

**TRI-CITY HEALTHCARE DISTRICT  
AGENDA FOR A REGULAR MEETING  
OF THE FINANCE, OPERATION AND PLANNING COMMITTEE**  
**Wednesday, May 22, 2024**  
**12:00 – 2:00 P.M.**  
**Assembly Room #1**  
**Tri-City Medical Center**  
**4002 Vista Way, Oceanside, CA 92056**

The Committee may make recommendations on any of the items listed below, unless the item is specifically labeled "Informational Only"

	AGENDA ITEM	TIME ALLOTTED	PERSON RESPONSIBLE
1.	Call to Order	1 min.	Chair
2.	Approval of Agenda	2 min.	Chair
3.	Public Comments-Announcement Comments may be made at this time by members of the public on any item on the Agenda before the Committee's consideration of the item or on any matter within the jurisdiction of the Committee. NOTE: During the Committee's consideration of any Agenda item, members of the public also have the right to address the Committee at that time regarding that item.	2 min.	Chair
4.	Ratification of Minutes – February 21, 2024	2 min.	Standard
5.	Old Business		
6.	New Business		
7.	Consideration of Consent Calendar- <i>(All items will be approved with a single motion, unless pulled for discussion)</i>	30 min.	Chair
	a) Professional Services Agreement Renewal <ul style="list-style-type: none"> <li>• Aescalapius Medici, Inc. Dr. Paul Lizotte</li> </ul> <i>Motion: Request approval of the agreement with Aescalapius Medici, Inc. – Dr. Paul Lizotte for a renewal term of 12 months to provide professional services at Seaside Medical Group of Tri-City May 1, 2024 and ending April 30, 2025. Total term cost not to exceed a total expenditure of \$306,000 over a 12-month period.</i>		Jeremy Raimo
	b) Physician Agreement Co-Medical Director – Outpatient Behavioral Health Services <ul style="list-style-type: none"> <li>• Emad Tadros, M.D.</li> </ul> <i>Motion: Request approval of the agreement with Dr. Emad Tadros for the co-medical directorship for a term of 12 months, beginning July 1, 2024 and ending June 30, 2025, for an hourly rate of \$144, an annual cost and total term cost of \$89,856.</i>		Donald Dawkins/Tony Vitrano
	c) Physician Agreement Co-Medical Director – Outpatient Behavior Health Services <ul style="list-style-type: none"> <li>• Senior Medical Associates (Jason Keri as signer &amp; Dr. Tavakoli as the covering physician)</li> </ul> <i>Motion: Request approval of the agreement with Senior Medical Associates for the co-medical directorship for a term of 12 months, beginning July 1, 2024 and ending</i>		Donald Dawkins/Tony Vitrano

**NOTE:** This meeting is also called and noticed as a meeting of the Board, but shall be conducted as an Administrative and Finance Committee meeting. Members of the Board who are not members of the Committee may attend the entire meeting, but shall not otherwise directly participate or vote on any item. The Committee shall take no final actions, but may make recommendations to be considered at a future meeting of the Board as to any item on the agenda, including information items. All public documents provided to the committee or Board for this meeting including materials related to an item on this agenda and submitted to the Board of Directors within 72 hours prior to this meeting may be reviewed at the District Offices located at 4002 Vista Way, Oceanside, CA 92056 in the office of the Executive Assistant during normal business hours.

**Note:** If you have a disability, please notify us at 760-940-5756 at least 48 hours prior to the meeting so that we may provide reasonable accommodations.

	AGENDA ITEM	TIME ALLOTTED	PERSON RESPONSIBLE
	<i>June 30, 2025, for an hourly rate of \$144, an annual and total term cost of \$89,856.</i>		
	d) Physician Recruitment Agreement <ul style="list-style-type: none"> <li>Christopher Bo, M.D.</li> </ul> <i>Motion: Request approval of the agreement with Christopher Bo, M.D. not to exceed \$325,000, to facilitate the addition of a Physical Medicine and Rehabilitation physician to practice medicine in the communities served by the District. This will be accomplished through a tri-party physician recruitment agreement (not to exceed a one-year income guarantee with a two-year forgiveness period) between Tri-City Healthcare District, North County Neurology Associates and Christopher Bo, M.D.</i>		Jeremy Raimo
	e) Bid Proposal – Sterile Processing Department Sink Replacement <ul style="list-style-type: none"> <li>Firestone Builders, Inc.</li> </ul> <i>Motion: Request approval of the agreement with Firestone Builders, Inc. not to exceed \$442,750 to upgrade the scope decontamination sink construction bid proposal.</i>		Jeremy Raimo/Benito Oporto
	f) Dialysis Services Proposal <ul style="list-style-type: none"> <li>DaVita, Inc.</li> </ul> <i>Motion: Request approval of the agreement with DaVita Inc. for a term of 3 years, beginning June 1, 2024 and ending May 31, 2027 for an annual cost of \$1,220,000 and a total cost for the term of \$3,657,080.</i>		Donald Dawkins/Joanne Barnett
	g) Physician Agreement for ED On-Call Coverage - Orthopedics <ul style="list-style-type: none"> <li>Braden McKnight, M.D.</li> </ul> <i>Motion: Request approval of the agreement with Braden McKnight, M.D. as the Emergency Department Call Coverage Panel for Orthopedic services for a term of 15 months, April 1, 2024 – June 30, 2025 with no additional cost.</i>		Jeremy Raimo
	h) Physician Agreement for ED On-Call Coverage – Spine Surgery <ul style="list-style-type: none"> <li>Braden McKnight, M.D.</li> </ul> <i>Motion: Request approval of the agreement with Braden McKnight, M.D. as the Emergency Department Call Coverage Panel for Spine services for a term of 15 months, April 1, 2024 – June 30, 2025 with no additional cost.</i>		Jeremy Raimo
8.	Financials	15 min.	Janice Gurley
	a) Dashboard	5 min.	Janice Gurley
9.	Comments by committee members:	2 min.	Chair
10.	Date of next meeting: <b>June 19, 2024</b>	2 min.	Chair
11.	Adjournment		
	<b>Total Budget Time for Meeting</b>	<b>1 hr.</b>	

**NOTE:** This meeting is also called and noticed as a meeting of the Board, but shall be conducted as an Administrative and Finance Committee meeting. Members of the Board who are not members of the Committee may attend the entire meeting, but shall not otherwise directly participate or vote on any item. The Committee shall take no final actions, but may make recommendations to be considered at a future meeting of the Board as to any item on the agenda, including information items. All public documents provided to the committee or Board for this meeting including materials related to an item on this agenda and submitted to the Board of Directors within 72 hours prior to this meeting may be reviewed at the District Offices located at 4002 Vista Way, Oceanside, CA 92056 in the office of the Executive Assistant during normal business hours.

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**Tri-City Medical Center  
Finance, Operations and Planning Committee Minutes  
February 21, 2024**

<b>Members Present</b>	Director Tracy Younger, Director Nina Chaya, Director Adela Sanchez (joined the meeting at 3:35 p.m.), Dr. Mohammad Jamshidi-Nezhad, Dr. Henry Showah
<b>Non-Voting Members Present:</b>	Dr. Gene Ma, CEO; Janice Gurley, Interim CFO; Donald Dawkins, CNE; Roger Cortez, CCO; Jeremy Raimo, COO; Susan Bond, General Counsel
<b>Others Present</b>	Eva England, Gary Johnson, Tara Eagle, Miava Sullivan, Jane Dunmeyer, Miava Sullivan
<b>Members Absent:</b>	None

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
1. Call to order	Director Younger called the meeting to order at 3:02 pm.		Chair
2. Approval of Agenda		<u>MOTION</u> it was moved by Director Chaya, and seconded by Dr. Showah to approve the agenda of February 21, 2024. <u>Members:</u> AYES: Younger, Chaya, Dr. Jamshidi-Nezhad, Dr. Showah NOES: None ABSTAIN: None ABSENT: Director Sanchez	Chair
3. Comments by members of the public on any item of interest to the public before committee's consideration of the item.	Director Younger read the paragraph regarding comments from members of the public.	No comments	Chair

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
4. Ratification of minutes of January 16, 2024	Minutes were ratified.	<u>MOTION</u> <u>MOTION</u> It was moved by Dr. Showah and seconded by Dr. Jamshidi-Nezhad to approve the minutes of January 16, 2024. <u>Members:</u> AYES: Younger, Chaya, Dr. Jamshidi-Nezhad, Dr. Showah NOES: None ABSTAIN: None ABSENT: Director Sanchez	Chair
5. Old Business	None		
6. New Business	None		Chair
7. Consideration of Consent Calendar:	It had been requested by Director Younger that the following items be pulled for discussion: <ul style="list-style-type: none"> <li>7. a. Blood Gas Testing, Consumables &amp; Service Proposal               <ul style="list-style-type: none"> <li>• Werfen USA, LLC.</li> </ul> </li> <li>7. b. Primary Blood Supply               <ul style="list-style-type: none"> <li>• San Diego Blood Bank</li> </ul> </li> <li>7. c. Hematology Equipment, Service &amp; Consumables               <ul style="list-style-type: none"> <li>• Sysmex America, Inc</li> </ul> </li> </ul>		Chair

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
a) Blood Gas Testing, Consumables & Service Proposal <ul style="list-style-type: none"> <li>• Werfen USA, LLC</li> </ul>	Discussion was held and questions answered regarding the Blood Gas Testing, Consumables & Service Proposal with Werfen USA, LLC.	<u>MOTION</u> It was moved by Director Chaya, and seconded by Dr. Jamshidi-Nezhad to approve the agreement with the San Diego Blood Bank for Primary Blood Supply as amended to one year. <u>Members:</u> AYES: Younger, Chaya, Sanchez, Dr. Showah and Dr. Jamshidi-Nezhad NOES: None ABSTAIN: None ABSENT: None	Eva England/Tara Eagle
b) Primary Blood Supply Proposal <ul style="list-style-type: none"> <li>• San Diego Blood Bank</li> </ul>	Discussion was held and questions answered regarding the Primary Blood Supply Proposal for the San Diego Blood Bank. The term of the agreement was changed to one year	<u>MOTION</u> It was moved by Director Chaya, and seconded by Dr. Jamshidi-Nezhad to approve the agreement with the San Diego Blood Bank for Primary Blood Supply as amended to one year. <u>Members:</u> AYES: Younger, Chaya, Sanchez, Dr. Showah and Dr. Jamshidi-Nezhad NOES: None ABSTAIN: None ABSENT: None	Eva England/Tara Eagle
c) Hematology Equipment, Service, & Consumables Proposal <ul style="list-style-type: none"> <li>• Sysmex America, Inc.</li> </ul>	Discussion was held and questions answered regarding the Hematology Equipment, Service & Consumables Proposal with Sysmex America, Inc.	<u>MOTION</u> It was moved by Director Chaya, and seconded by Dr. Jamshidi-Nezhad to approve the agreement with Sysmex America, Inc. for Hematology Equipment, Service & Consumables.	Eva England/Tara Eagle

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible																																								
8. Financials	<p>Janice Gurley presented the financials ending January 31, 2024 (dollars in thousands)</p> <p><b><u>TCHD – Financial Summary</u></b></p> <table border="0"> <tr> <td><b><u>Fiscal Year to Date</u></b></td> <td>\$ 165,090</td> </tr> <tr> <td>Operating Revenue</td> <td>\$ 195,540</td> </tr> <tr> <td>Operating Expense</td> <td>\$ (13,769)</td> </tr> <tr> <td>EBITDA</td> <td>\$ (25,272)</td> </tr> <tr> <td>EROE</td> <td></td> </tr> </table> <p><b><u>TCMC – Key Indicators</u></b></p> <table border="0"> <tr> <td><b><u>Fiscal Year to Date</u></b></td> <td>111</td> </tr> <tr> <td>Avg. Daily Census</td> <td>46,107</td> </tr> <tr> <td>Adjusted Patient Days</td> <td>2,761</td> </tr> <tr> <td>Surgery Cases</td> <td>25,637</td> </tr> <tr> <td>ED Visits</td> <td></td> </tr> </table> <p><b><u>TCHD – Financial Summary</u></b></p> <table border="0"> <tr> <td><b><u>Current Month</u></b></td> <td>\$ 27,145</td> </tr> <tr> <td>Operating Revenue</td> <td>\$ 27,454</td> </tr> <tr> <td>Operating Expense</td> <td>\$ 2,410</td> </tr> <tr> <td>EBITDA</td> <td>\$ 859</td> </tr> <tr> <td>EROE</td> <td></td> </tr> </table> <p><b><u>TCMC – Key Indicators</u></b></p> <table border="0"> <tr> <td><b><u>Current Month</u></b></td> <td>122</td> </tr> <tr> <td>Avg. Daily Census</td> <td>6,874</td> </tr> <tr> <td>Adjusted Patient Days</td> <td>470</td> </tr> <tr> <td>Surgery Cases</td> <td>3,618</td> </tr> <tr> <td>ED Visits</td> <td></td> </tr> </table> <p><b><u>Graphs:</u></b></p> <ul style="list-style-type: none"> <li>TCMC-Average Daily Census, Total Hospital - Excluding Newborns</li> </ul>	<b><u>Fiscal Year to Date</u></b>	\$ 165,090	Operating Revenue	\$ 195,540	Operating Expense	\$ (13,769)	EBITDA	\$ (25,272)	EROE		<b><u>Fiscal Year to Date</u></b>	111	Avg. Daily Census	46,107	Adjusted Patient Days	2,761	Surgery Cases	25,637	ED Visits		<b><u>Current Month</u></b>	\$ 27,145	Operating Revenue	\$ 27,454	Operating Expense	\$ 2,410	EBITDA	\$ 859	EROE		<b><u>Current Month</u></b>	122	Avg. Daily Census	6,874	Adjusted Patient Days	470	Surgery Cases	3,618	ED Visits		<p><b><u>Members:</u></b>  <b>AYES:</b> Younger, Chaya, Sanchez, Dr. Showah and Dr. Jamshidi-Nezhad  <b>NOES:</b> None  <b>ABSTAIN:</b> None  <b>ABSENT:</b> None</p>	Janice Gurley
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Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	<ul style="list-style-type: none"> <li>• TCMC-Emergency Department Visits</li> <li>• TCMC-Acute Average Length of Stay</li> <li>• TCMC-Adjusted Patient Days</li> </ul>		
a. Dashboard	No discussion	Information Only	Janice Gurley
9. Comments by Committee Members	None		Chair
10. Date of next meeting	March 20, 2024		Chair
11. Adjournment	Meeting adjourned 4:00 pm		Chair



# Tri-City Medical Center

7.a.

**FINANCE, OPERATIONS & PLANNING COMMITTEE  
DATE OF MEETING: May 22, 2024  
PROFESSIONAL SERVICES AGREEMENT RENEWAL**

<b>Type of Agreement</b>		Medical Directors		Panel		Other:
<b>Status of Agreement</b>		New Agreement	X	Renewal – New Rates		Renewal – Same Rates

**Physician’s Name:** Aesculapius Medici, Inc. - Dr. Paul Lizotte

**Area of Service:** Internal Medicine at Seaside Medical Group of Tri-City

**Term of Agreement:** 12 months, Beginning, May 1, 2024 – Ending, April 30, 2025

**Maximum Totals:** Within Hourly and/or Annualized Fair Market Value: YES

Monthly Cost	Previous Monthly Cost	12 Month (Term) Cost
\$25,500	\$25,000	\$306,000

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:		Yes		No
Is Agreement a Regulatory Requirement:		Yes	X	No
Budgeted Item:	X	Yes		No

**Person responsible for oversight of agreement:** Jeremy Raimo, Chief Operating Officer

**Motion:**

I move that the Finance, Operations & Planning Committee recommend that the TCHD Board of Directors authorize through a Professional Services Agreement for Aesculapius Medici, Inc. – Dr. Paul Lizotte for a renewal term of 12 months to provide professional services at Seaside Medical Group of Tri-City May 1, 2024 and ending April 30, 2025. Total term cost not to exceed a total expenditure of \$306,000 over a 12-month period.





# Tri-City Medical Center

7.b.

## FINANCE, OPERATIONS & PLANNING MEETING

DATE OF MEETING: May 22, 2024

### PHYSICIAN AGREEMENT CO-MEDICAL DIRECTOR – OUTPATIENT BEHAVIORAL HEALTH SERVICES

Type of Agreement	X	Co-Medical Directors		Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

**Physician’s Name:** Emad Tadros, M.D.  
**Area of Service:** Outpatient Behavioral Health - Morning and Afternoon Program  
**Term of Agreement:** 12 months, Beginning, July, 1, 2024 – Ending, June 30, 2025  
**Maximum Totals:** Within Hourly Fair Market Value.

	Rate/Hour	Hours per Month	Hours per Year	Monthly Cost	12 Month (Term) Cost
Medical Director Duties	\$144	32	384	\$4,608	\$55,296
Case Care Management Duties	\$144	16	192	\$2,304	\$27,648
Vacation Coverage	\$144	As needed (0-8)	48 max.	\$576	\$6,912
<b>Total:</b>		<b>52</b>	<b>624</b>	<b>\$7,488</b>	<b>\$89,856</b>

**Co-Medical Director Responsibilities:**

- Provide medical supervision and direction to the unit, including the morning, afternoon and evening programs
- Supervise and promote the quality of care and evaluate delivery systems.
- Oversee the development of evidence-based clinical services and provide psychiatric expertise.
- Facilitate weekly problem solving and treatment team meetings with clinical staff.
- Review all treatment plans at least monthly to determine appropriateness of problems and treatment goals.
- Evaluate and review policies and procedures and make suggestions for changes as appropriate.
- Provide education to other physicians ahttps://kasa-solutions.com/proposed-legislation-allows-lmft-lmhc-bill-medicare/nd departments regarding intensive outpatient level of care

**Case Care Management and other Duties:**

- Take on utilization management duties and respond to insurance authorization calls for IOP and communicate clinical determination of medical necessity
- Evaluate patients at least once per month for medical necessity and discharge readiness
- Evaluate whether patients are medically stable and meet inclusion/exclusion criteria for IOP on admission and monthly thereafter.
- Prepare reports and records as requested by hospital and regulatory bodies
- Provide professional guidance to staff Monday through Friday and evaluate risk/protective factors and recommend whether a patient needs inpatient treatment or can be managed with safety planning. Respond to calls Mondays through Fridays, 8 am-5 pm.

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

**Person responsible for oversight of agreement:** Tony Vitrano-Operations Manager, Outpatient Behavioral Health / Donald Dawkins, Chief Nurse Executive

**Motion:**

I move that the Finance, Operations & Planning Committee recommend that the TCHD Board of Directors authorize the agreement with Dr. Emad Tadros for the co-medical directorship for a term of 12 months, beginning July 1, 2024 and ending June 30, 2025, for an hourly rate of \$144, an annual cost and total term cost of \$89,856.



# Tri-City Medical Center

7.c.

## FINANCE, OPERATIONS & PLANNING MEETING

DATE OF MEETING: May 22, 2024

### PHYSICIAN AGREEMENT CO-MEDICAL DIRECTOR – OUTPATIENT BEHAVIORAL HEALTH SERVICES

Type of Agreement	X	Co-Medical Directors		Panel		Other:
Status of Agreement		New Agreement		Renewal – New Rates	X	Renewal – Same Rates

**Physician’s Name:** Senior Medical Associates (Jason Keri as signer & Dr. Tavakoli as the covering physician)

**Area of Service:** Outpatient Behavioral Health

**Term of Agreement:** 12 months, Beginning, July, 1, 2024 – Ending, June 30, 2025

**Maximum Totals:** Within Hourly Fair Market Value.

	Rate/Hour	Hours per Month	Hours per Year	Monthly Cost	12 Month (Term) Cost
Medical Director Duties	\$144	32	384	\$4,608	\$55,296
Case Care Management Duties	\$144	16	192	\$2,304	\$27,648
Vacation Coverage	\$144	As needed (0-8)	48 max.	\$576	\$6,912
<b>Total:</b>		<b>52</b>	<b>624</b>	<b>\$7,488</b>	<b>\$89,856</b>

**Co-Medical Director Responsibilities:**

- Provide medical supervision and direction to the unit, including the morning, afternoon and evening programs
- Supervise and promote the quality of care and evaluate delivery systems.
- Oversee the development of evidence-based clinical services and provide psychiatric expertise.
- Facilitate weekly problem solving and treatment team meetings with clinical staff.
- Review all treatment plans at least monthly to determine appropriateness of problems and treatment goals.
- Evaluate and review policies and procedures and make suggestions for changes as appropriate.
- Provide education to other physicians regarding intensive outpatient level of care

**Case Care Management and other Duties:**

- Take on utilization management duties and respond to insurance authorization calls
- Evaluate patients at least once per month for medical necessity and discharge readiness
- Evaluate whether patients are medically stable and meet inclusion/exclusion criteria for IOP on admission and monthly thereafter.
- Prepare reports and records as requested by hospital and regulatory bodies
- Provide professional guidance to staff and evaluate need for hospitalization

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

**Person responsible for oversight of agreement:** Tony Vitrano - Operations Manager, Outpatient Behavioral Health / Donald Dawkins, Chief Nurse Executive

**Motion:**

I move that the Finance, Operations & Planning Committee recommend that the TCHD Board of Directors authorize the agreement with Senior Medical Associates for the co-medical directorship for a term of 12 months, beginning July 1, 2024 and ending June 30, 2025, for an hourly rate of \$144, an annual and total term cost of \$89,856.



# Tri-City Medical Center

7.d.

## FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: May 22, 2024

### PHYSICIAN RECRUITMENT AGREEMENT

<b>Type of Agreement</b>		Medical Directors		Panel	X	Other: Physician Recruitment
<b>Status of Agreement</b>	X	New Agreement		Renewal: New Rates		Renewal: Same Rates

**Physician Name:** Christopher Bo, M.D.

**Practice Name:** North County Neurology Associates

**Areas of Service:** Physical Medicine and Rehabilitation

**Key Terms of Agreement:**

**Effective Date:** September 1, 2024, or the date Dr. Bo becomes a credentialed member in good standing of the Tri-City Healthcare District Medical Staff.

**Community Need:** TCMC is developing a succession plan for Medical Direction of the Inpatient Rehabilitation Unit for the existing provider who is anticipated to step down from the role within the year.

**Service Area:** Area defined by the lowest number of contiguous zip codes from which the hospital draws at least 75% of its inpatients

<b>Terms of the Engagement:</b>	<b>Proposal Costs:</b>
Monthly Professional Stipend	\$25,000 per month (\$300,000 a year)
Sign-On Advance	\$15,000
Relocation Allowance	\$10,000
<b>Total Amount of Request:</b>	<b>\$325,000</b>

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

**Person responsible for oversight of agreement:** Jeremy Raimo, Chief Operating Officer

**Motion:**

I move that the Finance, Operations & Planning Committee recommend that the TCHD Board of Directors authorize an expenditure, not to exceed \$325,000, to facilitate the addition of a physical medicine and rehabilitation physician, Christopher Bo, M.D. to practice medicine in the communities served by the District. This will be accomplished through a tri-party physician recruitment agreement (not to exceed a one-year income guarantee with a two-year forgiveness period) between Tri-City Healthcare District, North County Neurology Associates and Christopher Bo, M.D.



# Tri-City Medical Center

7.e.

**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: MAY 22, 2024**  
**STERILE PROCESSING DEPARTMENT SINK REPLACEMENT**

Type of Agreement		Medical Director		Panel	X	Other: Bid Proposal
Status of Agreement	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

**Vendor’s Name:** Firestone Builders, Inc.

**Area of Service:** Sterile Processing Department

**Term of Agreement:** Construction Bid Proposal – Estimated completion is 7-8 months from approval

**Maximum Totals:**

Total Cost
Proposal = \$385,000
15% Contingency = \$57,750
<b>Not to Exceed = \$442,750</b>

**Description of Services/Supplies:**

- District upgrading scope decontamination sink
- District has received one bid proposal for the project
- Scope of the project – replace existing sink upgraded sink, retrofit the underground plumbing and add new electrical circuits for other sterile processing equipment.

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	N/A	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

**Person responsible for oversight of agreement:** Benito Oporto, Director of Facilities & Engineering / Jeremy Raimo, Chief Operating Officer.

**Motion:**

I move that Finance Operations and Planning Committee recommend that the TCHD Board of Directors authorize the expenditure with Firestone Builders, Inc. not to exceed \$442,750 to upgrade the scope decontamination sink construction bid proposal.



# Tri-City Medical Center

7.f.

**FINANCE, OPERATIONS & PLANNING COMMITTEE  
DATE OF MEETING: MAY 22, 2024  
DIALYSIS SERVICES PROPOSAL**

<b>Type of Agreement</b>		Medical Director		Panel	X	Other: Patient Care Services
<b>Status of Agreement</b>	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

**Vendor’s Name:** DaVita, Inc.  
**Area of Service:** Patient Care Services  
**Term of Agreement:** 36 months, Beginning, June 1, 2024 – Ending, May 31, 2027  
**Maximum Totals:**

Monthly Cost	Annual Cost	Total Term Cost
\$96,000 - \$110,000	\$1,240,000	<b>\$3,657,080</b>
Based on Treatment Volume	Includes: Year #1 start-up of \$84,000, then approximately \$1,156,000 with a 3% annual adjustment	

**Description of Services/Supplies:**

- DaVita is Joint Commission certified and will provide all inpatient dialysis services and oversight of the program to include staffing, quality, equipment and preventative maintenance
- 2 vendors were reviewed for quality and cost per treatment
- Projected annual cost was reviewed based on current vendor- DaVita requires a one-time start-up cost with of 84,000, and overall annual cost is lower than current vendor with no lapse in current dialysis services
- Annualized cost is based on census and volume of services in 2023

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

**Person responsible for oversight of agreement:** Donald Dawkins, Chief Nurse Executive / Joanne Barnett, Sr. Nursing Director

**Motion:**

I move that Finance Operations and Planning Committee recommend that the TCHD Board of Directors authorize the agreement with DaVita, Inc. for a term of 3 years, beginning June 1, 2024 and ending May 31, 2027 for an annual cost of \$1,240,000, and a total cost for the term of \$3,657,080.



# Tri-City Medical Center

7.g.

## FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: May 22, 2024

### PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – ORTHOPEDICS

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

**Physician’s Name:** Braden McKnight, M.D.

**Area of Service:** Emergency Department On-Call: Orthopedics

**Term of Agreement:** 15 months, Beginning, April 1, 2024, ending June 30, 2025

**Maximum Totals:** Within Hourly and/or Annualized Fair Market Value: YES  
Shared Call Agreement with Entire ED call panel for Orthopedic Surgery with no additional cost.

#### Description of Services/Supplies:

- Provide 24/7 patient coverage for all Orthopedic specialty services in accordance with Medical Staff Policy #8710-520 (Emergency Room Call: Duties of the On-Call Physician)
- Complete related medical records in accordance with all Medical Staff, accreditation, and regulatory requirements.

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

**Person responsible for oversight of agreement:** Jeremy Raimo, Chief Operating Officer / Bert Lawson, Director ER

#### Motion:

I move that the Finance, Operations & Planning Committee recommend that the TCHD Board of Directors authorize Braden McKnight, M.D. as the Emergency Department Call Coverage Panel for Orthopedic services for a term of 15 months, April 1, 2024 – June 30, 2025 with no additional cost.



# Tri-City Medical Center

7.h.

## FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: May 22, 2024

### PHYSICIAN AGREEMENT for ED ON-CALL COVERAGE – SPINE SURGERY

Type of Agreement		Medical Directors	X	Panel		Other:
Status of Agreement	X	New Agreement		Renewal – New Rates		Renewal – Same Rates

**Physician’s Name:** Braden McKnight, M.D.

**Area of Service:** Emergency Department On-Call: Spine Surgery

**Term of Agreement:** 15 months, Beginning, April 1, 2024, ending June 30, 2025

**Maximum Totals:** Within Hourly and/or Annualized Fair Market Value: YES  
Shared Call Agreement with Entire ED call panel for Orthopedic Spine Surgery with no additional cost.

#### Description of Services/Supplies:

- Provide 24/7 patient coverage for all Spine Surgery services in accordance with Medical Staff Policy #8710-520 (Emergency Room Call: Duties of the On-Call Physician)
- Complete related medical records in accordance with all Medical Staff, accreditation, and regulatory requirements.

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	Yes		No
Is Agreement a Regulatory Requirement:	X	Yes		No
Budgeted Item:	X	Yes		No

**Person responsible for oversight of agreement:** Jeremy Raimo, Chief Operating Officer / Bert Lawson, Director ER

#### Motion:

I move that the Finance, Operations & Planning Committee recommend that the TCHD Board of Directors authorize Braden McKnight, M.D. as the Emergency Department Call Coverage Panel for Spine surgery for term of 15 months, Beginning, April 1, 2024 – June 30, 2025 with no additional cost.



### Financial Information

TCMC Days in Accounts Receivable (A/R)														
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY24	69.7	72.7	80.0	80.1	76.2	97.4	93.9	84.0	75.0	69.2	74.6	69.7	79.8	48-52
FY23	74.3	72.0	67.7	69.8	71.5	71.0	71.3	72.7	70.6	74.6	71.6	69.7	71.5	

TCMC Days in Accounts Payable (A/P)														
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD Avg	Goal Range
FY24	140.9	153.4	189.6	207.9	226.1	211.0	205.5	212.8	212.4	199.3	158.4	144.5	195.9	75-100
FY23	105.3	105.6	106.4	115.2	119.0	128.8	142.0	153.4	168.0	158.4	144.5	127.7	130.2	

TCHD EROE \$ in Thousands (Excess Revenue over Expenses)														
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY24	(\$3,585)	(\$3,847)	(\$4,443)	(\$2,962)	(\$5,827)	(\$5,468)	\$859	\$633	\$241	\$479	(\$6,274)	(\$3,739)	(\$23,919)	(\$11,519)
FY23	(\$1,651)	(\$1,599)	(\$2,185)	(\$1,358)	(\$1,812)	(\$2,028)	(\$532)	(\$1,051)	(\$2,982)	(\$6,274)	(\$3,739)	(\$6,560)	(\$21,473)	

TCHD EROE % of Total Operating Revenue														
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY24	-14.11%	-15.18%	-19.69%	-12.28%	-29.94%	-25.97%	3.16%	2.69%	0.90%	1.76%	-25.56%	-24.92%	-9.85%	-4.16%
FY23	-5.96%	-5.83%	-8.19%	-4.89%	-6.83%	-7.33%	-1.83%	-3.94%	-10.69%	-25.56%	-13.62%	-24.92%	-7.90%	





Financial Information

TCHD EBITDA \$ in Thousands (Earnings before Interest, Taxes, Depreciation and Amortization)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY24	(\$2,442)	(\$2,708)	(\$3,246)	\$311	(\$4,168)	(\$3,926)	\$2,410	\$1,376	\$1,846	\$1,977			(\$8,570)	\$4,732
FY23	(\$686)	(\$205)	(\$987)	(\$175)	(\$594)	(\$781)	\$605	\$75	(\$1,648)	(\$5,086)	(\$2,549)	\$898	(\$9,480)	

TCHD EBITDA % of Total Operating Revenue

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY24	-9.61%	-10.69%	-14.38%	1.29%	-21.47%	-18.64%	8.88%	5.84%	6.87%	7.27%			-3.53%	1.71%
FY23	-2.48%	-0.75%	-3.70%	-0.63%	-2.24%	-2.82%	2.08%	0.28%	-5.90%	-20.72%	-9.28%	3.41%	-3.49%	

TCMC Paid FTE (Full-Time Equivalent) per Adjusted Occupied Bed

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY24	6.12	6.88	7.31	6.66	7.50	6.78	6.23	5.67	5.60	5.38			6.32	6.47
FY23	6.53	5.91	5.93	6.48	7.13	7.14	6.35	5.96	6.12	6.30	7.10	6.37	6.37	

TCHD Liquidity \$ in Millions (Cash + Available Revolving Line of Credit)

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
FY24	\$18.3	\$11.6	\$9.9	\$12.5	\$19.6	\$27.2	\$31.9	\$16.6	\$15.1	\$29.7		
FY23	\$43.9	\$38.1	\$29.6	\$25.3	\$20.7	\$22.5	\$25.4	\$11.4	\$6.9	\$27.7	\$23.8	\$21.7