
Setting the Standard in Health Care Excellence

February 28, 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. 15 to Contact No. 7320 with Aya Healthcare, Inc., for Temporary Nurse Staffing Services; 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 \$22,014,379, a \$3,314,379 Increase in FY 2022-23.

RECOMMENDATIONS:

1. That your Board approve, and authorize the Purchasing Agent or designee to sign, amendment No. 15 to contract No. 7320 with Aya Healthcare, Inc., (Aya) (Exhibit 1) for temporary nursing staffing services, adding a clinical social worker rate, effective March 5, 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 \$22,014,379, a \$3,314,379 Increase, for FY 2022-23 (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:	\$3,314,379	\$0
DIRECT COSTS:	\$3,314,379	\$0
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

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

Registry	FY 2021-2022	FY 2022-2023	FY 2022-2023	FY 2022-2023	FY 2022-2023
	EXPENDITURES	BUDGET AMOUNT	ENCUMBRANCE	INCREASE or <DECREASE>	TOTAL ENCUMBRANCE
Budget Unit 3300					
AB Staffing Solutions, LLC	\$50,000	\$0	\$200,000	\$62,458	\$262,458
AMN Healthcare, Inc.	\$0	\$0	\$250,000	\$207,321	\$457,321
Aya Healthcare, Inc.	\$5,825,000	\$5,700,000	\$2,225,000	\$1,300,000	\$3,525,000
Huffmaster Crisis Response Inc. dba BlueForce Healthcare Staffing	\$0	\$0	\$11,000,000	\$0	\$11,000,000
Cross Country Staffing, Inc. dba Cross Country Healthcare Services	\$0	\$0	\$300,000	\$0	\$300,000
Medical Solutions, LLC	\$1,750,000	\$0	\$4,300,000	\$1,700,000	\$6,000,000
MLee Healthcare Staffing and Recruiting Inc. dba McCall and Lee, LLC	\$0	\$0	\$75,000	\$0	\$75,000
SnapMedTech, Inc. dba SnapNurse			\$250,000	-\$155,400	\$94,600
TheKey of California, LLC	\$25,000	\$0	\$100,000	\$200,000	\$300,000
XPRT Staffing, Inc.					\$0
Total	\$7,650,000	\$5,700,000	\$18,700,000	\$3,314,379	\$22,014,379

Current Year Fiscal Budget

Current FY 2022-23 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$597,277,305	\$627,489,238	\$620,091,297	\$7,397,941
Revenue	\$597,588,755	\$604,063,467	\$612,518,590	\$8,455,123
Operational Income/(Loss)	\$311,450	(\$23,425,771)	(\$7,572,707)	\$15,853,064

Sufficient revenue and appropriations are included in the FY 22-23 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

DISCUSSION:

The Health Care Agency (HCA) uses registry and/or traveling nurses to fill short-term staffing shortages, provide additional support for census fluctuations and patient acuities, and help ease the burden of 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 FY 2022-23 amount for all the agreements not to exceed \$22,014,379, a \$3,314,379 increase (Table No. 1).

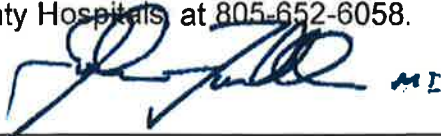
The request to increase the nurse registry funding for the hospitals is because there are currently 77 open nursing vacancies which HCA is actively recruiting, and there are approximately 85 nurses on continuous leave of absence or intermittent leave of absence. Additionally, there has been a sustained increase in the census for several units, including pediatrics, pediatric intensive care unit, 3-west med-surg, inpatient psychiatric unit, and the crisis stabilization unit, in addition to the increase in patients being held in the emergency room, and the expansion of the emergency room rapid care. Additionally, the demand for temporary nurse staffing throughout the nation remained at an unprecedented high, increasing the rates HCA must pay to secure temporary staff.

To address the long-term needs to ensure HCA has the nurses to support the patient ratio, HCA has issued a request for proposal (RFP) for an open market electronic platform (OMEP) for temporary staffing services. The OMEP will provide HCA with a complete workforce management system and will streamline the digital engagement with tens of thousands of clinicians and hundreds of supplier partners. Utilizing the OMEP adds transparency and brings unrivaled efficiency to the staffing process. Hospitals using OMEP systems have experienced improved labor utilization, greater visibility, and cost savings. HCA will return to your Board at a future meeting to request approval of the agreement with the OMEP vendor selected through the RFP process.

In addition to the OMEP, HCA has actively been working with local schools and plans to increase the number of new graduate nurses hired, and HCA continues to hold bi-monthly career fairs for nursing and will be increasing the weekly open houses to attract new recruits.

Aya is one of the nation's largest healthcare staffing companies and has been providing temporary nursing staffing services to HCA for several years. The amendment before your Board (Exhibit 1) adds a rate for clinical social workers.

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 1 – Aya Healthcare, Inc. – Amendment No. 15 to Contract No. 7320