
Setting the Standard in Health Care Excellence

October 29, 2024

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

Subject:

Approval of, and Authorization for the Health Care Agency (HCA) Director, Purchasing Agent or Their Designees to Sign, Amendment 15 to the Agreement with Haemo-Stat, Inc. dba Haemo-Stat Acute Services for Inpatient Nephrology/Dialysis Services, Effective October 31, 2024 through June 30, 2025 Increasing the Total Agreement Amount by \$2,000,000 for a Total of \$7,150,000; Approval of, and Authorization for the HCA Director, Purchasing Agent or Their Designees to Sign Amendments to Make Modifications to Implement the Agreement, Subject to County Counsel Approval.

Recommendations:

1. That your Board approve, and authorize the Health Care Agency (HCA) Director, Purchasing Agent or their designees to sign, Amendment 15 to the Agreement for Nephrology/Dialysis Services (Exhibit 1) with Haemo-Stat, Inc. dba Haemo-Stat Acute Services (Haemo-Stat) for inpatient dialysis services, effective October 31, 2024, extending the contract through June 30, 2025, and increasing the not-to-exceed amount by \$2,000,000 from \$5,150,000 to \$7,150,000 for the period of January 1, 2021, through June 30, 2025.
2. That your Board approve and authorize the HCA Director, Purchasing Agent or their designees to amend the Agreement to (a) make contractual and administrative budget modifications that do not increase the "not to exceed" amount of the Agreement, and; (b), make corrections, clarifications, business entity name changes from mergers and acquisitions, excluding a change in Taxpayer ID Number, and technical changes to the Agreement, when the changes are consistent with the original purpose of the contract and do not result in additional costs to the County, subject to County Counsel review and approval.

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:

	<u>Contract Year 1</u>	<u>Contract Year 2</u>
REVENUE:	\$2,000,000	Unknown
DIRECT COSTS:	\$2,000,000	Unknown
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

CURRENT FISCAL YEAR BUDGET:

Current FY 2024-25 Budget Projections for Ventura County Medical System #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$720,985,484	\$720,985,484	\$720,985,484	\$0
Revenue	\$721,404,225	\$721,404,225	\$721,404,225	\$0
Operational Income/(Loss)	\$418,741	\$418,741	\$418,741	\$0

Sufficient revenue and appropriations are included in the FY 24-25 budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

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.

Discussion:

Haemo-Stat provides inpatient dialysis services for Ventura County Medical Center (VCMC) and Santa Paula Hospital (SPH). The services provided by Haemo-Stat are vital to VCMC and SPH patients. HCA has been in ongoing negotiations with Haemo-Stat for a new contract and the parties have been unable to reach agreement. This Amendment is being made to extend the existing agreement from October 31, 2024 through June 30, 2025, to ensure no interruption of these vital services while HCA conducts competitive bidding to find a new vendor.

Future Flexibility: HCA is also requesting authorization for the HCA Director or designee to have flexibility in managing this Agreement by executing amendments for extensions, corrections, adopting operational guidelines (such as scheduling, medical specifications, equipment and supplies, procedures, operational responses to new laws or regulations, and other modifications necessary or convenient to implement the intent of this Agreement), minor modifications, budget adjustments, adjustments to purchasing documents, business entity name changes from mergers and acquisitions, excluding a change in Taxpayer ID Number, and increasing and decreasing of the rates for purchasing documents up to the "not to exceed" amount. This will allow HCA to better respond to operational needs.

This letter has been reviewed by the County Executive Office, County Counsel, and the Auditor-Controller's Office. If you have any questions regarding this item, please call John Fankhauser, MD, Chief Executive Officer, County Hospitals, at 805-652-6058.



John Fankhauser, MD
Chief Executive Officer, County Hospitals

Theresa Cho, MD, MHA
Health Care Agency Director

Exhibit

Exhibit 1- Haemo-Stat Amendment 15