

Setting the Standard in Health Care Excellence

November 7, 2023

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, Amendment No. 17 to Contract No. 7273 with AMN Healthcare, Inc. (AMN) for Temporary Staffing Services, Adding a Statement Limiting Additional Invoices Being Sent for Services Delivered Prior to July 1, 2023, Effective November 7, 2023; Approval of, and Authorization for the Purchasing Agent or Designee to Increase or Decrease the Individual Contract Amounts for Specified Nurse Registries as Needed, Provided that the Aggregate Amount Paid for Temporary Nurse Staffing Services Does Not Exceed \$32,049,879, a \$3,285,500 Increase for FY2022-23.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 17 to contract No. 7273 (Exhibit 1) with AMN Healthcare, Inc. (AMN) for temporary staffing services, adding a statement that all invoices for services delivered prior to July 1, 2023 have been sent by AMN and received by the Health Care Agency (HCA), effective November 7, 2023.
2. That your Board authorize the Purchasing Agent or designee to increase or decrease the individual contract amounts for the specified nurse registries as needed, provided that the aggregate amount paid for temporary nurse services does not exceed \$32,049,879, a \$3,285,500 increase for FY2022-23 (Table 1).

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>FY 2022-23</u>	<u>FY 2023-24</u>
REVENUE:	\$3,285,500	\$0
DIRECT COSTS:	\$3,285,500	\$0
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

Table 1: Nurse Registry Services – Funding Pool – FY2022-23

Contains the requests for FY2022-23 for Nurse Registry Services (Pooled)

Vendor	Contract / Purchase Document	FY 2022-2023	FY 2022-2023	FY 2022-2023
		ENCUMBRANCE	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
Budget Unit 3300				
AB Staffing Solutions, LLC	8449 / MA ABSTAFFINGSOFY2*MA02	\$262,458		\$262,458
AMN Healthcare, Inc.	7273 / MA AMNHEALTHCARFY*MA01	\$2,457,321	\$2,775,000	\$5,232,321
Aya Healthcare, Inc.	9XXX / MA AYAHEALTHCARFY*MA03	\$500	\$10,500	\$11,000
Aya Healthcare, Inc.	7320 / MA AYAHEALTHCARFY*MA01	\$3,524,500		\$3,524,500
Cross Country Staffing, Inc. dba Cross Country Healthcare Services	8947 / MA CROSSCOUNTRYFY2*MA04	\$2,050,000	\$500,000	\$2,550,000
Huffmaster Crisis Response Inc. dba BlueForce Healthcare Staffing	8787 / MA HUFFMASTERCRFY2*MA02	\$11,000,000		\$11,000,000
Medical Solutions, LLC	8360 / MA MEDICALSOLUTFY23MA02	\$9,000,000		\$9,000,000
MLee Healthcare Staffing and Recruiting Inc. dba McCall and Lee, LLC	8693 / MA MLEEHEALTHCAFY2*MA01	\$75,000		\$75,000
SnapMedTech, Inc. dba SnapNurse	8965 / MA SNAPMEDTECHIFY2*MA01	\$94,600		\$94,600
TheKey of California, LLC	8115 / MA THEKEYOFCALIFY2*MA01	\$300,000		\$300,000
Total		\$28,764,379	\$3,285,500	\$32,049,879

Current Year Fiscal 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	\$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

Sufficient revenue and appropriations are included in the FY 23-24 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

DISCUSSION:

AMN (Exhibit 1) provides temporary staffing services for several departments within HCA. For several months AMN and HCA have been working together to resolve various issues with AMN's invoices for services provided prior to July 1, 2023, and the parties agree all

invoices have been received by HCA. The amendment before your Board adds a statement to the contract stating no additional invoices will be sent by AMN for services provided prior to July 1, 2023.

HCA uses registry and/or traveling nurses to fill short-term staffing shortages, to provide additional support for census and patient acuity fluctuations, and to ease the burden of empty, difficult-to-fill nursing positions. Nurse staffing services vendors can fill these sudden and short-term vacancies more easily than HCA, which prevents gaps in staffing and assures patient access.

Because HCA contracts with a number of different nurse staffing services vendors to ensure the provision of full care and complete services for the patients we serve and compliance with State-mandated nurse staffing ratios, we are requesting flexibility for the Purchasing Agent to reallocate funds as needed among the registries listed in Table No. 1, with an aggregate amount does not to exceed \$32,049,879, a \$3,285,500 increase, for FY2022-23.

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

EXHIBIT

Exhibit 1 – AMN Healthcare, Inc. - Amendment No. 17 to Contract No. 7273