA01	\$ 171,568.27	\$ -	\$ 171,568
XPRT Staffing, Inc.	7921 / MA XPRTSTAFFINGFY2*MA01	\$ 490,232.75	\$ -	\$ 490,233
FY 2023-24 SERVICES POOL RESERVE		\$ 1,653	\$ (1,653)	\$ -
Total		\$3,036,599	\$675,000	\$3,711,599

Table 2: Registry Services (Non-Nurse; Non-Lab) – Funding Pool – FY 2024-25

Contains the requests for FY 2024-25 for Services (Pooled)

Vendor	Contract / Purchase Document	FY 2024-2025	FY 2024-2025	FY 2024-2025
		ENCUMBRANCE	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
Budget Unit 3300				
AB Staffing Solutions, LLC.	8667 / MA ABSTAFFINGSOFY2*MA04	\$ 200,000		\$ 200,000
American Staffing Registry, Inc.	9172 / MA AMERICANSTAFFY2*MA01	\$ 100,000		\$ 100,000
AMN Healthcare, Inc.	7273 / MA AMNHEALTHCARFY2*MA04	\$ 500		\$ 500
Aya Healthcare, Inc.	9048 / MA AYAHEALTHCARFY24MA05	\$ 1,260,500		\$ 1,260,500
Cardiovascular Specialties II	6345 / MA CARDIOVASCULFY2*MA01	\$ 200,000		\$ 200,000
Cross Country Staffing, Inc. dba Cross Country Healthcare Services.	8913 / MA CROSSCOUNTRYFY2*MA03	\$ 50,000		\$ 50,000
Echo Tech Imaging, Inc.	7695 / CT 3300FY2*000000000189	\$ 14,000		\$ 14,000
Preferred Healthcare Registry, Inc.	6462A / MA PREFERREDHEAFY2*MA01	\$ 500,000		\$ 500,000
Pridestaff, Inc. dba Rx Relief	5446 / MA RXRELIEF0000FY2*MA01	\$ 225,000		\$ 225,000
XPRT Staffing, Inc.	7921 / MA XPRTSTAFFINGFY2*MA01	\$ 150,000		\$ 150,000
FY 2024-25 SERVICES POOL RESERVE				\$ -
Total		\$2,700,000	\$0	\$2,700,000

STRATEGIC PLAN PRIORITY:

The items presented in this Board letter support the Healthy, Safe, and Resilient Communities strategic priority of the County Strategic Plan as they are designed to meet the goal of providing access to quality healthcare required for our community to thrive.

DISCUSSION:

The Health Care Agency (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.

The proposed amendments described in Recommendation 1 extend the terms of the contracts through June 30, 2027. The increase of \$675,000 for FY 2023-24 is due to vacancies and leaves of absence and is partially offset by \$114,000 of salary and benefit savings and \$307,000 of additional revenue. These vendors have consistently supported HCA over the years, providing services in a timely manner to ensure uninterrupted patient access.

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, we are requesting flexibility for the Purchasing Agent to reallocate funds as needed among the contracts listed in Table 1, with an aggregate amount not to exceed \$3,711,599 for FY 2023-24, and in Table 2, with an aggregate amount not to exceed \$2,700,000 for FY 2024-25.

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 9 to Contract 8667
- Exhibit 2 – American Staffing Registry, Inc. Amendment 2 to Contract 9172
- Exhibit 3 – Cardiovascular Specialties II Amendment 18 to Contract 6345
- Exhibit 4 – Cross Country Staffing, Inc. Amendment 5 to Contract 8913
- Exhibit 5 – Echo Tech Imaging, Inc. Amendment 13 to Contract 7695
- Exhibit 6 – Preferred Healthcare Registry, Inc. Amendment 22 to Contract No. 6462A
- Exhibit 7 – Pridestaff, Inc. Amendment 23 to Contract 5446
- Exhibit 8 – XPRT Staffing, Inc. Amendment 12 to Contract 7921