

**TRI-CITY HEALTHCARE DISTRICT  
AGENDA FOR A REGULAR MEETING  
OF THE FINANCE, OPERATION AND PLANNING COMMITTEE  
Wednesday, February 19, 2025  
3:00 – 4:00 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 – January 22, 2025	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) Physician Recruitment Agreement <ul style="list-style-type: none"> <li>• Dr. Abhinav Sharma – Cardiovascular Medicine</li> </ul> <i>Motion: Request approval of the agreement with Abhinav Sharma, M.D., a cardiovascular medicine physician to practice medicine in the communities served by the District. This will be accomplished through an independent physician recruitment agreement (not to exceed a one-year income guarantee with a two-year forgiveness period) between Tri-City Healthcare District, and Abhinav Sharma, M.D.</i>		Jeremy Raimo
	b) Medical Directorship Agreement Renewal – Diabetic Services Program <ul style="list-style-type: none"> <li>• Dr. Jamil Alkhaddo</li> </ul> <i>Motion: Request approval of the agreement with Jamil Alkhaddo, M.D. for the Diabetes Program for a term of 12 months, beginning, February 1, 2025 through January 31, 2026 for a total term cost not to exceed \$28,800.</i>		Jeremy Raimo
	c) Renewal One to Professional Services Agreement – 1206(B) Pulmonary Clinic <ul style="list-style-type: none"> <li>• Pulmonary Specialist of North County, Inc.</li> </ul> <i>Motion: Request approval of the agreement with Pulmonary Specialists of North County, Inc for a term of 1 year, beginning February 6, 2025 and ending February 5, 2026 for a total cost for the term not to exceed \$510,000.</i>		Jeremy Raimo

**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
	<p>d) Physician Agreement with Locum Tenens – Emergency Room &amp; Inpatient Psychiatric On-Call Coverage</p> <ul style="list-style-type: none"> <li>• CompHealth</li> </ul> <p><i>Motion: Request approval of the agreement with CompHealth for locum tenens psychiatric on-call coverage for the emergency department and inpatient units for a term of 16 months, beginning March 1, 2025 and ending June 30, 2026, for an annual cost of \$67,503 and a total term cost of \$90,004.</i></p>		Donald Dawkins / Sarah Jayyousi
	<p>e) Regulated Medical Waste Master Agreement Renewal Proposal</p> <ul style="list-style-type: none"> <li>• Stericycle, Inc.</li> </ul> <p><i>Motion: Request approval of the agreement with Stericycle, Inc. for regulated medical waste disposal, hazardous waste disposal &amp; sharps waste disposal management for a term of 60 months, beginning March 1, 2025 and ending February 28, 2030, for an annual cost of \$194,000 and a total cost for the term of \$970,000.</i></p>		Jeremy Raimo / Benito Oporto
	<p>f) Physician Recruitment Agreement</p> <ul style="list-style-type: none"> <li>• Dr. Jeffrey Raunig – Family Practice</li> </ul> <p><i>Motion: Request approval of the agreement with Jeffrey Raunig, MD for a term of 24 months beginning March 1, 2025 and ending February 28, 2027, for a total not to exceed \$35,000, in the form of a forgivable loan over a 24-month period.</i></p>		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: March 19, 2025	2 min.	Chair
11.	Adjournment	1 min.	Chair
	<b>Total Budget Time for Meeting</b>	<b>1 hr. 0 min.</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.

**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.

**Tri-City Medical Center**  
**Finance, Operations and Planning Committee Minutes**  
**January 22, 2025**

<b>Members Present</b>	Director Tracy Younger, Director Adela Sanchez, Dr. Mohammad Jamshidi-Nezhad, Dr. Henry Showah
<b>Non-Voting Members Present:</b>	Dr. Gene Ma, CEO; Janice Gurley, CFO; Jeremy Raimo, COO; Donald Dawkins, CNE; Roger Cortez, CCO; Mark Albright, CIO; Susan Bond, General Counsel
<b>Others Present:</b>	Julie Abraham, Jane Dunmeyer, Miava Sullivan
<b>Members Absent:</b>	Director Nina Chaya

<b>Topic</b>	<b>Discussions, Conclusions Recommendations</b>	<b>Action Recommendations/ Conclusions</b>	<b>Person(s) Responsible</b>
1. Call to order	Director Younger called the meeting to order at 3:04 pm.		Chair
2. Approval of Agenda		<b>MOTION</b> It was moved by Director Sanchez, Dr. Mohammad Jamshidi-Nezhad seconded, and it was unanimously approved to accept the agenda of January 22, 2025.	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
4. Ratification of minutes of August 21, 2024	Minutes were ratified.	Minutes were ratified. <b>MOTION</b> It was moved by Director Sanchez, Dr. Mohammad Jamshidi-Nezhad seconded, that the minutes of August 21, 2024, are to be approved without any requested modifications.	Chair

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
5. Old Business	None		
6. New Business a. Finance, Operations & Planning Meeting Dates - 2025		<u>MOTION</u> It was moved by Director Sanchez, Dr. Showah seconded, and it was unanimously approved the Finance, Operations and Planning Committee meeting dates for 2025.	Chair
7. Consideration of Consent Calendar:		<u>MOTION</u> It was moved by Dr. Showah to approve the Consent Calendar and seconded by Director Sanchez. <u>Members:</u> <u>AYES:</u> Younger, Showah, Sanchez <u>NOES:</u> None <u>ABSTAIN:</u> None <u>ABSENT:</u> Director Nina Chaya <u>Approved via Consent Calendar</u>	Chair
a) Physician Agreement - Anatomic and Clinical Pathology Services • Analytic Pathology Medical Group, Inc. / Pacific Rim Pathology Medical Corporation			Eva England/Dr. Gene Ma
b) Physician Agreement - Hospital Medicine Services (Hospitalists) • Sound Physicians, dba Hospitalist Medicine Physicians of California, Inc.		<u>Approved via Consent Calendar</u>	Donald Dawkins/Dr. Gene Ma

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible																																								
8. Financials	<p>Janice Gurley presented the financials ending December 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></td> </tr> <tr> <td>Operating Revenue</td> <td>\$ 162,752</td> </tr> <tr> <td>Operating Expense</td> <td>\$ 169,181</td> </tr> <tr> <td>EBITDA</td> <td>\$ 8,377</td> </tr> <tr> <td>EROE</td> <td>\$ (715)</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></td> </tr> <tr> <td>Avg. Daily Census</td> <td>123</td> </tr> <tr> <td>Adjusted Patient Days</td> <td>40,767</td> </tr> <tr> <td>Surgery Cases</td> <td>2,723</td> </tr> <tr> <td>ED Visits</td> <td>23,726</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></td> </tr> <tr> <td>Operating Revenue</td> <td>\$ 27,505</td> </tr> <tr> <td>Operating Expense</td> <td>\$ 28,103</td> </tr> <tr> <td>EBITDA</td> <td>\$ 1,546</td> </tr> <tr> <td>EROE</td> <td>\$ (3)</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></td> </tr> <tr> <td>Avg. Daily Census</td> <td>136</td> </tr> <tr> <td>Adjusted Patient Days</td> <td>7,341</td> </tr> <tr> <td>Surgery Cases</td> <td>443</td> </tr> <tr> <td>ED Visits</td> <td>4,251</td> </tr> </table> <p><b><u>Graphs:</u></b></p> <ul style="list-style-type: none"> <li>• TCHD-EBITDA and EROE</li> <li>• TCHD Financial Summary</li> <li>• TCMC-Average Daily Census, Total Hospital - Excluding Newborns</li> <li>• TCMC-Emergency Department Visits</li> <li>• TCMC-Acute Average Length</li> </ul>	<b><u>Fiscal Year to Date</u></b>		Operating Revenue	\$ 162,752	Operating Expense	\$ 169,181	EBITDA	\$ 8,377	EROE	\$ (715)	<b><u>Fiscal Year to Date</u></b>		Avg. Daily Census	123	Adjusted Patient Days	40,767	Surgery Cases	2,723	ED Visits	23,726	<b><u>Current Month</u></b>		Operating Revenue	\$ 27,505	Operating Expense	\$ 28,103	EBITDA	\$ 1,546	EROE	\$ (3)	<b><u>Current Month</u></b>		Avg. Daily Census	136	Adjusted Patient Days	7,341	Surgery Cases	443	ED Visits	4,251		Janice Gurley
<b><u>Fiscal Year to Date</u></b>																																											
Operating Revenue	\$ 162,752																																										
Operating Expense	\$ 169,181																																										
EBITDA	\$ 8,377																																										
EROE	\$ (715)																																										
<b><u>Fiscal Year to Date</u></b>																																											
Avg. Daily Census	123																																										
Adjusted Patient Days	40,767																																										
Surgery Cases	2,723																																										
ED Visits	23,726																																										
<b><u>Current Month</u></b>																																											
Operating Revenue	\$ 27,505																																										
Operating Expense	\$ 28,103																																										
EBITDA	\$ 1,546																																										
EROE	\$ (3)																																										
<b><u>Current Month</u></b>																																											
Avg. Daily Census	136																																										
Adjusted Patient Days	7,341																																										
Surgery Cases	443																																										
ED Visits	4,251																																										

Topic	Discussions, Conclusions Recommendations	Action Recommendations/ Conclusions	Person(s) Responsible
	of Stay <ul style="list-style-type: none"> <li>• TCMC-Adjusted Patient Days</li> <li>• TCMC-Paid Full Time Equivalents-13 Month Trend</li> </ul>		
a. Dashboard	No discussion	Information Only	Janice Gurley
7. Comments by Committee Members	None	None	Chair
8. Date of next meeting	February 19, 2025		Chair
10. Adjournment	Meeting adjourned 3:35 pm		Chair



# Tri-City Medical Center

7.a.

## FINANCE, OPERATIONS & PLANNING COMMITTEE DATE OF MEETING: February 19, 2025 PHYSICIAN RECRUITMENT AGREEMENT

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

**Physician Name:** Abhinav Sharma, M.D.

**Areas of Service:** Cardiovascular Medicine

**Key Terms of Agreement:**

**Effective Date:** July 1, 2025, or the date Dr. Sharma becomes a credentialed member in good standing of the Tri-City Healthcare District Medical Staff.

**Community Need:** TCHD Physician Needs Assessment shows significant community need for Cardiology.

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

Terms of the Engagement:	Proposal Costs:
Monthly Income Guarantee, Not to Exceed	\$25,000 per month (\$300,000 a year, with a 2-year forgiveness period)
Relocation Allowance	\$7,500 (not part of the loan)
<b>Total Amount of Request:</b>	<b>\$307,500</b>

**Unique Features:** Dr. Sharma will practice with Dr. Pashmforoush and Dr. Yung at Tri-City Cardiology & Arrhythmia

**Requirements:**

**Business Pro Forma:** Must submit a 12-month business pro forma for TCHD approval relating to the addition of this physician to the medical practice, including proposed incremental expenses and income. TCHD may suspend or terminate income guarantee payments if operations deviate more than 20% from the approved pro forma and are not addressed as per agreement.

**Expenses:** The agreement specifies categories of allowable professional expenses (expenses associated with the operation of physician’s practice and approved at the sole discretion of TCHD) such as billing, rent, medical and office supplies, etc. If the incremental monthly expenses exceed the maximum, the excess amount will not be included.

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	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 approve expenditure, not to exceed \$307,500, to facilitate the addition of Abhinav Sharma, M.D., a cardiovascular medicine physician to practice medicine in the communities served by the District. This will be accomplished through an independent physician recruitment agreement (not to exceed a one-year income guarantee with a two-year forgiveness period) between Tri-City Healthcare District, and Abhinav Sharma, M.D.



# Tri-City Medical Center

7.b.

## FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: February 19, 2025

### MEDICAL DIRECTORSHIP AGREEMENT – DIABETIC SERVICES PROGRAM

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

Physician’s Name: Jamil Alkhaddo, M.D.

Area of Service: Diabetic Services Program

Term of Agreement: Beginning, February 1, 2025 through January 31, 2026

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

Rate/Hour	Hours Per Month	Hours Per Year	Monthly Cost	Annual Cost
\$150	16	192	\$2,400	\$28,800

#### Description of Services/Supplies:

- Medical Direction of Diabetes Program
- Develops, implements and monitors Diabetic planning to ensure patient care quality and regulatory compliance.
- As a requirement for Joint Commission for accreditation, the program must have physician oversight through a Medical Director

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 Operations Officer

#### Motion:

I move that the Finance, Operations & Planning Committee recommend that the TCHD Board of Directors authorize a renewal of the medical directorship agreement with Jamil Alkhaddo, M.D. for the Diabetes Program for a term of 12 months, beginning, February 1, 2025 through January 31, 2026 for a total term cost not to exceed \$28,800.



**FINANCE, OPERATIONS & PLANNING COMMITTEE**  
**DATE OF MEETING: February 19, 2025**  
**RENEWAL ONE TO PROFESSIONAL SERVICES AGREEMENT - 1206(B) PULMONARY CLINIC RENEWAL**

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

**Vendor’s Name:** Pulmonary Specialists of North County, Inc.  
**Area of Service:** Ambulatory Pulmonary Clinic  
**Term of Agreement:** 12 months, Beginning, February 6, 2025 – Ending, February 5, 2026

**Maximum Totals:**

Monthly Cost	Annual Cost	Total Term Cost
Up to \$42,500	\$510,000	\$510,000

**Description of Services/Supplies:**

- Ambulatory clinic coverage for both outpatient and inpatient hospital pulmonary consultation coverage
- Includes EBUS and ION procedural codes for new program

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	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 the renewal agreement between Tri-City Healthcare District and Pulmonary Specialists of North County, Inc for a term of 1 year, beginning February 6, 2025 and ending February 5, 2026 for a total cost for the term not to exceed \$510,000.



# Tri-City Medical Center

7.d.

## FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: February 19, 2025

### PHYSICIAN AGREEMENT FOR LOCUM TENENS- EMERGENCY ROOM & INPATIENT PSYCHIATRIC ON-CALL COVERAGE

Type of Agreement		Medical Directors		Panel	X	Back Up Psychiatric Coverage
Status of Agreement	X	New Agreement		Renewal – New Rate		Renewal – Same Rate

Vender Name: CompHealth

Area of Service: Emergency Room and Inpatient Units

Term of Agreement: 16 months, Beginning, March 1, 2025 – Ending, June 30, 2026

Maximum Totals: Within Hourly Fair Market Value

	Rate/Hour	Annual Days/Hours (NTE)	Daily Rate (NTE)	Annual Cost	Term Cost
Medical Director Duties	\$315 - \$321	200 hours	\$2,520 - \$2,568	\$64,200	\$85,600
Administrative fee charged only on days we use them for calls	\$32	28 days	N/A	\$896	\$1,195
Holiday Rate	1.5% of rate (additional 0.5%)	15 hours	N/A	\$2,407	\$3,209
<b>Total Cost:</b>				<b>\$67,503</b>	<b>\$90,004</b>

#### On-Call Duties:

- Provide psychiatric phone consults for emergency room and inpatient units upon request
- Provide telehealth consultations.
- Provide clinical guidance to physicians and psychiatric liaisons for ED and IP patients

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

Person responsible for oversight of agreement: Sarah Jayyousi, Operations Manager-Outpatient Behavioral Health Services / Donald Dawkins, Chief Nurse Executive

**Motion:** I move that the Finance, Operations & Planning Committee recommends that the TCHD Board of Directors authorize the physician agreement with CompHealth for locum tenens psychiatric on-call coverage for the emergency department and inpatient units for a term of 16 months, beginning March 1, 2025 and ending June 30, 2026, for an annual cost of \$67,503 and a total term cost of \$90,004.



# Tri-City Medical Center

7.e.

## FINANCE, OPERATIONS & PLANNING COMMITTEE

DATE OF MEETING: February 19, 2025

### REGULATED MEDICAL WASTE MASTER SERVICE AGREEMENT PROPOSAL

Type of Agreement		Medical Director		Panel	X	Other: Vendor Services
Status of Agreement		New Agreement	X	Renewal – Decrease in Rates		Renewal – Same Rates

**Vendor's Name:** Stericycle, Inc.  
**Area of Service:** Tri-City Medical Center and Clinics  
**Term of Agreement:** 60 months, Beginning, March 1, 2025 – Ending, February 28, 2030

**Maximum Totals:**

Regulated Medical Waste Disposal, Sharps Rx Pro™ Pharmaceutical/Sharps Waste Disposal, Hazardous Waste Disposal			
	Monthly Cost	Annual Cost	Total Term Cost
CURRENT COST	\$11,000	\$132,000	\$660,000
NET CHANGE	-\$2,600	-\$31,200	-\$156,000
NEW COST	\$8,400	\$100,800	\$504,000
Additional Pick-Ups by Weight			
	Monthly Cost	Annual Cost	Total Term Cost
CURRENT COST	\$7,766	\$93,200	\$466,000
<b>Total Term Cost for Entire Agreement:</b>			<b>\$970,000</b>

**Description of Services/Supplies:**

- Services to be provided by Stericycle, Inc.: Regulated Medical Waste Disposal, Sharps Rx Pro™ Pharmaceutical/Sharps Waste Disposal, Hazardous Waste Disposal
- Reducing the monthly pickup cost from \$11,000 to \$8,400 saving Tri-City Medical Center \$31,200 per year
- Stericycle, Inc. also provides Tri-City Medical Center and our clinics with any request additional pick-ups which we are charge by weight

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

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

**Motion:**

I move that Finance Operations & Planning Committee recommend that the TCHD Board of Directors authorize the agreement with Stericycle, Inc. for regulated medical waste disposal, hazardous waste disposal & sharps waste disposal management for a term of 60 months, beginning March 1, 2025 and ending February 28, 2030, for an annual cost of \$194,000 and a total cost for the term of \$970,000.



# Tri-City Medical Center

7.f

**FINANCE, OPERATIONS & PLANNING COMMITTEE  
DATE OF MEETING: February 19, 2025  
PHYSICIAN RECRUITMENT AGREEMENT - Jeffrey Raunig, MD**

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

**Physician’s Name:** Jeffrey Raunig M.D.  
**Area of Service:** Family Practice  
**Term of Agreement:** 24 months, March 1, 2025 – Ending, February 28, 2027  
**Maximum Totals:** Within Hourly and/or Annualized Fair Market Value: YES

<b>Terms of the Agreement:</b>	<b>Proposal Costs:</b>
Sign-on Advance	\$35,000.
<b>Total Loan Amount Request, NTE</b>	<b>\$35,000</b>

**Position Responsibilities:**

- Physician will practice in Carlsbad, CA, and will receive assistance under a physician recruitment agreement in the form of a loan to be forgiven over a two-year (24 month) period for sign-on advance as long as physician remains practicing in the TCHD service area full time.

Document Submitted to Legal for Review:	X	Yes		No
Approved by Chief Compliance Officer:	X	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 the Board of Directors find it in the best interest of the communities served by the District to approve the sign-on advance, not to exceed \$35,000 in order to facilitate this Family Medicine physician practicing medicine in the communities served by the District. This will be accomplished through a Physician Recruitment Agreement with Jeffrey Raunig, MD beginning March 1, 2025 and ending February 28, 2027, for a total not to exceed \$35,000, in the form of a forgivable loan over a 24-month period.



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
FY25	62.6	60.6	60.9	59.0	58.2	61.1	63.5	84.0	75.0	69.2	66.6	68.2	60.8	48-52
FY24	69.7	72.7	80.0	80.1	76.2	97.4	93.9	84.0	75.0	69.2	66.6	68.2	81.4	

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
FY25	157.3	160.9	170.6	156.5	160.2	167.0	151.2	212.8	212.4	199.3	175.5	150.4	160.5	75-100
FY24	140.9	153.4	189.6	207.9	226.1	211.0	205.5	212.8	212.4	199.3	175.5	150.4	190.6	

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
FY25	(\$18)	\$470	(\$347)	(\$949)	\$133	(\$3)	\$734	\$633	\$241	\$479	\$218	(\$211)	\$19	(\$4,167)
FY24	(\$3,585)	(\$3,847)	(\$4,443)	(\$2,962)	(\$5,827)	(\$5,468)	\$859	\$633	\$241	\$479	\$218	(\$211)	(\$25,272)	

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
FY25	-0.07%	1.77%	-1.29%	-3.39%	0.47%	-0.01%	2.45%	2.69%	0.90%	1.76%	0.83%	-0.74%	0.01%	-2.28%
FY24	-14.11%	-15.18%	-19.69%	-12.28%	-29.94%	-25.97%	3.16%	2.69%	0.90%	1.76%	0.83%	-0.74%	-15.31%	



Tri-City Medical Center

ADVANCED HEALTH CARE  
for YOU

Financial Information

**TCMD 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
FY25	\$1,519	\$1,972	\$1,165	\$546	\$1,628	\$1,546	\$2,222						\$10,599	\$6,355
FY24	(\$2,442)	(\$2,708)	(\$3,246)	\$311	(\$4,168)	(\$3,926)	\$2,410	\$1,376	\$1,846	\$1,977	\$1,794	\$1,156	(\$13,769)	

**TCMD EBITDA % of Total Operating Revenue**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY25	5.91%	7.41%	4.35%	1.95%	5.79%	5.62%	7.42%						5.50%	3.48%
FY24	-9.51%	-10.69%	-14.38%	1.29%	-21.42%	-18.64%	8.88%	5.84%	6.87%	7.27%	6.81%	4.06%	-8.34%	

**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
FY25	6.36	6.28	6.02	6.50	7.94	5.97	6.57						6.09	7.50
FY24	6.12	6.88	7.31	6.66	7.50	6.78	6.23	5.67	5.60	5.38	5.97	5.95	6.76	

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

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	C/M YTD	C/M YTD Budget
FY25	\$24.3	\$23.6	\$22.9	\$21.3	\$10.6	\$17.4	\$33.2						\$351	\$27.8
FY24	\$18.3	\$11.6	\$9.9	\$12.5	\$19.6	\$27.2	\$31.9	\$166	\$151	\$297	\$351	\$27.8		