

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 General Services Agency Purchasing Agent or Designee to Sign, the First Amendment to Agreement for Plastic and Reconstructive Surgery Services with Fahradyan Plastic Surgery, Effective October 1, 2023, Increasing the Current Agreement by \$102,000 for a New Contract Maximum Amount of \$302,000 for the Period of August 1, 2023, through July 31, 2024; Approval of, and Authorization for the Health Care Agency (HCA) Director or Designee to Sign, an Agreement for Oral and Maxillofacial Surgery Services with Zarrinkelk and Siavash Dental Partnership, Effective September 1, 2023, in a Maximum Amount of \$244,367 for the Period of September 1, 2023 through June 30, 2025, and \$133,100 per Fiscal Year for Up to Two Fiscal Years Thereafter; Ratify HCA's Authorization of Zarrinkelk and Siavash Dental Partnership to Provide Services Under the Terms of the Agreement in Anticipation of Your Board's Approval.

Recommendations:

1. That your Board approve, and authorize the General Services Agency Purchasing Agent or designee to sign, the first amendment to agreement for plastic and reconstructive surgery services with Fahradyan Plastic Surgery, effective October 1, 2023, increasing the current agreement by \$102,000 for a new contract maximum amount of \$302,000 for the period of August 1, 2023, through July 31, 2024.
2. That your Board approve, and authorize the Health Care Agency (HCA) Director or designee to sign, the agreement for oral and maxillofacial surgery services with Zarrinkelk and Siavash Dental Partnership, in a maximum amount of \$244,367 for the period of September 1, 2023, through June 30, 2025, and \$133,100 per fiscal year for up to two fiscal years thereafter.
3. Ratify HCA's authorization of Zarrinkelk and Siavash Dental Partnership to provide services under the terms of the agreement, in anticipation of your Board's approval.

Reason for Ratification: We were delayed in bringing the agreement with Zarrinkelk and Siavash Dental Partnership to your Board due to the additional time required to complete negotiations with the physicians.

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: | (\$18,149) | \$435,100 |
| DIRECT COSTS: | (\$18,149) | \$435,100 |
| INDIRECT COSTS: | Minor | Minor |
| Net revenue <cost> | \$0 | \$0 |

| Current FY 2023-24 Adopted Budget for Ventura County Medical Center #3300 | | | | |
|--|-----------------------|------------------------|-------------------------|-------------------------------------|
| | Adopted Budget | Adjusted Budget | Projected Actual | Estimated Savings/ (Deficit) |
| 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> |
|---|------------|---------------------------------|----------------------------------|---------------------|---------------------|
| Artur Fahradyan, M.D. | 10/01/2023 | \$200,000 | \$302,000 | \$93,500 | \$8,500 |
| Zarrinkelk and Siavash Dental Partnership | 09/01/2023 | \$265,500 | \$153,851* | (\$111,649) | (\$132,400) |
| Total | | | | (\$18,149) | (\$123,900) |

* Amount includes two monthly payments for July and August 2023, totaling \$42,583 and paid under the existing contract that is being replaced by the new agreement effective 09.01.23.

Discussion:

The proposed amendment before your Board is for Fahradyan Plastic Surgery, for plastic and reconstructive surgery services to be provided by Artur Fahradyan, M.D. Dr. Fahradyan received his Medical Doctor degree at Yerevan State Medical University, in Yerevan, Armenia, in 2004. He completed his general surgery residency at Beth Israel Deaconess Medical Center, Harvard Medical School Teaching Hospital, in Boston Massachusetts, in 2015. He continued his education as a research fellow in the Division of Plastic and Maxillofacial Surgery at Children's Hospital Los Angeles, at the University of Southern California (USC), until 2018. Dr. Fahradyan went on to complete a plastic and reconstructive surgery residency at USC in 2022. Dr. Fahradyan is board certified in general surgery.

Dr. Fahradyan performs cleft lip and cleft palate surgeries for our pediatric patients, surgeries that were previously performed by Dr. Robin Evans who left our system in December 2022. In addition, he assists with the oral maxillofacial trauma call services currently provided by Hooman Zarrinkelk, D.D.S. and Hessam Siavash, D.D.S., M.D., Ph.D., as well as participating in Plastic Surgery Department call coverage. The call coverage covers the emergency room and trauma center 365 days per year, 7 days per week, 24 hours per day for both the Oral Maxillofacial Surgery and Plastic Surgery Departments. The compensation of services under this agreement is being increased from \$200,000 to \$302,000 per contract year, an increase of \$93,500 for the period of August 1, 2023, through June 30, 2024, and \$8,500 for the period of July 1, 2024, through July 31, 2024. The overall cost of this contract is included in the adopted budget for Fiscal Year 2023-24.

The proposed agreement before your Board is with Zarrinkelk and Siavash Dental Partnership, a general partnership of Hooman M. Zarrinkelk, D.D.S., Inc. and Hessam Siavash, D.D.S., M.D., Ph.D., Inc. Drs. Zarrinkelk and Siavash have provided on-call oral and maxillofacial surgery services at Ventura County Medical Center since 2017. The new agreement would modify the current agreement to decrease coverage effective September 1, 2023, from 365 to 183 call days per fiscal year, prorated for 153 call days for the remainder of the fiscal year 2023-24. These additional days of oral maxillofacial trauma services will be covered by Dr. Fahradyan through the Plastic Surgery Department. This modification results in a \$111,649 reduction in the Zarrinkelk and Siavash Dental Partnership contract that will offset the additional increase in the Fahradyan Plastic Surgery agreement, resulting in an overall \$18,149 savings in fiscal year 2023-24. The cost of this agreement is included in the adopted VCMC budget for Fiscal Year 2023-24.

With your Board's approval, the agreement with Zarrinkelk and Siavash Dental Partnership, subject to all necessary budgetary approvals by your Board, shall remain 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, General Services Agency Procurement Services, 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.



JOHN FANKHAUSER, M.D.
Chief Executive Officer, County Hospitals



BARRY ZIMMERMAN
Health Care Agency Director

Attachments:

- Exhibit 1 –Agreement for Plastic and Reconstructive Surgery Services with Fahradyan Plastic Surgery.
- Exhibit 2 –First Amendment to Agreement for Plastic and Reconstructive Surgery Services with Fahradyan Plastic Surgery.
- Exhibit 3 – Agreement with Zarrinkelk and Siavash Dental Partnership for Oral and Maxillofacial Surgery Services.