
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, 3 Amendments to Agreements for Temporary Laboratory Staffing Services, Extending the Contract Terms 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 Clinical Laboratory Staffing Services Does Not Exceed \$295,003, a \$10,000 increase for FY 2023-24, and Does Not Exceed \$233,332 for FY 2024-25, Effective June 4, 2024.

RECOMMENDATIONS

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment 5 to Contract 8483 with AB Staffing Solutions, LLC (Exhibit 1), Amendment 23 to Contract 6379 with Cross Country Staffing, Inc. (Exhibit 2), and Amendment 10 to Contract 8032 with MLee Healthcare Staffing and Recruitment Inc. dba McCall and Lee, LLC (Exhibit 3), for temporary laboratory staffing services, extending the contract terms 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 clinical laboratory registries as needed, provided that the combined maximum amount paid for clinical laboratory staffing services does not exceed \$295,003 for FY 2023-24, a \$10,000 increase (Table 1), and does not exceed \$233,332 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:	NA

Summary of Annual Revenues and Costs under these agreements:

	FY 2023-24	FY 2024-25
REVENUE:	\$10,000	\$233,332
DIRECT COSTS:	\$10,000	\$233,332
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. The operational income includes "Operating Transfers In" that is primarily attributed to County contributions.

Table 1: Clinical Laboratory Registry Services (Pooled) – FY 2023-24

Contains the requests for FY 2023-24 for Clinical Lab Registry Services (Pooled)

Vendor	Contract / Purchase Document	FY 2023-24	FY 2023-24	FY 2023-24
		ENCUMBRANCE	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
Budget Unit 3300				
AB Staffing Solutions, LLC	8483 / MA ABSTAFFINGSOFY2*MA01	\$ 1		\$ 1
AMN Healthcare, Inc.	7273 / MA AMNHEALTHCARFY2*MA03	\$ 1		\$ 1
AYA Healthcare, Inc.	9048 / MA AYAHEALTHCARFY2*MA04	\$ 1		\$ 1
Cross Country Staffing, Inc.	6379 / MA CROSSCOUNTRYFY2*MA02	\$ 46,975		\$ 46,975
MLee Healthcare Staffing and Recruiting Inc. dba McCall and Lee, LLC	8032 / CT 3300FY**000000000446	\$ 238,000	\$ 10,000	\$ 248,000
FY 2023-24 LAB POOL RESERVE		\$ 25		\$ 25
Total		\$ 285,003	\$ 10,000	\$ 295,003

Table 2: Clinical Laboratory Registry Services (Pooled) – FY 2024-25

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

Vendor	Contract / Purchase Document	FY 2024-25	FY 2024-25	FY 2024-25
		ENCUMBRANCE	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
Budget Unit 3300				
AB Staffing Solutions, LLC	8483 / MA ABSTAFFINGSOFY2*MA01	\$ 500		\$ 500
AMN Healthcare, Inc.	7273 / MA AMNHEALTHCARFY2*MA03	\$ 500		\$ 500
AYA Healthcare, Inc.	9048 / MA AYAHEALTHCARFY2*MA04	\$ 183,332		\$ 183,332
Cross Country Staffing, Inc.	6379 / MA CROSSCOUNTRYFY2*MA02	\$ 500		\$ 500
MLee Healthcare Staffing and Recruiting Inc. dba McCall and Lee, LLC	8032 / CT 3300FY**00000000446	\$ 48,500		\$ 48,500
FY 2024-25 LAB POOL RESERVE		\$ -		\$ -
Total		\$ 233,332	\$ -	\$ 233,332

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) uses registries to fill short-term staffing shortages, provide additional support for staffing fluctuations, and help ease the burden of difficult-to-fill clinical laboratory positions. Ventura County Medical Center and Santa Paula Hospital continue to recruit for key laboratory vacancies, most notably clinical laboratory scientists, and phlebotomists. Clinical laboratory staffing services vendors can fill these sudden and short-term vacancies more easily than HCA, which prevents gaps in staffing and 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, 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 \$295,003 for FY 2023-24, an increase of \$10,000, and in Table 2, with an aggregate amount not to exceed \$233,332 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 5 to Contract 8483
- Exhibit 2 – Cross Country Staffing, Inc. Amendment 23 to Contract. 6379
- Exhibit 3 – MLee Healthcare Staffing and Recruitment Inc. dba McCall and Lee, LLC
Amendment 10 to Contract. 8032