

*Setting the Standard in Health Care Excellence*

September 26, 2023

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

**Subject: Approval of, and Authorization for the Health Care Agency Director or Designee to Sign, an Agreement with Christopher Dru, M.D., Inc. for Medical Director, Robotic Urology Surgery Services, in a Maximum Amount of \$841,950, Effective January 1, 2024, through June 30, 2025, and \$560,800 per Fiscal Year Thereafter for up to Two Fiscal Years.**

**Recommendation:**

That your Board approve, and authorize the Health Care Agency (HCA) Director or designee to sign, an agreement for medical director, robotic urology surgery services with Christopher Dru, M.D., Inc. in a maximum amount of \$841,950 for the period of January 1, 2024, through June 30, 2025, and \$560,800 for up to two fiscal years thereafter.

**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:           | \$280,400         | \$560,800         |
| DIRECT COSTS:      | \$280,400         | \$560,800         |
| 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                                 |

\*The operational income includes "Operating Transfers In" that is primarily attributed to County contributions.

**Table 1 below summarizes the net financial impacts of the VCMC contract:**

| Provider                             | Eff. Date | Current Contract Annual Maximum | Proposed Contract Annual Maximum | FY 23-24 Inc/<Decr> | FY 24-25 Inc/<Decr> |
|--------------------------------------|-----------|---------------------------------|----------------------------------|---------------------|---------------------|
| Christopher Dru, M.D.                | 1/1/2024  | \$0                             | \$841,950                        | \$280,400           | \$560,800           |
| Central Coast Men's Health, Inc.     | 1/1/2024  | \$199,675                       | \$110,303                        | (\$89,372)          | \$0                 |
| Locum Tenens -Urology Services only* | 1/1/2024  | \$267,520                       | \$133,760                        | (\$133,760)         | \$0                 |
| <b>Total</b>                         |           |                                 |                                  | <b>\$57,268</b>     | <b>\$560,800</b>    |

\*Locum Tenens agreement holds multiple services, the amount above only reflects the amount saved by not utilizing the Locum Tenens services.

### **Discussion:**

The proposed contract presented to your Board is for Christopher Dru, M.D., Inc. Dr. Dru will be joining our system on January 1, 2024, as Medical Director, Robotic Urology Surgery Services. Dr. Dru graduated from Loyola University Chicago St. Louis School of Medicine, in Maywood, Illinois, in 2011. He completed at Cedars-Sinai Medical Center, in Los Angeles, California the following: an internship in medicine and surgery in 2012, a research fellowship in urologic oncology in 2013, an internship in general surgery in 2014, and a residency in urology in 2018. Dr. Dru is board certified in urology. Dr. Dru has been a partner at the Urology Center of Colorado, in Denver, Colorado since 2018.

Dr. Dru will fill the full-time urology position previously held by Dr. Scott Luttgé, who terminated his contract in December 2021. This position is currently split between Dr. Steve Mills under his business name of Central Coast Men's Health, Inc. and a part-time position currently held by Dr. Marcus Kauffman under a locum tenens contract. The savings offsetting the cost of the contract for Dr. Dru are \$89,372 anticipated to remain in the budget after December 31, 2023, under the Central Coast Men's Health, Inc. contract and the cost of current services under the locum tenens contract valued at \$133,760, for a total of \$223,132. The balance of \$57,268 will be further offset by collections generated

in the Urology Department. HCA will return to your Board for a modification in the budget for additional appropriations to cover the cost of this agreement.

With your Board's approval, the agreement with Christopher Dru, M.D., subject to all necessary budgetary approvals by your Board, shall be in effect through June 30, 2025. Then, unless a party gives notice of its intent not to renew at least 90 days prior to the renewal date, and subject to the receipt of all necessary budgetary approvals by your Board, the agreement shall then be extended for up to two additional periods of one year each.

This letter has been reviewed by County Counsel, the Auditor-Controller's Office, 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, M.D.  
Chief Executive Officer, County Hospitals  
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BARRY ZIMMERMAN  
Health Care Agency Director

Attachments:

Exhibit 1 – Agreement for Medical Director, Robotic Urology Surgery Services with Christopher Dru, M.D., Inc.