

April 29, 2025

County of Ventura Board of Supervisors

Subject:

Approval of, and Authorization for the Purchasing Agent, or Designee, to Sign Amendments to Five Agreements with Various Providers for the Provision of Medically Necessary Services, Increasing the Combined Maximum Amount of the Agreements from \$3,108,670 to \$4,825,000 (a Combined Increase of \$1,716,330) for Fiscal Year 2024-25, and from \$3,108,670 to \$5,020,000 (a Combined Increase of \$1,911,330) for Fiscal Year 2025-26 and Thereafter; Delegation of Authority to the Purchasing Agent or Designee to Make Limited Modifications and Extend the Term of the Agreements (Levine Act Item).

Recommendations:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 5 to County Contract No. 8999 (Exhibit 1) with Amergis Healthcare Staffing, Inc. (Amergis), for temporary staffing services (Exhibit 1), increasing the not-to-exceed amount by \$1,500,000 from \$2,085,000 to \$3,585,000 for FY 2024-25, extending the term of the contract through June 30, 2026, and increasing the amount by \$1,615,000 from \$2,085,000 to \$3,700,000 for FY 2025-26 and thereafter, effective July 1, 2025.
2. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 29 to County Contract No. 5660 (Exhibit 2) with AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC (AMN) for temporary staffing for coding services, increasing the amount by \$96,720, from \$203,280 to \$300,000 for the term of FY 2024-25, extending the term of the contract through June 30, 2026, and increasing the amount by \$146,720 from \$203,280 to \$350,000 for FY 2025-26 and thereafter, effective July 1, 2025.
3. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 3 to County Contract No. 8268A (Exhibit 3) with R and J Prosthetic Appliance Co. (R and J) for prosthetics, orthotics and medical supplies services, increasing and setting the not to exceed amount by \$119,610 from \$430,390 to \$550,000 for FY 2024-25 and thereafter and extending the term through June 30, 2026 effective July 1, 2025.

4. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 14 to County of Ventura Contract No. 6230 (Exhibit 4) with EMMI Physician Services, Inc. (EMMI), for anesthesia billing services, extending the contract through June 30, 2026, and , increasing and setting the not to exceed amount by \$30,000 from \$390,000 to \$420,000 for Fiscal Year 2025-26 and thereafter, effective July 1, 2025.

5. That your Board approve, and authorize the Purchasing Agent or designee to sign, Amendment No. 24 to County Contract No. 5446 (Exhibit 5) with Pridestaff, Inc. dba Rx Relief. (Pridestaff) for pharmacy staffing services, adding 10-hour shifts, in the performance of the Agreement, effective April 29, 2025.

6. Authorization for the Purchasing Agent or designee to amend the agreements in recommendations 1-5 to (a) allocate funds between different compensation categories within the not-to-exceed amount specified in the purchase document; (b) make budget modifications that do not increase the total amount of the purchase document; (c) and implement corrections, clarifications, business entity name changes (excluding Taxpayer ID Number changes), and technical adjustments to the agreement and purchase document, provided that these changes align with the original purpose of the agreements and do not incur additional costs to the County. All amendments are subject to review and approval by County Counsel.

7. Authorization for the Purchasing Agent or designee to extend the term of the agreements by amendment, for up to three (3) additional periods of one (1) year each following the amended agreement term, on the same or more favorable terms and conditions (with any changes in the Responsibilities of Contractor to be consistent with the original purpose of the agreements), and for up to a 15% increase per fiscal year (within the fair market value) of the not to exceed amount of the purchase document. 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.

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 2024-25</u>	<u>FY 2025-26</u>
REVENUE:	\$1,716,330	\$1,911,330
DIRECT COSTS:	\$1,716,330	\$1,911,330
INDIRECT COSTS:	Minor	Minor
Net revenue <cost>	\$0	\$0

Table 1 below summarizes the net financial impacts for FY 2024-25:

Contains the requests for FY 2024-25 for Various Physician Services				
Provider	Exhibit	FY 2024-25	FY 2024-25	FY 2024-25
		Encumbrance	Increase or <Decrease>	Total Encumbrance
Amergis Healthcare Staffing, Inc.	1	\$2,085,000	\$1,500,000	\$3,585,000
AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC	2	\$203,280	\$96,720	\$300,000
R and J Prosthetic Appliance Co.	3	\$430,390	\$119,610	\$550,000
EMMI Physician Services, Inc.	4	\$390,000	\$0	\$390,000
Total		\$3,108,670	\$1,716,330	\$4,825,000

Table 2 below summarizes the net financial impacts for FY 2025-26:

Contains the requests for FY 2025-26 for Various Physician Services				
Provider	Exhibit	FY 2025-2026	FY 2025-2026	FY 2025-2026
		Encumbrance	Increase or <Decrease>	Total Encumbrance
Amergis Healthcare Staffing, Inc.	1	\$2,085,000	\$1,615,000	\$3,700,000
AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC	2	\$203,280	\$146,720	\$350,000
R and J Prosthetic Appliance Co.	3	\$430,390	\$119,610	\$550,000
EMMI Physician Services, Inc.	4	\$390,000	\$30,000	\$420,000
Total		\$3,108,670	\$1,911,330	\$5,020,000

Discussion:

The Governor of California recently signed Senate Bill 525, which raised the minimum wage for health care workers to \$21 per hour, effective January 1, 2025, and will increase to \$25 per hour, effective January 1, 2026. Costs and usage for some of the contracts below have increased since January 1, 2025 and HCA anticipates further increases during FY 2025-26.

Amergis: Provides staffing services for the Health Care Agency (HCA), including Public Health (PH). The proposed amendment (Exhibit 1) extends the contract through FY 2025-26 and increases the contract's not-to-exceed amount by \$1,500,000 to pay for services provided by Amergis during FY 2024-25. This increase is necessary to cover unexpected staffing shortages in HCA and PH at the end of the current fiscal year. This Amendment also increases the amount by \$1,615,000 from \$2,085,000 to \$3,700,000 for FY 2025-26 and thereafter, effective July 1, 2025.

AMN: Provides temporary staffing for medical coding services to the County. The proposed amendment (Exhibit 2) extends the contract through FY 2025-26 and increases the contract's not-to-exceed amount by \$96,720 to pay for services provided by AMN during FY 2024-25. This increase is necessary to cover unexpected staffing shortages at the end of the current fiscal year. This Amendment also increases the amount by \$146,720 from \$203,280 to \$350,000 for FY 2025-26 and thereafter, effective July 1, 2025.

R and J: Provides services related to fitting and customization of prosthetic and orthotic devices for HCA patients. R and J staff work closely with the VCMC trauma team, neurologists, and orthopedic surgeons to provide patients with prosthetic and orthotic devices to minimize recovery time. The proposed amendment (Exhibit 3) increases the not to exceed to \$485,000 for FY 2024-25 and thereafter, and extends the contract through FY 2025-26

EMMI: Provides anesthesia professional billing services to VCMC and SPH. The proposed amendment (Exhibit 4) extends the contract and sets the not-to-exceed amount at \$420,000 for FY 2025-26.

Pridestaff: Provides pharmacy staffing services to VCMC and SPH pharmacies. The proposed amendment (Exhibit 5) allows for 8-hour or 10-hour shifts for Pridestaff employees while performing services under the Agreement for FY 2024-2025 and beyond.

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.


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 Amergis, please call Rigoberto Vargas, Director of Public Health, at 805-981-5101. If you have any questions regarding AMN Healthcare, please call Mike Taylor, Chief Financial Officer Health Care Agency, at 805-339-1180. If you have any questions regarding R & J, EMMI, or Pridestaff, please call John Fankhauser, M.D., Chief Executive Officer, County Hospitals, at 805-652-6058.



Rigoberto Vargas
Public Health Director



Mike Taylor, MBA
Health Care Agency Chief Financial Officer



John Fankhauser, MD, MHA
Chief Executive Officer, County Hospitals



Theresa Cho, MD, MHA
Health Care Agency Director

Exhibits:

- Exhibit 1- Amergis Healthcare Staffing, Inc. Amendment No. 5 to County Contract No. 8999.
- Exhibit 2- AMN Healthcare Services, Inc. dba AMN Workforce Solutions, LLC, Amendment No. 29 to Contract 5660.
- Exhibit 3- R and J Prosthetic Appliance Co., Amendment No. 3 to County Contract No. 8268A
- Exhibit 4- EMMI Physician Services, Inc., Amendment No. 14 to County Contract No. 6230
- Exhibit 5- Pridestaff, Inc. dba Rx Relief, Amendment No. 24 to County Contract No. 5446