

January 20, 2023

TO: Legal Counsel

News Media

Salinas Californian

El Sol

Monterey County Herald

Monterey County Weekly

KION-TV

KSBW-TV/ABC Central Coast

KSMS/Entravision-TV

The next regular meeting of the **FINANCE COMMITTEE – COMMITTEE OF THE WHOLE** of the Salinas Valley Memorial Healthcare System will be held **MONDAY, JANUARY 23, 2023,** at **12:00 P.M.,** in the **DOWNING RESOURCE CENTER, ROOMS A, B, & C,** at **SALINAS VALLEY MEMORIAL HOSPITAL, 450 E. ROMIE LANE, SALINAS, CALIFORNIA,** or via **TELECONFERENCE** (visit svmh.com/virtualboardmeeting for Access Information).

Pursuant to SVMHS Board Resolution No. 2022-21, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.



Pete Delgado
President/Chief Executive Officer

Committee Members: Joel Hernandez Laguna, Chair; Juan Cabrera, Vice Chair; Pete Delgado, President/CEO; Augustine Lopez, Chief Financial Officer; Clement Miller, Chief Operating Officer; Tarun Bajaj, M.D. Medical Staff Member; Sanjeev Tandon, Community Member Harry; Wardwell, Community Member

**FINANCE COMMITTEE
JANUARY 2023 - COMMITTEE OF THE WHOLE
SALINAS VALLEY MEMORIAL HEALTHCARE SYSTEM**

**MONDAY, JANUARY 23, 2023, 12:00 P.M.
DOWNING RESOURCE CENTER, ROOMS A, B & C**

**Salinas Valley Memorial Hospital
450 E. Romie Lane, Salinas, California
or via Teleconference
(Visit svmh.com/virtualboardmeeting for Access Information)**

Pursuant to SVMHS Board Resolution No. 2022-21, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.

AGENDA

1. Call to Order / Roll Call
2. Approve Minutes of the Finance Committee Meeting of December 12, 2022. (DELGADO)
 - Motion/Second
 - Action by Committee/Roll Call Vote
3. Consider Recommendation to Board of Directors for Approval of the Terms and Conditions for an Agreement for Anesthesia Services Between SVMHS and Cypress Coast Anesthesia Medical Group (RADNER/RAY)
 - Staff Report
 - Committee Questions to Staff
 - Public Comment
 - Committee Discussion/Deliberation
 - Motion/Second
 - Action by Committee/Roll Call Vote
4. Consider Recommendation for Board Approval of Contract Award for Translation Services to Language Line Services, Inc. (PAULO)
 - Staff Report
 - Committee Questions to Staff
 - Public Comment
 - Committee Discussion/Deliberation
 - Motion/Second
 - Action by Committee/Roll Call Vote

5. Consider recommendation for Board Approval of Contact Award to Shredlogix for Replacement Vendor for Confidential Paper Destruction (LOPEZ/MARTIN/KATZENBERGER)

- Staff Report
- Committee Questions to Staff
- Public Comment
- Committee Discussion/Deliberation
- Motion/Second
- Action by Committee/Roll Call Vote

6. Review Balanced Scorecard (LOPEZ)

7. Financial and Statistical Review (LOPEZ)

8. FY23 Capital Spending Update (LOPEZ/NORMAN)

9. Public Input

This opportunity is provided for members of the public to make a brief statement, not to exceed three (3) minutes, on issues or concerns within the jurisdiction of this District Board, which are not otherwise covered under an item on this agenda.

10. Adjournment

The next Finance Committee Meeting is scheduled for **Wednesday, February 22, 2023** at **12:00 p.m.**

This Committee meeting may be attended by Board Members who do not sit on this Committee. In the event that a quorum of the entire Board is present, this Committee shall act as a Committee of the Whole. In either case, any item acted upon by the Committee or the Committee of the Whole will require consideration and action by the full Board of Directors as a prerequisite to its legal enactment.

The Committee packet is available at the Committee Meeting, at www.svmh.com, and in the Human Resources Department of the District. All items appearing on the agenda are subject to action by the Committee.

Requests for a disability related modification or accommodation, including auxiliary aids or services, in order to attend or participate in a meeting should be made to the Board Clerk during regular business hours at 831-755-0741. Notification received 48 hours before the meeting will enable the District to make reasonable accommodations.

CALL TO ORDER
ROLL CALL

(Chair to call the meeting to order)

**SALINAS VALLEY MEMORIAL HEALTHCARE SYSTEM
FINANCE COMMITTEE
COMMITTEE OF THE WHOLE
MEETING MINUTES
DECEMBER 12, 2022**

Pursuant to SVMHS Board Resolution No. 2022-17, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.

The Finance Committee convened at 12:05 p.m. in the Downing Resource Center, Rooms A, B, & C.

Committee Members Present:

Tarun Bajaj, MD, Pete Delgado, Augustine Lopez, Clement Miller, Sanjeev Tandon (*teleconference*), and Juan Cabrera (*teleconference*).

Committee Members Absent:

Harry Wardwell

Other Board Members Present, Constituting Committee of the Whole:

Victor Rey.

Guest:

Rolando Cabrera MD. and Catherine Carson

Sanjeev Tandon joined the meeting at 12:11 p.m.

A quorum was present and Vice Chair Cabrera called the meeting to order at 12:05 p.m.

Pete Delgado, President/CEO introduced Board member Elect Rolando Cabrera, MD and Catherine Carson.

APPROVE THE MINUTES NOVEMBER 14, 2022

Approve the minutes of the Finance Committee meeting for November 14, 2022. This information was included in the Committee packet.

No public comment received.

MOTION:

Upon motion by Committee member Delgado, and second by Committee member Lopez, the minutes of the Finance Committee Meeting for November 14, 2022 was approved as presented.

Ayes: Committee members: Bajaj, MD, Delgado, Lopez, Miller, and Vice Chair Cabrera; Noes: None; Abstentions: None; Absent: Committee member Wardwell; Motion carried.

FINANCIAL AND STATISTICAL REVIEW

Augustine Lopez, Chief Financial Officer, provided a financial and statistical performance review for the month ending November 2022. This information was included in the Committee packet.

Mr. Lopez mentioned that the overall favorable financial performance for November was driven by successfully receiving payments on older aged accounts receivable totaling in \$2.5 million.

Key highlights of the financial summary for November 2022 were: (1) Income from operations was \$4.5M with an operating margin of 7.0%, (2) Net income was 8.9M with a net income margin of 13.8%; (3) Gross revenues were 14% favorable to budget; (4) Inpatient gross revenues were 13% favorable to budget; (5) Emergency Department gross revenues were 20% favorable to budget; (6) Outpatient gross revenues were 13% favorable to budget in Infusion Therapy, Radiology and Surgery; (7) Payor mix was unfavorable to budget due to Governmental admissions up 30% from budget; (8) Total normalized net patient revenues were \$55.3M, which was favorable to the budget by \$9.0M or 20%; (8) Average daily census was at 138, 20% above budget of 115 and total admissions were 26% above budget; (9) ER outpatient visits were above budget 47% at 5,770 of this Medi-Cal utilization represents 60% (10) Inpatient surgeries were 12% (16 cases) above budget at 152 (11) Higher than expected outpatient business in Radiology, Surgery and Therapy; (12) Outpatient surgeries were 14% (34 cases) above budget at 265; (13) COVID cases were up one case compared to prior month with 19 discharges; (14) Outpatient observation cases were below budget by 23% at 127; (15) Deliveries were 2% above budget at 137; (16) Medicare Traditional ALOS CMI adjusted was 12% unfavorable at 2.64 days with a Case Mix of 1.67; (17) Operating Margin 4.0%, Total margin 5.4%, Days cash on hand was 337; and days of net accounts receivable is 47.

COVID inpatient cases increased during November compared to last month; Inpatient and Outpatient surgery cases were above budget by 12% and 14%; Outpatient Infusion visits are at 994, 28% above budget; Overall Labor Productivity was favorable by 13% (134 FTEs - \$1.9M) due to staffing efficiencies and unfilled positions; Non Operating Income was higher than budgeted due to better than expected gains in investment income.

PUBLIC INPUT

No public comment received.

ADJOURNMENT

There being no other business, the meeting was adjourned at 12:29 p.m. The next Finance Committee Meeting is scheduled for **Monday, January 23, 2023 at 12:00 p.m.**

ATTEST:

Juan Cabrera, Vice Chair
Finance Committee

/rm

Board Paper: Finance Committee

Agenda Item: **Consider Recommendation to Board of Directors for Approval of the Terms and Conditions for an Agreement for Anesthesia Services Between SVMHS and Cypress Coast Anesthesia Medical Group**

Executive Sponsor: Allen Radner, MD, Chief Medical Officer
Gary Ray, Chief Administrative Officer, SVMC

Date: January 18, 2023

Executive Summary

SVMHS presently contracts with Cypress Coast Anesthesia Medical Group, Inc. (CCAMG) to provide anesthesia services at Salinas Valley Memorial Hospital (SVMH). The current agreement became effective May 1, 2020 with a term of two (2) years, but was extended for an additional year to provide time for the parties to negotiate a new PSA. During the past several months, the parties have worked diligently to evaluate and negotiate a commercially reasonable, fair-market-value anesthesia services agreement. Both parties engaged third-party specialists to provide the financial modeling and FMV analysis. This PSA ensures SVMHS retains a high quality group accountable for consistent coverage critical to our hospital operations.

The parties believe they have reached a fair agreement which enables SVMHS to secure the appropriate level and range of anesthesiology skills needed to support hospital services including, cardiovascular surgery, obstetrics and gynecology, oncology, and pain management, while providing the necessary compensation to CCAMG to continue to recruit and retain highly skilled anesthesiologists.

Anesthesia Services Summary

CCAMG currently provides professional anesthesia services and medical direction at SVMH 24 hours per day, seven days per week. This PSA proposal is a renewal of an existing agreement between SVMHS and CCAMG to provide exclusive coverage for anesthesia services to patients at SVMH, and to serve on SVMH's anesthesiology call list and anesthesiology backup on-call panel. The proposed renewal agreement provides for the following:

- Emergency department on-call coverage with two anesthesiologists available for coverage;
- Cardiac anesthesia on-call coverage by one of the approved cardiac anesthesiologists;
- In the event that a vaginal birth after cesarean (VBAC) or trial of labor after cesarean (TOLAC) is in process, first call physician must be in-house 24 hours per day;
- Second-call physician coverage available within the requirements of the medical staff bylaws;
- Dedicated obstetrics anesthesia coverage from 7 a.m. to 7 p.m. five days per week;
- Dedicated second-call obstetrics anesthesia coverage available weekdays between the hours of 7 p.m. to 7 a.m., and 24 hours per day coverage on weekends and/or holidays, should first call physician be called into a case;
- Anesthesiologist staffing for six operating rooms 52 weeks per year;
- Cardiac anesthesiologist staffing 24 hours per day, seven days per week for cardiac surgery;
- Transesophageal echocardiography (TEE) privileged anesthesiologist staffing for structural heart and trans-septal access cases in the cardiac catheterization laboratory;
- Anesthesiologist staffing for nonconventional locations (e.g., cardioversion, cardiac catheterization laboratory, endoscopy, post-operative pain management); and
- CCAMG designates one physician to serve as the Medical Director of Anesthesia Services, one physician for Medical Director of OB Services, and one physician for Medical Director of Cardiac Anesthesia Services.

PSA Terms and Conditions

The essential terms and conditions of the Agreement for Anesthesia Services with CCAMG are as follows:

1. General Terms and Conditions

- Independent Group Agreement. The PSA is an independent contractor agreement with the medical group CCAMG. CCAMG employs or contracts with the anesthesiology providers.
- Effective/Start Date. The Effective Date of the Agreement is February 1, 2023. The term of the Agreement is for a period of three (3) years with an option to extend for an additional year at a fixed percentage increase.
- Professional Liability Insurance. CCAMG maintains professional liability insurance for all of its anesthesiologists with minimum coverage limits \$1 million/\$3 million.
- Physician Recruitment Assistance. SVMHS will assist with recruitment of new anesthesiologists to CCAMG by providing recruitment incentives of up to \$50,000 for new physicians.
- Physician Retention Incentive. SVMHS will provide a one-time retention incentive to CCAMG for eleven anesthesiologists in the amount of \$50,000 per physician to be paid over a period of two (2) years subject to a commitment from eleven (11) physicians to continue to provide services to SVMH over the two-year period.

2. Financial Terms and Conditions

- Base Compensation. Base compensation to supplement CCAMG's collections for professional services is in the amount of three hundred thousand dollars (\$300,000) per month.
- Extended-Time/Second-Call Compensation. Compensation for Extended-Time Coverage will be in the amount of \$240,000 per year and OB Second-Call Coverage will be in the amount of three hundred dollars (\$300.00) per hour not to exceed 1,600 hours per year (or a maximum of \$720,000 per year).
- Performance Incentive Program. SVMHS will fund an incentive pool to be awarded based on performance of established metrics. Maximum incentive achievable per year is \$400,000.
- Totals. Base Compensation, plus Extended Time/Second Call Compensation (if the maximum number of hours is reached), plus achievement of 100% of the Performance Incentive Program would be a total of **\$4.72 million per year for three (3) years**. In addition, a Physician Retention Incentive in the amount of \$550,000 would be paid over two (2) years with a two-year commitment of continued service by eleven individual physicians. **Total compensation for Anesthesia Services over the three (3) year period is approximately \$14.71 million** (not including physician recruitment support).

Meeting our Mission, Vision, Goals

Strategic Plan Alignment:

Renewing our Agreement for Anesthesia Services with Cypress Coast Anesthesia Medical Group and obtaining a three (3) year term for the agreement is aligned with our strategic priorities for the service, quality, and growth pillars. SVMHS continues to develop and improve its medical services which engages our physicians in a meaningful way, promotes efficiencies in care delivery, and creates opportunities for expansion of services. This continuing partnership with CCAMG provides the opportunity to retain highly skilled anesthesiologists to perform needed services for our hospital and patients.

Pillar/Goal Alignment:

Service People Quality Finance Growth Community

Financial/Quality/Safety/Regulatory Implications

The compensation proposed in this PSA been reviewed by independent valuation and compensation consulting firms to confirm that the terms contemplated are fair market value and commercially reasonable.

Recommendation

Administration requests the Finance Committee to recommend to the SVMHS Board of Directors approval of:

The Terms and Conditions for an Agreement for Anesthesia Services Between Salinas Valley Memorial Healthcare System and Cypress Coast Anesthesia Medical Group, as presented.

Board Paper: Finance Committee

Agenda Item: Consider Recommendation for Board Approval of contract award for translation services to Language Line Services, Inc.

Executive Sponsor: Lisa Paulo, Chief Nursing Officer
Laurie Lawson, Director of Clinical Operations

Date: January 23, 2023

Executive Summary

Language Line Services, Inc.'s contract with SVMHS will provide inpatient and outpatient support with interpretation services in over 240 languages. These support services are vital to the organization to communicate with patients in their preferred/native language. Interpreting services are used to bridge communication and help the patient and family understand the treatment and diagnosis.

Background/Situation

SVMHS treats patients of all languages. We have certified Spanish interpreters on staff. On occasions, our interpreters require additional support, and Language Line Services are available 24/7 through an Interpreter on wheels (IOW) with a connection time of fewer than 3 minutes. The IOW allows us to connect with interpreters that can facilitate communication with over 240 languages, including American Sign Language. Language Line Services has historically provided these services to SVMHS.

The current vendor is listed under our Vizient GPO. Currently the video interpreting rates are a fixed amount. Through the negotiation, a tiered rate structure was established. This is estimated to yield a cost savings of \$48,600 per year, an 8.1% decrease from the current contract. There has been an increased use of the solution to enhance communication and ensure exceptional service. With better pricing terms, we will continue to offer the best quality interpretation service and provide our patients, families, and staff resources for the best care. Additionally, there has been language added to our new agreement to ensure that vendor equipment provided (IPads and IOWs) is properly documented.

Timeline/Review Process to Date:

July 2022 – Began discussions with vendor regarding new contract
Aug/Sep 2022 – Negotiated Terms of Contract
Jan 2023 – Submit for Board approval of contract Award
Feb 2023 – Contract Effective Date

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Strategic Plan Alignment:

Language Line Services are necessary tools to help our staff and physicians bridge communication with patients to help them understand the care process, diagnosis, and treatment process and demonstrate our commitment to positively impacting our community.

Pillar/Goal Alignment:

✓ Service ✓ People ✓ Quality ✓ Finance ✓ Growth ✓ Community

Financial/Quality/Safety/Regulatory Implications:

Key Contract Terms	Vendor: Language Line Solutions
1. Proposed effective date	February 1, 2022
2. Term of agreement	One Year Initial term
3. Renewal terms	Automatic one year renewal
4. Termination provision(s)	60 days without cause
5. Payment Terms	Net 45
6. Annual cost	\$733,455 -Estimate
7. Cost over life of agreement	Depending on use
8. Budgeted (indicate y/n)	Y

Recommendation

Consider Recommendation for Board Approval of contract award for translation services to Language Line Services Inc. Contract is subject to final negotiation and legal review.

Attachments

- (1) Exhibit C – End User Agreement
- (2) Vizient Contract Brief (SV4035)
- (3) Cost Estimates and Impact
- (4) Historical Contract

EXHIBIT C
END USER AGREEMENT FORM(S)

Language Line Services, Inc.

For Members who are current customers of Language Line,
meaning they signed the End User Agreement before August 1, 2022.

Member (full legal name): Salinas Valley Memorial Hospital	
Vizient Member Number: 58206	LanguageLine® Customer number 16840

This End User Agreement Pricing Enhancement is effective August 1, 2022 (the "Effective Date"), by and between Language Line Services, Inc., a Delaware corporation, with its principal place of business at 1 Lower Ragsdale Drive, Bldg. 2, Monterey, CA 93940 ("Supplier") and Salinas Valley Memorial Hospital (the "Member"), with its principal place of business at 450 E. Romie Lane, Salinas, CA 93901 (each a "Party" and collectively the "Parties").

This Agreement is subject to the Supplier Services Agreement between Vizient Supply, LLC ("Vizient") and Supplier (the "Vizient Agreement"). Notwithstanding anything to the contrary in this Agreement, or in any order acknowledgement, instrument, correspondence or other terms or conditions provided, presented or submitted, from time to time, by Language Line Services, Inc. or its representatives to, or executed by Member (any of the foregoing "Language Line Services' Other Terms"), Supplier hereby expressly agrees and acknowledges that none of the rights and remedies of Members, or the obligations and liabilities of Supplier, contained in the Vizient Agreement shall be reduced, eliminated, superseded or otherwise affected by any of the terms, conditions, limitations, disclaimers, restrictions or other provisions set forth in this Agreement or in any of Language Line Services' Other Terms.

1. TERM

This Agreement shall remain in effect for one (1) year from the Effective Date ("Initial Term"). At the expiration of the Initial Term, this Agreement shall automatically renew for subsequent one (1) year periods (each a "Renewal Term"). The Initial Term and Renewal Term may be collectively referred to in this Agreement as the "Term".

2. TERMINATION

Should either Party default on its obligations under this Agreement, the other Party has the right to notify them in writing of the breach, and the Party in default shall have ten (10) business days to cure such breach. Should the Party in default fail to cure the default within the ten (10) day period, the other Party shall have the right to immediately terminate this Agreement. Either Party may terminate this Agreement at any time without stating a cause or reason and without penalty upon sixty (60) days' prior written notice to the other Party.

3. DESIGNATION

The Member named above is a member of the Group Purchasing Organization ("GPO") Program of Vizient Inc. and hereby elects to utilize this Vizient End User Agreement Pricing Enhancement to designate Language Line Services, Inc. as its primary language services provider. This form will supersede any current purchasing relationship between the Member and Language Line Services, Inc., for the Services described herein.

4. PAYMENT TERMS

Member agrees to pay all undisputed invoiced charges for Services in full within forty-five (45) days of the invoice date. Any disputed charges in an invoice must be identified to the Company within sixty (60) days of the invoice issue date or the right to dispute will be waived by Member.

5. SERVICES

5.1. LanguageLine® Phone Interpreting and InSight Audio Interpreting

5.1.1. Description of Services. Supplier will provide qualified and trained interpreters for Phone Interpreting to facilitate effective communication between Member service providers and Limited English Proficient (LEP) individuals by converting spoken language statements between English and another language.

5.1.2. Service Delivery. Services are delivered on-demand via telephone and invoiced monthly following service delivery. Services are available twenty-four (24) a day; seven (7) days a week; 365 days a year, including holidays, in over 240 spoken languages.

5.1.3. Pricing. No set up or monthly fees apply. Charges begin when the Member is connected to the interpreter.

Phone Interpreting Per- Minute Usage Fee	
All languages	\$0.85

5.2. LanguageLine® Direct ResponseSM

5.2.1. Description of Services. Supplier will provide a customized and dedicated in-language toll-free number (“TFN”) which routes to interpreters in the preferred language. This TFN may be published directly to LEP individuals who will be paired with an interpreter and both parties will route to the Member’s Direct Inward Dialing (DID) point.

5.2.2. Service Delivery. Services are delivered on-demand via telephone and invoiced monthly following service delivery. Services are available twenty-four (24) a day; seven (7) days a week; 365 days a year, including holidays, in Supplier’s commonly requested spoken languages.

5.2.3. Pricing

Direct Response Enrollment Fees and Rates	
One-time setup fee for custom in-language greetings and prompts (per language)	\$650
One-time setup fee per dedicated toll-free line	\$150
INCREMENTAL PRICE PER MINUTE in addition to the contracted per-minute usage fees for LanguageLine® Phone Interpreting	\$0.20

5.3 InSight® Video Interpreting

5.3.1 Description of Services. LanguageLine will provide qualified and trained interpreters for Video Remote Interpreting to facilitate effective communication between Member service providers and Limited English Proficient (LEP) individuals by converting spoken or signed language statements between English and another language. Equipment purchases are optional. Additional Terms described in Addendum A apply to services under section 5.3.

5.3.2 Service Delivery. Services are delivered on-demand via native iOS app, or Android tablet with Chrome and Mac/PC using a Chrome or Firefox browser. Each call has full end-to-end encryption ensuring privacy. Services are available 24/7 for Sign Language, Spanish, Mandarin, Arabic, Polish, Cantonese, Korean, Portuguese, Vietnamese and Russian, and during business or extended business hours for 30 additional languages.

5.3.3 Pricing. No set-up or monthly fees apply.

InSight Video Interpreting Per-Minute Usage Fee Based on Total Monthly Volume			
Monthly Minute Volume Tiers (Back to Minute 1)	ASL Per Minute Rate	Spanish Per Minute Rate	All Other Language Per Minute Rate
1 - 15,000	\$2.50	\$1.67	\$1.87
15,001 – 30,000	\$2.35	\$1.60	\$1.80
30,001 – 45,000	\$2.20	\$1.50	\$1.70
45,001 - 60,000	\$2.05	\$1.40	\$1.60
60,001+	\$1.90	\$1.30	\$1.50

5.4 LanguageLine for Telehealth

Gives healthcare providers the ability to invite professional, medically trained interpreters into their telemedicine sessions. With round-the-clock support, our on-demand interpreters are available to assist in both video and audio-only formats. LanguageLine for Telehealth is intuitive. It is easy to install and even easier to use. Even better, it can be accessed via most commonly used teleconferencing and telehealth platforms.

LanguageLine for Telehealth is available in more than 240 languages, including American Sign Language.

5.4.1 LanguageLine for Telehealth – Audio (uses pricing from Phone Interpreting above)

Allows you to invite a medically trained interpreter into your telehealth session. In this instance, the interpreter can be heard, but not seen. This on-demand solution is available around the clock in more than 240 languages. The quick steps for inviting an interpreter into your session are easy.

LanguageLine for Telehealth – Audio is available on most major teleconferencing and telemedicine platforms, including:

- American Well (Pexip and Avizia)
- Google Meet (formerly Google Hangouts)
- GoToMeeting
- Microsoft Teams
- Otto Health
- Skype
- Teledoc
- WebEx
- Zoom

5.4.2 LanguageLine for Telehealth – Video (uses pricing from Insight Video above)

LanguageLine for Telehealth – Video allows you to invite a medically trained interpreter into your telehealth session. In this instance, the interpreter can be seen and heard. This on-demand solution is available 6 a.m.- 5 p.m. Pacific, Monday through Friday in the following languages:

- American Sign Language
- Arabic
- Cantonese
- Mandarin
- Spanish
- Russian
- Vietnamese

The steps for inviting an interpreter into your session are very intuitive, with technical assistance at the ready 24 hours a day, seven days a week.

At this time, our video solution is available on the following platforms:

- Zoom
- Doxy.me
- Amwell

5.5 **Translation & Localization**

5.5.1 Description of Services

Translation - LanguageLine will provide qualified translators to convert Member’s written content between English and another language with attention to accuracy, tone, and style.

Localization - LanguageLine will provide qualified translators, project managers, and engineers to adapt MEMBER’s digital content to a specific region’s language and cultural sensitivities, including:

- Translation of written text
- Modifying graphics and design to properly display translated text
- Changing content to suit preferences
- Converting to local currencies and units of measurement
- Using proper formatting for elements like dates, addresses, and phone numbers
- Addressing local regulations and legal requirements

5.5.2 Service Delivery. How to Request Services

- Request a Quote from our website.
- Email translation@language.com.
- Call 1-800-878-8523.

5.5.3 Pricing. Translation fees include Translation and Editing and are based on the English word count.

Both Directions - English > Language & Language > English Per-Word Fee	
Spanish US/Latin America	\$0.16

Chinese (Simplified), Chinese (Traditional)	\$0.18
Arabic, Italian, Korean, Portuguese, Russian	\$0.22
Bosnian, Croatian, Czech, French, German, Haitian Creole, Hungarian, Nepali, Romanian, Serbian, Slovak, Tagalog, Thai, Ukrainian, Vietnamese	\$0.24
Bulgarian, Burmese, Greek, Hmong, Japanese, Slovenian, Somali, Turkish	\$0.26
All Other Languages	\$0.35

Additional Pricing Components

Component	Standard Turnaround	Expedited Turnaround
Minimum total fees and charges per document translation	\$80.00	\$125.00
Proofreading / Review, per hour	\$65.00	\$85.00
Basic layout/formatting/PDF creation, per hour	\$50.00	\$75.00
Graphic Design Services, per hour	\$65.00	\$85.00
In-Language Recordings	Individual Quote	
Software, HTML, XML, ASP programming	Individual Quote	
File Prep./Trans. Memory Update per hour	\$60.00	\$85.00
Transcription/translation of Audio or Videos files	Individual Quote	
Translation Summaries/Synopsis	Individual Quote	
Project Management	Greater of: \$27.50 or 10% of total fees and charges per project.	

Other

- **Rush Fees.** A 50% rush charge will apply to the per word linguistic rates when an expedited delivery date is requested. Rush fees for DTP, Proofreading, Graphic Design, and File Prep are specified in the list of services above. The foregoing notwithstanding, the minimum charge for rush projects will be \$125 (i.e., Supplier applies the greater of (i) \$125 or (ii) 50% rush charge (based on per word linguistic rate) plus other applicable rush fees, if any). All service fees and charges, including project management fee, contribute to the Minimum total fees and charges per document translation project.
- No delivery charge for Fax, E-mail, or U.S. Mail. Additional charge for courier services only.
- Unless indicated otherwise, a one-hour minimum will apply to hourly services.
- Business hours are Monday – Friday, 6 a.m. to 5 p.m. (Pacific Time)
- Requests received on weekends and holidays will be processed on the next business day.
- Holidays are New Year’s Day, President’s Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and day after Thanksgiving, Christmas Eve, and Christmas Day.
- Translation charges will appear in a single, monthly invoice.

5.6 Onsite Interpreting

5.6.1 **Description of Services.** LanguageLine will provide highly qualified and trained in-person interpreters at Member’s business locations to perform consecutive interpreting between Member Service Providers and Limited English Proficient (LEP) individuals, by converting spoken or signed language statements between English and another language.

5.6.2 **Service Delivery.** Services are available by appointment, with language availability dependent upon regional resources.

5.6.3 **Pricing**

Pricing Tiers	Spoken Languages	American Sign Language (ASL)
Standard Hourly Rate	\$70.00	\$100.00
Non-Standard Hourly Rate	\$105.00	\$150.00
Emergency/Holiday Rate	\$105.00	\$150.00

Other

- Standard hourly rate: 8:00 a.m. – 5:00 p.m. local time Monday to Friday with more than one full business days’ notice.
- Non – Standard Hourly Rate: Before 8:00 a.m. or after 5:00 p.m. local time Monday through Friday, Saturday/Sunday or assignments with less than one full business days’ notice.
- Emergency/Holiday Rate: Assignments with less than one hour’s notice or assignments on federally recognized holidays.
- Cancellation: Assignments canceled with less than one full business days’ notice or assignments on federally recognized holidays
- Minimum appointment time: Two Hours, with time beyond minimum appointment time will be billed in 15-minute increments.
- Billed for the greater of time reserved or actual time, subject to the minimum.
- Mileage reimbursement: Mileage reimbursement charged at prevailing IRS rate, currently \$0.575 per mile. If the one-way travel exceeds 60 miles, travel time may be charged.

5.7 Testing and Training

5.7.1 Description of Services. Testing and training programs assess Member’s bilingual staff and interpreters’ ability to provide quality, careful communication and proficiency in two languages, as well as competence in the requisite medical vocabulary. Programs focus on the critical interpretation skills of accuracy, efficiency, and cultural competency. Tests and training courses are delivered remotely by assessors with a proven internal record of superior performance as an interpreter and typically hold advanced degrees in language related fields. The content and curricula have been developed in conjunction with leading academic experts and validated by psychometricians.

5.7.2 Pricing

Training Pricing				
Training Courses	Training Delivery	1 – 4 * Attendees	5 – 9* Attendees	10*+ Attendees
Fundamentals of Interpreting	Web	\$335	\$305	\$250
Advanced Medical Training (AMT)	Web	\$499	\$449	\$399
Module 1 – Medical Interpreter Training: Professional Skills and Ethics	Phone or Onsite	**	\$340	\$250
Module 1 – Medical Interpreter Training: Professional Skills and Ethics	Web	\$230	\$200	\$150
Module 2 – Medical Interpreting Training: Working in the Healthcare System	Phone or Onsite	**	\$450	\$350
Module 2 – Medical Interpreting Training: Working in the Healthcare System	Web	\$290	\$250	\$200
Module 3 – Medical Interpreter Training: Terminology and Advanced Skills	Phone or Onsite	**	\$450	\$350
Module 3 – Medical Interpreter Training: Terminology and Advanced Skills	Web	\$290	\$250	\$200
Combined Modules – Intensive Advanced Medical Interpreter Training (2 of 3 the above modules)	Phone or Onsite	**	\$700	\$550
Combined Modules – Intensive Advanced Medical Interpreter Training (2 of the 3 above modules)	Web	\$460	\$400	\$300

Testing Pricing				
Assessment/Tests	1 – 49* Tests	50 - 99 * Tests	100 – 499 Tests	500* Or More
Language Proficiency Test (LPT)	\$145	\$135	\$125	\$115
Language eProficiency Test (eLPT)	\$130	\$120	\$110	\$100
Bilingual Fluency Assessment	\$125	\$115	\$105	\$100
eBilingual Fluency Assessment (eBFA)	\$115	\$105	\$95	\$90
Bilingual Fluency Assessment for Clinicians	\$140	\$130	\$120	\$115
eBilingual Fluency Assessment for Clinicians (eBFAC)	\$125	\$115	\$105	\$100
Interpreter Readiness Assessment	\$135	\$125	\$115	\$110
Interpreter Skills Test (IST)	\$175	\$160	\$145	\$130
eInterpreter Skills Test (eIST)	\$160	\$145	\$130	\$115
Medical Certification Test (MCT)	\$190	\$180	\$170	\$160

Other

- *Prices are in U.S. dollars per individual training course.
- ** Via phone or onsite, requires a minimum of 5 participants to conduct the training.
- A training manual with in-language glossary may be purchased for an additional \$99 with the Advanced Medical Interpreter Training. Purchase price of manuals: \$69 Standard Manual, \$99 In-language Glossary.
- Interpreter Association members qualify for group discounts upon submission of a copy of their membership card to LLA@LanguageLine.com.
- Training courses can be rescheduled or cancelled only by the person who submitted the original Training Registration Form.
- Written cancellation of onsite courses made no less than 10-business days prior to the course start date will be credited in full.
- Written cancellation of the web training courses made no less than three business days prior to the Learning Management System registration will be credited in full.
- Group discounts are based on the actual number participants.
- eTests will be billed when the test link is delivered to the client.
- To reschedule or cancel, please email LLA@language.com.
- Written cancellations or reschedules of live tests made with no less than three business days advance notice before the test date will be credited in full.
- Cancellations or reschedules of live tests made less than three business days before the test date will be credited at 50%.
- Cancellations or reschedules of live tests made one business day or less before the test date will be charged full price.
- Group discounts are applied once the minimum number of tests have been completed within the calendar year.

5.8 TeamLink®:

Language Line Services will provide Member with a custom solution named TeamLink® whereby Customer's staff interpreters can be made available to receive Video interpretation calls, placed using Language Line Services' proprietary video interpretation application InSight®. When Members' interpreters are not available, the video calls will be serviced by Language Line Services' interpreters. Any language not staffed by Member will route directly to Language Line Services' interpreters.

Contact Language Line for more information.

Addendum A

ADDITIONAL TERMS AND CONDITIONS FOR INSIGHT VIDEO INTERPRETING®

- 1. TERMS REGARDING SOFTWARE APPLICATION.** The InSight® video interpretation Services (the "Services") are provided by LanguageLine through a proprietary desktop and/or tablet application owned by LanguageLine (the "App"). For Member-Supplied or Member-Owned devices, the App must be downloaded by Member to use the Services (see Addendum A Section 8 below for additional terms). The App is pre-installed and configured on LanguageLine-provided leased Equipment (see Addendum A, Addendum B, and Addendum C below). Member agrees (a) that it will not make any copies of the App except as described hereunder or attempt to reverse engineer it or make any changes to it; (b) that it will only download the App onto any iPad, tablet, or other digital computer device that is (i) Member-Owned, (ii) LanguageLine-Owned, or (iii) purchased by Member from an authorized seller of such devices, excluding other language services providers. Further, Member will not use any iPad, tablet, or other digital computer device on which the InSight® application is installed with any equipment provided by other language service providers; and (c) that the following uses of the Services are prohibited: the transmission of any message or other material which constitutes an infringement of any third party copyright or trademark; an unauthorized disclosure of a trade secret; the transfer of information or technology abroad in violation of any applicable export law or regulation; a violation of Section 223 of the Communications Act of 1934, as amended, 47 U.S.C. Section 223, or other criminal prohibitions regarding the use of telephonic or video devices to transmit obscene, threatening, harassing or other messages specified therein; a libelous or slanderous statement; or a violation of any other applicable statute or government regulation.
- 2. INTELLECTUAL PROPERTY.** Customer acknowledges and agrees that all rights including copyright throughout the world in the App, in the LanguageLine TrueSound®, Notepad™, InSight®, and Interpreter on Wheels trademarks (collectively, the "Trademarks"), and in the issued patents and pending patents relating to the Equipment, are exclusively owned by LanguageLine, and that neither this Agreement, nor Customer's use of the Services, the App or the Equipment grants to Member any right, title, or interest in or to the Services, the Equipment, the App, the Trademarks, or any of the other technology, systems, processes or other aspect of the Services, including but not limited to any intellectual property rights therein (collectively, the "LanguageLine Properties"). Member expressly agrees that it shall not assert any rights in any of the LanguageLine Properties, or challenge LanguageLine's rights in or the validity of any of the LanguageLine Properties in any country, nation, or jurisdiction in the world, and Member agrees that it shall not directly or through others copy, decompile, reverse engineer, disassemble, modify, or create derivative works of the App, or any aspect thereof. Member agrees that this Paragraph shall survive the expiration of this Agreement and will continue to apply after the Agreement ends.
- 3. ENCRYPTION.** LanguageLine acknowledges that encryption is built into the App and the Services platform, ensuring the security of the live video as it traverses the Internet. This encryption allows LanguageLine to fulfill its obligation under any Member Business Associate Agreement ("BAA") with respect to the Services. LanguageLine does not record the video call and therefore has no record of the call content. With respect to the App's electronic Notepad™ function, written information relayed during the call is also encrypted. As with the live video, no recording is made of information written on the Notepad™ and therefore this information cannot be retrieved after the call's completion.
- 4. TRANSMISSION RELEASE.** Member acknowledges that the use of the Services requires that the user's voice, likeness and/or image as well as the user's personally identifiable information is or will be transmitted over the Internet. Member hereby authorizes LanguageLine to transmit each user's voice, likeness, image and/or personally identifiable information over the Internet solely for the purpose of the Services, and Member agrees to obtain such privacy consents, releases and approvals as may be required to obtain authorization from each user to transmit all of the foregoing for purposes of the Services. Member shall indemnify and hold harmless LanguageLine and its affiliates and their respective employees from all costs, fees, expenses, and damages of any nature whatsoever related to any claims relating to the unauthorized use by Member of the image, likeness, voice and/or personally identifiable information of any Member employee, agent, contractor, patient, customer, client or other user of the Services under Member's control. This Paragraph shall survive the expiration of this Agreement.
- 5. RESPONSIBILITY FOR UNAUTHORIZED USE.** Member will safeguard its use of the Services against use by unauthorized persons and will be responsible for charges resulting from use of its Services, whether or not such use is authorized. Page 18 of 108
- 6. AVAILABILITY OF SERVICES.** The Services may not be available at all times due to interruptions, technical problems, and/or system upgrades and maintenance. All interpreters provided in conjunction with the Services may not be available at all times and interpreters will be assigned solely by LanguageLine.
- 7. QUALITY CONTROL.** Member acknowledges that LanguageLine from time to time will monitor calls made through the Service for purposes of quality control.

8. **PURCHASED EQUIPMENT ADDITIONAL TERMS** (applies to the InSight® application with LanguageLine-Owned equipment option only): Member agrees that (a) the TrueSound® patented technology and LanguageLine rolling cart will not be used with any non-LanguageLine equipment.
9. **LEASED EQUIPMENT FEES:** LanguageLine shall charge Member a monthly lease fee for all leased equipment, which may be waived upon Member meeting certain criteria for Placement Equipment.
- iPad with Interpreter on Wheels Stand..... \$75.00/month
 - iPad with Table Top Stand..... \$45.00/month
- If a minimum of 250 LanguageLine video-interpreted minutes are generated per device per month, the monthly LanguageLine-Owned equipment lease fees detailed in this section of the Agreement may be waived
10. **PLACEMENT EQUIPMENT TERMS:** LanguageLine agrees to supply the iPads, Interpreter on Wheels stands and any other Equipment mutually agreed upon by LanguageLine and Member for the duration of this Agreement on a placement basis (Addendum B).

**Addendum B
Placement Equipment**

1. The parties acknowledge and agree that the equipment as described hereunder (“Placement Equipment”) remains the sole property of LanguageLine and will be returned to LanguageLine, undamaged except for normal wear and tear, upon termination of this Agreement, unless superseded by a purchasing agreement.
2. If Member utilizes 250 InSight video interpreting minutes per iPad per month, the monthly Lease Fee will be discounted to \$0.00. The InSight video interpreting minutes will be on a cumulative basis and not based on any specific device or address.
3. The parties agree that the Placement Equipment will be used for the sole and exclusive purpose of the Services and may not be configured and/or altered for any other purpose without express prior written consent from LanguageLine, including using the Placement Equipment or the Services with any equipment, app, software or services provided (through purchase, lease or otherwise) by a language services provider other than LanguageLine.
4. LanguageLine will enroll LanguageLine-Owned iPads in LanguageLine’s MDM (Mobile Device Management) system. As a condition of the Leased Equipment Terms, on LanguageLine-Owned devices Location Services must remain enabled/on at all times, with “Always Allow Location Access” selected within the Hub application. Member agrees that Equipment will be kept only at the Member-owned or Member-managed address(es) or as otherwise mutually agreed by LanguageLine and Member in writing.
5. From time to time, upon twenty-four (24) hours’ notice to Member, LanguageLine, during a Member’s regular business hours, may enter the Member’s premises where the Equipment is located to inspect and maintain Equipment. Member hereby agrees to such inspection by LanguageLine and agrees to provide such support and cooperation as is requested by LanguageLine. In order to access Member’s premises, LanguageLine must be in compliance with applicable Member policies, procedures, and vendor credentialing program.
6. LanguageLine warrants that Placement Equipment shall be free from defects in materials and workmanship, except that all warranties are waived if (i) Placement Equipment has been altered or modified or the App, Equipment or components thereof are used other than as authorized under this Agreement, all without written approval from LanguageLine, or (ii) Placement Equipment has been used by a person or entity other than the Member or other permitted users. LanguageLine disclaims any and all other warranties, including all implied and express warranties of every kind and nature.
7. Member assumes and bears all risk of loss and/or damage of Equipment, other than normal wear and tear, from the time that Equipment is delivered until returned to LanguageLine following the expiration of this Agreement. Member will be charged and agrees to pay for any lost, stolen, or damaged Placement Equipment. Member agrees that the sole and exclusive remedy for breach of warranty, damages or loss relating to Placement Equipment is limited to the repair or replacement of the Placement Equipment and acknowledges that LanguageLine reserves all rights and remedies to re-take possession of the Placement Equipment if Member fails to pay any undisputed invoiced amounts owed hereunder. Member waives any and all legal claims for damages in connection with the Placement Equipment. Parties agree that in no circumstance shall Member’s total liability related to the Placement Equipment exceed the purchase price of same or similar model of equipment at the time of replacement.
8. LanguageLine shall not provide, and Member shall not be liable for, any Placement Equipment, or equipment of any other kind, which is not specifically listed hereunder. Should the Parties agree to modify the Placement Equipment, the Placement Equipment List (Addendum C) shall be amended by mutual written agreement.

**LANGUAGE LINE - LANGUAGE INTERPRETATION & TRANSLATION SERVICES
SV4035**

Addendum C: Equipment Placement List

Parties agree that this Addendum D: Equipment Placement List contains all Equipment which Supplier has provided to Member at the time of the execution of this Agreement.

	QTY	Monthly Lease Fee	EXT Monthly Lease Fee	EXT InSight Video Minutes
iPads w/ Interpreter on Wheels Stand:	53	\$75	\$3,975	14,500
iPads w/ Table Top Stand:	5	\$45	\$225	
Total	58		\$4,200	

CURRENT DEVICE LIST (NAMES of Devices)

355 Abbott 200-LZTJ	5 tower covid2-MB2A	ICU-MB2A
MAMMO TT 4-JK5C	OCU-new-MB2A	4 Main-MB2A
Pediatrics-MB2A	1.6.2021-MB2A	611 Abbott-LZTJ
4 Tower-MB2A	5 Tower-MB2A	1main new-MB2A
355 Abbott 2002-LZTJ	Heart Center-MB2A	5main new-MB2A
505 E Romie A 1-LZTJ	Hospitalist-MB2A	2 tower new-MB2A
MAMMO TT 2-JK5C	3rd main-MB2A	MAMMO4-JK5C
4main new-MB2A	PAC-MB2A	5 Main - OCU-MB2A
Dia Endo 2-LZTJ	L&d svmh-MB2A	2 main new-MB2A
505 E Romie A 2-LZTJ	355 Abbott 100-LZTJ	1st tower new-MB2A
4tower new-MB2A	ED-4-MB2A	611 Abbott 2-LZTJ
MAMMO TT 1-JK5C	Heart center 2-MB2A	MOAMMO7-JK5C
5tower new-MB2A	Cath Lab-MB2A	motherbaby-new-MB2A
1 Main-MB2A	212SanJose301-2-LZTJ	PT-MB2A
ED 2.1-MB2A	230 san jose-LZTJ	ED Tynan-MB2A
Emergency-MB2A	3 Tower-MB2A	
Wound Center-LZTJ	3t new-MB2A	

The Equipment placed by Supplier may be modified from time to time by reasonable Member request in the form of a no charge purchase order and shall be effective when Supplier provides Member with a signed copy of attached Addendum D: Equipment Order Form, within thirty (30) days of delivery of Equipment. Similarly, Equipment which is returned to Supplier will have an Equipment Order Form containing reduced quantities with Supplier signing as the receiving Party

Addendum D: Equipment Order Form

Please submit completed order form to	Paul J. Aliotti <i>Strategic Account Executive - WEST</i> LanguageLine Solutions Phone: 831-648-7522 E-mail: paliotti@languageline.com
Date of Order	
Ordering Department	
Purchase Order # (as applicable):	
Order Contact Information	Name: Title: Email: Phone:
Billing Information:	Attn: Dept: Address: City/State/Zip
Shipping Information:	Attn: Dept: Address: City/State/Zip
Shipping Method:	Ground ___ Overnight ___ 2-day Air ___

	Current Total QTY	Adjustment QTY	Updated Total QTY
iPads w/ Interpreter on Wheels Stand:			
iPads w/ Table Top Stand:			
Total			

Received by

Delivered By

Signature

Signature

Printed Name

Printed Name

Title

Title

Date

Date

**LANGUAGE LINE - LANGUAGE INTERPRETATION & TRANSLATION SERVICES
SV4035**

Vizient is the GPO and Member is a current member of Vizient, and the person executing this Agreement on behalf of Member has read, acknowledges, and understands all of the foregoing terms and conditions, and is fully authorized to execute this Agreement on behalf of and bind the Member to all its terms and conditions. Both parties agree the delivery of the signed service agreement by facsimile or e-mail shall have the same force and effect of execution and delivery as the original signature.

Member	Supplier
Accepted and agreed to date:	Accepted and agreed to date:
Signature:	Signature:
Print Name:	Print Name: Bonaventura A. Cavaliere
Title:	Title: CFO

Member Setup Instructions

Client Name	Client Address	Billing Contact	Operations Contact	Training Contact
Salinas Valley Memorial Hospital	450 E. Romie Lane Salinas, CA 93901	<u>PO BOX 3827</u> <u>Salinas, CA 93912</u> <u>Accountspayable@svmh.com</u>	William H. Tienken III 450 E. Romie Lane Salinas, CA 93901 Phone 831.759.3063	William H. Tienken III 450 E. Romie Lane Salinas, CA 93901 Phone 831.759.3063

VIZIENT CONTRACT BRIEF

SV4035

Language Line Services, Inc.

Language Interpretation Services

- Translation Services

Effective dates: 08/01/2022 - 07/31/2025

Multi-source contract

OTHER CONTRACTS IN THIS CATEGORY SV4031 - AMN Healthcare Language Services, Inc. Lang. Interpretation, SV4032 - Culturalink Language Interpretation, SV4033 - CyraCom International, Inc. Language Interpretation, SV4034 - Global Interpreting Language Interpretation, SV4036 - Language Services Lang Interpretation

PREVIOUS CONTRACTS IN THIS CATEGORY SV0920 - Language Services Associates Interpretation Services, SV1520 - CyraCom Language Translation and Interpretation Awarded by MedAssets, SV1521 - Stratus Video Language Translation and Interpretation Awarded by MedAssets, SV1522 - Language Line Lang Trans & Inter Awarded by MedAssets, SV1523 - InDemand Language Interpretation Services Awarded by MedAssets

DISTRIBUTION Direct from the supplier

Agreement access

TO ACTIVATE CONTRACT TIERS - For those who have access to request tiers, click the purple "Activate Now" button on the catalog contract details page to launch the online activation process. Follow the prompts and provide all requested data until you reach the Submit stage. If requesting a different tier, click the purple "Request a New Tier" button and follow the same process.

ADDITIONAL FORM REQUIRED This contract requires an end user agreement or Supplier provided form. The form is completed as part of the online activation process described above.

Pricing and terms

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PRICING Pricing detail is available from the Contract Documents area of the contract details page in Vizient Catalog.

PRICE TIERS Refer to Vizient Catalog for tier eligibility requirements. If you qualify for a different tier from the one your facility is currently on, click the "Request a New Tier" button on the Facility Status line to VIZIENT

initiate a new tier request with the supplier. Follow the prompts and provide all requested data until you reach the Submit stage.

PRICE PROTECTION Will remain fixed for the term of the agreement but may be subject to reduction due to market conditions.

CONTRACT TERM Initial term is effective through 07/31/2025; Automatic Two (2) One Year Options; unless Vizient gives 90 days notice or Supplier gives 180 days notice.

CONTRACT AND PRODUCT UPDATES Product and price updates, promotions, supplier news and other changes that occur during the term of this contract are shared via Vizient Catalog. They can be viewed at the Contract News link on the contract details page.

Contract process and award rationale

COMPETITIVE CONTRACTING PROCESS Vizient awards product agreements to the suppliers that offer best overall value, as determined through a comprehensive contracting process that follows the principles of the American Bar Association's Model Procurement Code and involves participating member organizations to the greatest practical degree. The process uses member-driven criteria and a weighted award decision tool that considers financial and product specification/quality factors. This contract was awarded based solely on the results of this process.

Based solely upon the results of this process, Vizient awarded this category as described on page 1.

Request for proposal

Vizient issued a request for proposal in April 2021.

The RFP was issued to these suppliers: Ad Astra, Bromberg & Associates, CulturaLink, CyraCom International, Effectiff Services, Global Interpreting Network, ISI Language Solutions, Language Line Services, Language Services Associates, MDA Healthcare Services, PGLS, Professional Translating Services, Propio Language Services, RWS Life Sciences, Stratus Video (an AMN Healthcare Company), Telanguage, United Language Group, Visual Language Professionals and Voyce.

Responses were received from these suppliers: Ad Astra, CulturaLink, CyraCom International, Effectiff Services, Global Interpreting Network, ISI Language Solutions, Language Line Services, Language Services Associates, PGLS, Propio Language Services, Stratus Video (an AMN Healthcare Company), Telanguage, and United Language Group.

Proposal evaluation

In addition to financial value, the proposals were evaluated based on the following product specification /quality factors, which were developed and weighted by Vizient's Purchased Services Council in March 2021:

- Quality of Services, Breadth and Depth, Member Preference and Terms and Conditions

Member input

A member preference survey was conducted in June 2021 in conjunction with the request for proposal to assess which suppliers' members find acceptable and prefer to use. Results were factored into the award recommendation.

Best-and-final offer

Based on the scoring results, AMN Healthcare Language Services (fka Stratus Video), CulturaLink, CyraCom International, Global Interpreting Network, Language Line Services and Language Services Associates were invited to submit their best-and-final pricing offer in March 2022.

Award validation

Based on the proposal scorecard results and the recommendation of the council, Vizient awarded this category as described above.

Vizient wishes to thank the members of the Purchased Services Council for their valuable direction and input into this award decision.

Additional Contract Terms

Force Majeure: Please see legal document for specific contract language.

Phone Interpreting Services

- Phone interpreting will remain the same, with no change to the previous agreement. All calls will be charged at \$.85 per minute.

Video interpreting Services

- The key illustrates the tier plans available with Language Line depending on the monthly volume. Previously, all calls, no matter low or high volume, were charged at a fixed rate, illustrated in section 1A under "current rate."

•Section 1A

- Illustrates how SVMH would be billed for the month (tier), depending on the total video call volume.

•Section 2A

- The monthly tier is determined by the total monthly volume of all three sections, including ASL, SP, and Other. Therefore the accumulated amount defines the tier plan for the billing month.

•Section 3A

- The total monthly minutes by section are multiplied by the tier plan section cost.
- After, the total monthly cost is aggregated to represent the monthly bill.

•Section 4A

- Illustrates the cost savings by comparing the current plan to the new plan.
- The new rate volume fluctuates between tiers 2,3, and 4 and provides a significant difference in cost savings.

Phone Interpreting

Audio			
2021	SP	Other	Total
January	8,880	9,566	18,446
February	8,215	8,519	16,734
March	11,154	11,708	22,862
April	11,303	11,903	23,206
May	9,322	9,850	19,172
June	8,235	8,499	16,734
July	8,729	9,119	17,848
August	8,817	9,208	18,025
September	7,942	8,420	16,362
October	6,810	7,329	14,139
November	6,782	7,101	13,883
December	7,066	7,290	14,356
Total	103,255	108,512	211,767

		Current Rate		New Rate	
		\$0.85		\$0.85	
		Current Rate		New Rate	
Spend	Spanish	Other	Spanish	Other	Delta
2021	\$87,766.8	\$92,235.2	\$87,766.8	\$92,235.2	
Total 2019		\$180,002.0		\$180,002.0	\$0.00

Video Interpreting

Key

Minute Vol.	ASL per Minute	SP per minute	Others per Minute
1-15,000	\$ 2.50	\$ 1.67	\$ 1.87
15,001-30,	\$ 2.35	\$ 1.60	\$ 1.80
30,001-45,	\$ 2.20	\$ 1.50	\$ 1.70
45,001- 60	\$ 2.05	\$ 1.40	\$ 1.60
60,001+	\$ 1.90	\$ 1.30	\$ 1.50

1A 2021	Current Rate			New Rate		
	ASL	Spanish	Other	ASL	Spanish	Other
January	\$2.50	\$1.67	\$1.87	\$2.20	\$1.50	\$1.70
February				\$2.35	\$1.60	\$1.80
March				\$2.20	\$1.50	\$1.70
April				\$2.20	\$1.50	\$1.70
May				\$2.20	\$1.50	\$1.70
June				\$2.05	\$1.40	\$1.60
July				\$2.05	\$1.40	\$1.60
August				\$2.05	\$1.40	\$1.60
September				\$2.05	\$1.40	\$1.60
October				\$2.05	\$1.40	\$1.60
November				\$2.20	\$1.50	\$1.70
December				\$2.20	\$1.50	\$1.70

2A 2021	Video Minutes			
	ASL	SP	Other	Total
January	63	17,671	19,040	36,774
February	110	12,953	14,069	27,132
March	55	15,671	17,408	33,134
April	71	16,386	17,130	33,587
May	71	18,584	19,761	38,416
June	509	21,570	23,674	45,753
July	47	22,503	23,897	46,447
August	107	26,498	27,604	54,209
September	146	24,524	25,502	50,172
October	365	24,712	26,368	51,445
November	174	21,647	23,106	44,927
December	67	21,644	22,278	43,989
Total	1,785	244,363	259,837	505,985

3A 2021	Monthly Cost with New Rate			
	ASL	SP	Other	Total
January	\$ 139	\$ 26,507	\$ 32,368	\$ 59,013
February	\$ 259	\$ 20,725	\$ 25,324	\$ 46,308
March	\$ 121	\$ 23,507	\$ 29,594	\$ 53,221
April	\$ 156	\$ 24,579	\$ 29,121	\$ 53,856
May	\$ 156	\$ 27,876	\$ 33,594	\$ 61,626
June	\$ 1,043	\$ 30,198	\$ 37,878	\$ 69,120
July	\$ 96	\$ 31,504	\$ 38,235	\$ 69,836
August	\$ 219	\$ 37,097	\$ 44,166	\$ 81,483
September	\$ 299	\$ 34,334	\$ 40,803	\$ 75,436
October	\$ 748	\$ 34,597	\$ 42,189	\$ 77,534
November	\$ 383	\$ 32,471	\$ 39,280	\$ 72,134
December	\$ 147	\$ 32,466	\$ 37,873	\$ 70,486
Total	\$ 3,767	\$ 355,859	\$ 430,425	\$ 790,052

4A 2021	Current			New Rate			
	ASL	Spanish	Other	ASL	Spanish	Other	
Rate	\$2.50	\$1.67	\$1.87	Tier 2, 3 & 4			
Spend	\$4,463	\$ 408,086	\$ 485,895	\$3,767	\$355,859	\$430,425	Delta
Video Year Total	\$898,444			\$790,052			-\$108,392

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2021	Current	New Rate	Delta (\$)	Delta (%)
Year Total	\$1,078,446	\$970,054	-\$108,392	-10.1%

Video Interpreting

Key	Minute Vol.	ASL per Minute	SP per minute	Others per Minute
	1-15,000	\$ 2.50	\$ 1.67	\$ 1.87
	15,001-30,	\$ 2.35	\$ 1.60	\$ 1.80
	30,001-45,	\$ 2.20	\$ 1.50	\$ 1.70
	45,001- 60	\$ 2.05	\$ 1.40	\$ 1.60
	60,001+	\$ 1.90	\$ 1.30	\$ 1.50

1A 2022	Current Rate			New Rate		
	ASL	Spanish	Other	ASL	Spanish	Other
January	\$2.50	\$1.67	\$1.87	\$2.35	\$1.60	\$1.80
February				\$2.35	\$1.60	\$1.80
March				\$2.35	\$1.60	\$1.80
April				\$2.35	\$1.60	\$1.80
May				\$2.20	\$1.50	\$1.70
June				\$2.20	\$1.50	\$1.70
July				\$2.20	\$1.50	\$1.70
August				\$2.20	\$1.50	\$1.70
September				\$2.20	\$1.50	\$1.70
October				\$2.20	\$1.50	\$1.70
November				\$2.20	\$1.50	\$1.70
December				\$2.35	\$1.60	\$1.80

2A 2022	Video Minutes			
	ASL	SP	Other	Total
January	79	24,603	864	25,546
February	51	22,200	697	22,948
March	62	28,436	866	29,364
April	217	27,739	1,169	29,125
May	5	31,822	1,022	32,849
June	112	28,620	1,421	30,153
July	167	30,115	1,447	31,729
August	647	37,451	1,421	39,519
September	142	33,669	950	34,761
October	39	31,796	1,610	33,445
November	86	29,859	926	30,871
December	175	17,202	384	17,761
Total	1,782	343,512	12,777	358,071

3A 2022	Monthly Cost with New Rate			
	ASL	SP	Other	Total
January	\$ 186	\$ 39,365	\$ 1,555	\$ 41,106
February	\$ 120	\$ 35,520	\$ 1,255	\$ 36,894
March	\$ 146	\$ 45,498	\$ 1,559	\$ 47,202
April	\$ 510	\$ 44,382	\$ 2,104	\$ 46,997
May	\$ 11	\$ 47,733	\$ 1,737	\$ 49,481
June	\$ 246	\$ 42,930	\$ 2,416	\$ 45,592
July	\$ 367	\$ 45,173	\$ 2,460	\$ 48,000
August	\$ 1,423	\$ 56,177	\$ 2,416	\$ 60,016
September	\$ 312	\$ 50,504	\$ 1,615	\$ 52,431
October	\$ 86	\$ 47,694	\$ 2,737	\$ 50,517
November	\$ 189	\$ 44,789	\$ 1,574	\$ 46,552
December	\$ 411	\$ 27,523	\$ 691	\$ 28,626
Total	\$ 4,008	\$ 527,286	\$ 22,119	\$ 553,413

4A	Current			New Rate			Delta	Delta (%)
	ASL	Spanish	Other	ASL	Spanish	Other		
Rate	\$2.50	\$1.67	\$1.87	Tier 2 and 3				
Spend	\$4,455	\$ 573,665	\$ 23,893	\$4,008	\$527,286	\$22,119		
Video Year Total	\$602,013			\$553,413			-\$48,600	-8.1%

2022	Current	New Rate	Delta (\$)	Delta (%)
Year Total	\$782,015	\$733,415	-\$48,600	-6.2%



GPO DESIGNATION FORM Vizient and Language Line Solutions



GPO MEMBERSHIP DESIGNATION FORM

The facility named below is a member of the Group Purchasing Organization ("GPO") Program of Vizient Inc. and hereby selects to utilize the Membership Designation Form by and between Vizient, Inc. and Language Line Solutions ("SSP"), for all language solutions. This form will supersede any current purchasing relationship between the Member and SSP.

Please select one or more language solutions products:

- a. for Over the phone (OPI) Services, Attachment A1 Interpreter Services Usage Charges & Schedule of Fees
- b. for Onsite Services, Attachment A2, Onsite Interpreter Services Usage Charges & Schedule of Fees (Please note: Onsite is available in certain areas only upon approval from the product manager).
- c. for Translation and Localization Services, Attachment A3, Translation and Localization Terms & Conditions
- d. for Training and Testing of Interpreters, Attachment A5, Language Line Academy, LLA Services Fees
- e. for Video Services, Attachment A7 InSight Usage Charges & Schedule of Fees

This Agreement, and the Services you have selected, will become effective upon the signing by both parties of this agreement and will continue in effect for the Initial Term (the "Initial Term") identified on the respective Services Attachments for each of the Services, unless earlier terminated as set forth in this agreement.

Upon the expiration of the Initial Term, this Agreement will be automatically renewed for successive one year periods unless either party provides written cancellation notice to the other at least one hundred twenty (120) days prior to the expiration of the then-current Term. As used in this Agreement, each term after the initial Term is a "Renewal Term" and the initial Term and the total Renewal Terms are the "Term." Upon receipt of a timely cancellation notice by either party, this Agreement will terminate at the end of the then-current Term.

All of the terms and conditions in the current agreement remain in full force and effect.

Contractor:	Language Line Services Inc.
Contract Number:	SV1522
Contract Dates:	11-1-19 - 4-30-20
Service Category:	Interpretation and Translation Services

Participating GPO	Vizient, Inc.	Contractor / Vendor Information	
Name of GPO Member	Salinas Valley Memorial Healthcare System	Contractor/Vendor Name	Language Line Services, Inc
Authorized Signature	<i>[Signature]</i>	Print name of Signer	Bonaventura Cavaliere
Title of Signer	GPO	Title of Signer	Chief Financial Officer
Date signed	5/13/19	Date Signed	11/19/2019
Phone Number	831.759.1910		
E-mail address	cmcguire@svmh.com		
Entity Number (if app)			
Print Name of Member	Salinas Valley Memorial Healthcare System	Upon completion of this form, please submit to both contractor/vendor and GPO listed below	
Member Address	450 E. Romie Ln	Contractor/Vendor	Global Purchasing Organization
Member City, State, Zip	Salinas, CA 93901	Language Line Services, Inc	Vizient Inc.
Member Contact Name	Jon Baird	Fax Number	Fax Number
Member Billing Address	PO Box 3827, Salinas, CA 93912	831-886-3655	
Member Phone Number	831.755.0762	Email address	Email address:
	jbaird@svmh.com	gpogroup@languageline.com	
Members Ops Contact Name			
Member Ops Phone Number			

A:4



Supplier: LanguageLine Solutions Inc
Contract number: _____
Service Category: Translation and Interpretation Services

LIST OF PARTICIPATING MEMBERS FACILITIES
(For Purpose of Implementing the Aggregation Pricing Option)
[TO BE COMPLETED BY THE PARTICIPATING MEMBER]

Participating Member/GPO name: Salinas Valley Memorial Healthcare System / Vizient

Entity Code	Participating Facility Name	City	ST	Phone Number	Contact Name
	Salinas Valley Memorial Hospital	Salinas	CA	831.757.4333	Jon Baird

This GPO Designation Form and Pricing will document Vizient Members' designation of Vizient as their respective GPO for all Services available. Please initial for services requested and return a signed copy to your Language Line Services representative.

Initial Here to
Add Service

	A1: Over the Phone Interpreting	
	Language	Rate/Min
	All Languages	\$0.85

Initial Here to
Add Service

	A7: Video Remote Interpreting	
	Language	Rate/Min
	ASL	\$2.50
	Spanish	\$1.67
	All Others	\$1.87

Initial Here to
Add Service

	A2: Onsite Interpretation	
	Description of Rate	American Sign Language and Spoken Language Interpretation
	Standard Hourly Rate	Varies by market; \$70-\$125/hour
	Non-Standard Hourly Rate	Varies by market
	Emergency/Holiday Hourly Rate	Varies by market

Initial Here
to Add
Service

CM

A3: Translation and Localization Services		
TIERS	BOTH DIRECTIONS: ENGLISH->LANGUAGE & LANGUAGE->ENGLISH	TRANSLATION FEE (PER WORD)
Tier 1	Chinese (Simplified), Chinese (Traditional), Spanish (US/Latin America)	\$0.18/word
Tier 2	Arabic, French, German, Italian, Portuguese (Brazil), Russian	\$0.24/word
Tier 3	Bosnian, Bulgarian, Croatian, Czech, Greek, Haitian Creole, Hungarian, Romanian, Serbian, Slovak, Slovenian, Turkish, Ukrainian	\$0.26/word
Tier 4	Burmese, Hmong, Japanese, Korean, Nepali, Somali, Tagalog, Thai, Vietnamese	\$0.28/word
	<i>All Other languages</i>	\$0.35/word
ADDITIONAL PRICING COMPONENTS		
	Minimum charge per document translation order	\$99.00 – Spanish \$125.00 – all other languages
	3rd Party Review	\$65.00
	Basic layout/Formatting/Desktop Publishing	\$55.00/hour
	Graphic Design Services	\$55.00/hour
	In-Language Recordings (includes 100 words of translated text)	Individual Quote
	UI, HTML, XML Engineering	Individual Quote
	Transcription/Translation of Audio or Videos files	Individual Quote
	Project Management	10% of overall project cost (0.50 hour minimum @\$55/hour)
	No delivery charge for Fax, E-mail, or U.S. Mail. Additional charge for courier services only.	
	Unless indicated otherwise, a one-hour minimum will apply to hourly services.	

Initial Here
to Add
Service

CM

A5: LanguageLine Testing and Training Services

TEST NAME	PRICE PER LANGUAGE TEST			
	1-49	50-99	100-499	500+
Language Proficiency Test (LPT)	\$145	\$135	\$125	\$115
Language eProficiency Test (eLPT)	\$130	\$120	\$110	\$100
Bilingual Fluency Assessment	\$125	\$115	\$105	\$100
eBilingual Fluency Assessment (eBFA)	\$115	\$105	\$95	\$90
Bilingual Fluency Assessment for Clinicians	\$140	\$130	\$120	\$115
eBilingual Fluency Assessment for Clinicians (eBFAC)	\$125	\$115	\$105	\$100
Interpreter Readiness Assessment	\$135	\$125	\$115	\$110
Interpreter Skills Test (IST)	\$175	\$160	\$145	\$130
eInterpreter Skills Test (eIST)	\$160	\$145	\$130	\$115
Medical Certification Test (MCT)	\$190	\$180	\$170	\$160

TRAINING NAME	PRICE PER LANGUAGE TRAINING		
	1-4	5-9	10+
Fundamentals of Interpreting	\$335	\$305	\$250
Advanced Medical Training	\$499	\$449	\$399
Module 1: Professional Skills and Ethics (Phone or Onsite)	-	\$340	\$250
Module 1: Professional Skills and Ethics (Web)	-	\$200	\$150
Module 2: Working in the Healthcare System (Phone or Onsite)	-	\$450	\$350
Module 2: Working in the Healthcare System (Web)	-	\$250	\$200
Module 3: Terminology and Advanced Skills (Phone or Onsite)	-	\$450	\$350
Module 3: Terminology and Advanced Skills (Web)	-	\$250	\$200
Course discount if you take any 2 of these 3 modules from the AMT Course (Phone or Onsite)	-	\$700	\$550
Course discount if you take any 2 of these 3 modules from the AMT Course (Web)	-	\$400	\$300

The person signing this agreement certifies that such person has read and acknowledged all terms and conditions, that he or she has read and understands all of the terms and conditions, and is fully authorized to execute this Agreement on behalf of and bind the Customer to all its terms and conditions. Both parties agree the delivery of the signed service agreement by facsimile or e-mail shall have the same force and effect of execution and delivery as the original signature.

Vizient Member Name: Language Line Services, Inc.

Accepted by (signature): *Christine McGuire* Accepted by (signature): *Bonaventura A. Cavaliere* DocuSigned by: Bonaventura A. Cavaliere

Name: *Christine McGuire* Name (type or print): Bonaventura A. Cavaliere

Title (type or print): *CFO* Title: CFO

Date: *5/3/2019* Date: 11/19/2019

Board Paper: Finance Committee

Agenda Item: Consider Recommendation for Board Approval of the ShredLogix Document Shred Services Agreement. (Lopez, Martin, Katzenberger)

Executive Sponsor: Augustine Lopez, Chief Financial Officer
Shereen Martin, Privacy Officer
Philip Katzenberger, Health Information Management

Date: November 14, 2022

Executive Summary

Salinas Valley Memorial Healthcare System current agreement for Document Shred Service is with Stericycle/Shred-It, this agreement is set to expire **August 1, 2023**. At this time, management desires to move the Document Shred service to ShredLogix, for a sixty (60) month period.

Background/Situation

SVMHS is seeking a new vendor to provide a more consistent shred bin service experience for SVMHS. This is also an opportunity to consolidate all shredding for SVMH and SVMC under one contract plus eliminate interruptions in scheduled pickup services.

Timeline/Review Process to Date:

April 27, 2022 Requests for Proposal Sent to Vendors
May 4, 2022 Intent to Bid Deadline
May 18, 2022 Deadline for Proposals
July 28 & 29, 2022 Notification of Vendor Selection

Pillar/Goal Alignment:

X Service People Quality Finance Growth Community

Financial Implications:

The essential terms of the proposed Lease are as follows:

Key Agreement Terms	Vendor: Shredlogix, Offsite Document Shred Service
1. Proposed effective date	March 1, 2023
2. Term of agreement	60 Months
3. Renewal terms	Upon Mutual Agreement
4. Termination provision(s)	Bankruptcy/Insolvency, 30 Day Notice, Without Cause
5. Payment Terms	Monthly Invoicing payable within 30 days divided between SVMH & SVMC
6. Annual cost	\$95,103 with 3% Annual increase after 2nd year
7. Cost over life of agreement	\$495,980
8. Budgeted (indicate y/n)	Yes, at current annual rate \$58,000 SVMH and \$40,047 SVMC= Total \$98,047

Recommendation

Consider Recommend for Board Approval of the Agreement between Salinas Valley Memorial Healthcare System and Shredlogix, for Document Shred Service, in the amount of \$495,980.

Attachments

- (1) ShredLogix Agreement
- (2) Vendor Score Card

**INDEPENDENT CONTRACTOR AGREEMENT
FOR PROFESSIONAL SERVICES**

This Independent Contractor Agreement (“Agreement”) is entered into and effective as of **February 1, 2023** (“Effective Date”), by and between **Salinas Valley Memorial Healthcare System**, a local health care district organized and operated pursuant to Division 23 of the California Health & Safety Code (“SVMHS”), and **Shredlogix, Inc.** (“Contractor”).

RECITALS

- A. SVMHS is the owner and operator of Salinas Valley Memorial Hospital, an acute care facility located at 450 East Romie Lane, Salinas, California (“Hospital” or “SVMH”).
- B. SVMHS is also the owner of Salinas Valley Medical Clinic, a network of primary and specialty care clinics (“SVMC”).
- C. Contractor provides secure document destruction services.

SVMHS and Contractor hereby agree to the following terms and conditions:

ARTICLE 1. SERVICES TO BE PERFORMED BY CONTRACTOR

- 1.1 **Services.** Contractor shall perform the services set forth in Exhibit A of this Agreement and such other services as mutually agreed upon with SVMHS from time to time (“Services”). Contractor agrees to consult with SVMHS regarding the methods and means for carrying out the Services to the extent that such Services might impact the Hospital’s obligations or operations. Services shall be performed for the locations described in Exhibit B (SVMHS Locations).
- 1.2 **Performance of Services.** SVMHS shall not have or exercise any control or direction over the methods by which Contractor shall perform its Services under this Agreement except as specifically delineated hereunder. The sole interest of SVMHS is to assure that Contractor’s Services are performed and administered in a competent, efficient and satisfactory manner. The Services provided by Contractor under this Agreement are intended to be non-exclusive in nature, and both parties expressly reserve the right to contract with other entities for the same or similar services.
- 1.3 **Independent Contractor.** In the performance of Services under this Agreement, it is mutually understood and agreed that the parties to this Agreement are at all times acting and performing as independent contractors, and nothing in this Agreement shall be construed to create between SVMHS and Contractor an employer/employee relationship or a joint venture relationship. No offer or obligation of permanent employment with SVMHS is intended or implied in any manner by this Agreement. Contractor understands and agrees that Contractor is not entitled to and shall not receive any healthcare, retirement, workers’ compensation or other benefits available to SVMHS employees.

ARTICLE 2. COMPENSATION

- 2.1 **Fees for Services.** Contractor’s fee for Services provided pursuant to this Agreement shall be as set forth in Exhibit C, attached hereto and incorporated herein. Contractor’s fee for Services will be fixed for the term of this Agreement or until modified by written agreement of the parties to this Agreement.
- 2.2 **Payment of Contractor Invoices.** Contractor will invoice SVMHS for Services provided under this Agreement on a monthly basis and shall include detail of Services provided, including number of bins serviced at each location. Contractor’s invoices are payable by SVMHS within thirty (30) days of receipt by SVMHS of a complete invoice. **Contractor shall issue two separate monthly invoices for Services associated with the Hospital locations and Services associated with SVMC locations.**

The locations associated with the Hospital and SVMC are described in detail in Exhibit B. All invoices shall be specifically itemized relative to each location serviced. Invoices shall be submitted to ACCOUNTSPAYABLE@SVMH.COM

- 2.3 Reimbursements. SVMHS shall have no obligation to reimburse Contractor for reasonable business expenses incurred by Contractor during the course of performing Services under this Agreement (including, but not limited to, training, travel expenses, mileage, fuel, transcription services). The only expenses SVMHS agrees to pay are explicitly as listed in Exhibit C.
- 2.4 Pricing. The pricing for the first two years of the Agreement is defined on Exhibit C. Thereafter, the prices may be adjusted annually on the anniversary of the Effective Date by no more than three percent (3%) per year without the prior written approval of SVMHS. Any proposed price adjustments shall be sent in writing to SVMHS no later than sixty (60) days prior to the effective date of the price adjustment.

ARTICLE 3. TERM AND TERMINATION

- 3.1 Term. This Agreement is effective and shall commence on the Effective Date first set forth above, and will continue for a period of sixty (60) months, unless earlier terminated pursuant to the terms of this Agreement (“Initial Term”). This Agreement may be renewed upon mutual agreement of the Parties (each a “Renewal Term”).
- 3.2 Automatic Termination. This Agreement shall terminate automatically on the occurrence of any of the following events: (i) upon the bankruptcy or insolvency of either party; or (ii) upon thirty (30) days’ prior written notice by either party, with or without stating a cause or reason.

ARTICLE 4. COMPLIANCE

- 4.1 Compliance with Laws, Rules and Regulations, Compliance Program. Contractor shall provide Services in strict accordance with all applicable state and federal laws and regulations, accreditation requirements, SVMHS rules, regulations, policies and procedures, without limitation. Contractor shall comply with the SVMHS Compliance Program (“Program”) and any Program policies and procedures, as applicable to the Services provided under this Agreement. Contractor acknowledges that, in accordance with regulatory and accreditation requirements, the quality of Services provided will be evaluated by SVMHS in accordance with established indicators/metrics, and may include data reporting requirements by Contractor.
- 4.2 HIPAA Compliance. Contractor may have access to medical records and other information regarding patients of Hospital (“Protected Health Information”) for the purposes of providing Services under this Agreement. Contractor may use and disclose Protected Health Information only in accordance with such purposes and subject to the restrictions in the Business Associate Agreement attached here as Exhibit E. Contractor shall maintain the confidentiality of all Protected Health Information in accordance with all applicable federal, state and local laws and regulations, including, but not limited to, the California Confidentiality of Medical Information Act and the Federal Health Insurance Portability and Accountability Act of 1996, and regulations from time to time promulgated there under (“HIPAA”).

ARTICLE 5. OBLIGATIONS OF CONTRACTOR

- 5.1 Insurance Coverage. Contractor shall maintain in effect throughout the term of this Agreement:
- 5.1.1 General Liability Insurance in the amount of \$1,000,000 per occurrence and \$3,000,000 annual aggregate;
- 5.1.2 Comprehensive Automobile Liability Insurance in the amount of \$100,000 per occurrence and \$300,000 annual aggregate covering all motor vehicles, including owned, leased, non-owned,

and hired vehicles that are or will be used in providing Services under this Agreement, with coverage that complies with California statutory insurance requirements.

Evidence of insurance coverage shall be submitted to SVMHS as of the Effective Date of this Agreement.

- 5.2 Indemnification. Contractor shall indemnify and hold harmless SVMHS, its officers, directors, agents, and employees from and against any and all claims, liabilities, and losses occurring or resulting to any person or entity for damage, injury, or death, to the extent such claims, liabilities, or losses arise out of, are alleged to arise out of, or are connected with the wrongful, willful or negligent act or omission of the Contractor or its agents in the performance of this Agreement.
- 5.3 Contractor Not Excluded. Contractor warrants that, to its knowledge, neither Contractor nor its employees or agents performing services under this Agreement have been excluded from participation in federal or state healthcare programs. If an employee/agent performing services under this Agreement is excluded, Contractor will replace that employee/agent within a reasonable time. If Contractor is excluded, SVMHS may terminate this Agreement, without penalty and with applicable refund, upon written notice to Contractor.
- 5.4 Failure to Provide Services. In the event that Contractor is unable to provide Services as agreed to in under this Agreement, Contractor shall have twenty-four (24) hours to provide Services or reschedule Services for a time which is acceptable to SVMHS at SVMHS' reasonable discretion. In the event that Contractor is unable to comply with the above, they agree to pay to SVMHS a penalty of \$500.00 per site per day starting at the end of the twenty-four (24) hours. Furthermore, should Contractor be unable to provide Services as agreed to in advance in excess of three (3) days in any four (4) week period, SVMHS shall have the option, at their reasonable discretion, to terminate this Agreement immediately upon notice and shall be entitled to liquidated damages from Contractor in the amount of \$50,000.00.

ARTICLE 6. RECORDS AND CONFIDENTIALITY

- 6.1 Confidentiality. Contractor shall comply with any and all federal, state, and local laws that provide for the confidentiality of records and other information. Contractor shall not disclose any confidential records or other confidential information received from the Hospital or prepared in connection with the performance of this Agreement unless Contractor is specifically authorized in writing to disclose such records or information. Contractor shall promptly transmit to SVMHS any and all requests for disclosure of any such confidential records or information. Contractor shall not use any confidential information gained by Contractor in the performance of this Agreement except for the sole purpose of carrying out Contractor's obligations under this Agreement.
- 6.2 Access to Records. SVMHS shall have the right to examine and audit all records and documents of Contractor and its subcontractors related to services provided under this Agreement. In accordance with Section 952 of the Omnibus Reconciliation Act of 1980, Contractor agrees that the books and records of Contractor will be available to the Secretary of Department of Health and Human Services and the Comptroller General of the United States, or their duly authorized representatives, for four (4) years after termination of this Agreement. In the event that any of the Services to be performed under this Agreement are performed by any subcontractor of Contractor at a value or cost of \$10,000 or more over a twelve (12) month period, Contractor shall comply and assure that such subcontractor complies with the provisions of Section 952 of the Omnibus Reconciliation Act of 1980. This Section shall be of no force and effect if it is required by law.

ARTICLE 7. GENERAL PROVISIONS

- 7.1 Entire Agreement/Amendment. This Agreement constitutes the entire agreement between the parties pertaining to the subject matter. This Agreement supersedes all prior agreements, representations and understandings of the parties pertaining to subject matter of this Agreement. No amendment or modification of this Agreement shall be binding unless in writing and signed by the parties.

- 7.2 Waiver. Any waiver of any term or condition of this Agreement must be in writing and signed by the parties. The waiver of any of the term or condition shall not be construed as a waiver of any other terms or conditions in this Agreement.
- 7.3 Assignment and Subcontracting. Contractor shall not assign, subcontract or transfer its interest or obligations in this Agreement without the prior written consent of SVMHS.
- 7.4 Successors and Assigns. This Agreement and the rights, privileges, duties and obligations of the parties hereunder, to the extent assignable or delegable, shall be binding upon and inure to the benefit of the parties and their respective successors and permitted assigns.
- 7.5 Governing Law/Venue. This Agreement shall be governed by and interpreted under the laws of the State of California. Venue shall rest in Monterey County, California.
- 7.6 Severability. If any provision of this Agreement is declared illegal, unenforceable or in conflict with any governing law, it shall not affect the validity of the remaining portion of this Agreement.
- 7.7 Notices. Any notices under this Agreement may be effected either by personal delivery in writing or by mail, registered or certified, postage prepaid with return receipt requested. Mailed notices shall be addressed to the parties at the addresses appearing at the end of this Agreement, but each party may change the address by written notice in accordance with this paragraph.

The parties have executed this Agreement to be effective as of the Effective Date first set forth above.

SVMHS
 Salinas Valley Memorial Healthcare System
 450 East Romie Lane
 Salinas, CA 93901

Contractor
 Shredlogix, Inc.
 7483 Gresham Court
 San Jose, CA 95139

By: _____
 Pete Delgado, President/CEO

By: _____

Name: _____

Title: _____

Date: _____

Date: _____

Exhibit A
Scope of Work

SVMHS Responsibilities

- a. SVMHS personnel will initiate a practice of putting all classified, sensitive or administrative documents, and documents containing Personal Health Information (“PHI”) in locked containers located throughout the facilities.
- b. SVMHS personnel will facilitate access to the shred bins according to the agreed upon pickup schedule.
- c. SVMHS will notify Contractor of additions/changes in locations and frequency of pick-up.

Contractor Responsibilities

- d. Contractor shall provide all labor, personnel, equipment, supplies, secured vehicles, materials, supervision, and other related services necessary to provide off-site commercial document destruction services for confidential waste (administrative papers, classified papers, sensitive documents and white and mixed recycled paper, and documents containing PHI at SVMHS.
- e. Contractor shall use agreed upon pickup schedule frequency and locations.
- f. Ongoing assessment will be performed to adjust the pickup schedule and/or the size the of the shred bins to meet SVMHS needs.
- g. As the location of SVMHS operations change by addition of a location or deletion of a location, adjustment will be made to the pick-up schedule and number of bins provided.
- h. If scheduled pick-up needs to be adjusted based on Contractor’s needs, Contractor will give proper notice to allow adjustment by SVMHS.

Exhibit B
SVMHS Locations

Location	Under Desk 23x21x15	Standard 35x15x21	Mini 26x20x19	65 Gal	96 Gal	Frequency
MAIN HOSPITAL		450 E Romie Lane				
Checked		5TH FLOOR				
5th floor		1	1			Weekly
5th tower	1	1				Weekly
CaseMgmt/SW			1			Weekly
Anna Linn	1					Weekly
Critical Care Coordinator	1					Weekly
RT/PF Lab			1			Weekly
TOTALS	3	2	3	0	0	
Checked		4TH FLOOR				
4th floor	2					Weekly
4th tower		1				Weekly
4th RT		1				Weekly
4th PT Rehab		1				Weekly
CaseMgmt	1					Weekly
4th ONS Office			1			Weekly
Hospitalist Office			1			Weekly
Carmen/Laura			1			Weekly
TOTALS	3	3	3	0	0	
Checked		3RD FLOOR				
3rd floor	1	1				Weekly
3rd tower		1				Weekly

3rd Pediatrics	1					Weekly
CaseMgmt	1					Weekly
Cathy Gomez Ofc			1			Weekly
3rd Monitor Room	1					Weekly
3rd Clean Utility Room			1			Weekly
3rd (Respiratory Ofc)			1			Weekly
Marian Fox office			1			Weekly
Agnes Office	1					Weekly
PEDS Physician Office		1				Weekly
TOTALS	5	3	4	0	0	
Checked	2ND FLOOR					
2nd floor	1	1				Weekly
Lactation Office			1			Weekly
2nd tower (SRMC)	1	1				Weekly
NICU	1		1			Weekly
2nd floor OB	1					Weekly
OB OR Room			1			Weekly
Doctors Lounge			1			Weekly
Manager Office L&D OBED	1					Weekly
2nd Floor Director	1					Weekly
Clinical Nurse Mgr M&B			1			Weekly
PDOC			1			Weekly
2nd Floor Dept. Coordinator			1			Weekly
PT Exp	1					Weekly
TOTALS	7	2	7	0	0	
Checked	1st floor					
ER Nurse Sta (Back)	1	1				Weekly
ER Nurse Sta (Doctors)	1		1			Weekly
ER Reg	1	1				Weekly

ER Tent			1		Weekly
OR		1	1		Weekly
OR Dr. Lounge	1				Weekly
Surgery		1			Weekly
Whitney Waiting			1		Weekly
ER Consult (Whitney Area)	1				Weekly
PACU			1		Weekly
CATHLAB		1	1		Weekly
Cath Lab Control		1			Weekly
DI		1	1		Weekly
Elvira Franco Office	1				Weekly
Angio			1		Weekly
Ultra Sound Reading Room					Weekly
Gina Ramirez's Office			1		Weekly
OPS			2		Weekly
CT	1				Weekly
NUCMED	1				Weekly
Lab Ext 1827	2	2	2		Weekly
ICU	1				Weekly
CCU	1				Weekly
CC Case Mgmt/SW		1	1		Weekly
Director Critical Care			1		Weekly
Isela's Office	1				Weekly
1 Main Critical Care Mgr	1				Weekly
1 MAIN	1	1			Weekly
1 Main Case Management			1		Weekly
Clinical Manager	1				Weekly
REGISTRATION			1		Weekly
Dolores Martinez		1			Weekly

Registration Rooms 1-2-3	3					Weekly
Registration Rooms 4		2				Weekly
HC	1		1			Weekly
Totals	20	14	17	1	0	
AOB						
Pete Delgado's office			2			Weekly
Augustine's office			1			Weekly
Adrienne's office		1				Weekly
Clement's office			1			Weekly
Tiffany Rose	1					Weekly
Clinton Hoffman			1			Weekly
Dr. Radner			1			Weekly
Michelle Endris' office			1			Weekly
Finance Office			1			Weekly
ER Director Office		1				Weekly
Magnet Program			1			Weekly
Command Center		1				Weekly
Magnet Program Director			1			Weekly
Totals	1	3	10	0	0	
Basement						
Pathology		2				Weekly
SSPD		1	1			Weekly
Surgery Support		1				Weekly
OR Scheduling		1				Weekly
Melissa Aylard	1					Weekly
Engineering	1					Weekly
Christianna Kearns						Weekly
Nutrition		1				Weekly
Arnold Failano	1					Weekly

Cardiology	1	1				Weekly
Pathologist office	2					Weekly
ENDO	1					Weekly
ENDO Reading Room						Weekly
Pharmacy	1	4				Weekly
NURSING ADMIN	1	1				Weekly
Nursing Super/Staffing	1					Weekly
Lori White		1				Weekly
Director of Pharmacy			1			Weekly
Asst. Director RT/Neuro DI	1					Weekly
Totals	11	13	2	0	0	
DRC						
SECURITY		1				Weekly
HIM STORAGE		1				Weekly
HIM	2	8	2			Weekly
MEDSTAFF	1					Weekly
NS/EVS		2				Weekly
TELECOM	1					Weekly
CLINICAL DEVELOPMENT	1	1	1			Weekly
PALLATIVE CARE	1					Weekly
BIOMED	1					Weekly
MAILROOM		1				Weekly
MM		2				Weekly
DR. Sleep Rooms	1					Weekly
Totals	8	16	3	0	0	
SVMHS OUTPATIENT MRI SERVICES 444 E Romie Lane						
FRONT DESK		1				Weekly
TECH AREA						Weekly
Totals	0	1	0	0	0	

SVMH-FACILITIES OFFICE		535 E Romie Lane Suite 1				
Eng Admin	1					Weekly
Totals	1	0	0	0	0	
SVMHS OUTPATIENT INFUSION CENTER		515 E Romie Lane				
NURSES STATION #2			1			Weekly
NURSE STATION #1		1	1			Weekly
PHY OFFICE	1					Weekly
FRONT DESK		1				Weekly
Totals	1	2	2	0	0	
SVMHS CANCER RESOURCE CENTER		501 E Romie Lane				
CANCER RESOURCE CENTER		1				Weekly
VOLUNTEER SERVICES		1				Weekly
PUBLIC RELATIONS		1				Weekly
Totals	0	3	0	0	0	
SVMHS REGINAL WOUND HEALING CENTER		440 E Romie Lane				
EMPLOYEE HEALTH	1					Weekly
WOUNDCARE	1					Weekly
CASE MANAGEMENT		2				Weekly
CONCENTRATED CARE		1				Weekly
Totals	2	3	0	0	0	
SVMHS SLEEP CENTER		120 Wilgart Way				
SLEEP CENTER	1	1	1			Weekly
CARDIAC REHAB	2		1			Weekly
IT SUPPORT		1				Weekly
DI Schedule		1				Weekly
Maggie Shanley		1				Weekly
Med Assist		1				Weekly
Totals	3	5	2	0	0	
SVMHS MAMMOGRAPHY CENTER		240 San Jose St				

MAMMO Lobby	1					Weekly
MAMMO File Process	1	1	1			Weekly
Bernadette's office	1					Weekly
MAMMO Ultra Sound RN			1			Weekly
Dr. Wulff (Mammo)	1					Weekly
MAMMO Tech			1			Weekly
SVMC (Dickey, Bajaj, Park, Rudo	1	3				Weekly
Cardiovascular		1	1			Weekly
Totals	5	5	4	0	0	
PRE ADMISSION CLINIC 212 San Jose Street						
Ellen Tapp		1				Weekly
Totals	0	1	0	0	0	
QUALITY MANAGEMENT 254 San Jose St						
QUALITY MANAGEMENT		1				Weekly
Totals	0	1	0	0	0	
FOUNDATION 60 W Market St						
FOUNDATION		1				Weekly
Totals	0	1	0	0	0	
EDUCATION/HR BUILDING 611 Abbott St (on DRC Acct)						
EDUCATION		1				Weekly
HUMAN RESOURCES	3					Weekly
Totals	3	1	0	0	0	
HEALTH PROMOTION/MARKETING 232 Monterey St. Suite 230						
MARKETING / HEALTHPROMO		1				Weekly
Totals	0	1	0	0	0	
PFS 3 E Rossi Circle						

PT FINANCIAL SVCS				4		Weekly	
Totals	0	0	0	4	0		
WORK STREET		590 Work Street					
Warehouse					12	Weekly	
Totals	0	0	0	0	12		
ACCOUNTING		345 Abbott St					
ACCOUNTING		2				Weekly	
Totals	0	2	0	0	0		
SVMHS RYAN RANCH		Checked	5 Lower Ragsdale Suite 103				
RYAN RANCH/CVDC	2					Weekly	
Warehouse Room				1		Weekly	
Totals	1	0	0	1	0		
SVMHS BLUE ZONE (SALINAS)		252 S. Main Street					
Blue Zone, Salinas						Monthly	
Totals	0	1	0	0	0		
SVMHS BLUE ZONE (MTRY)							
	1					Monthly	
Totals	1	0	0	0	0		
BLANCO CIRCLE BUILDING		928 E Blanco St.					
AMBULATORY INFORMATICS/EPIC		1				Bi-Weekly	
INFORMATION TECH		1				Bi-Weekly	
Totals	0	2	0	0	0		
NEW ADD - DRC RETAIL PHARMACY		Hospital					
		1					
Totals	0	1	0	0	0	Weekly	
Total Bins	75	85	85	6	12		

SVMC						
Location		Standard	Mini	65 Gal	96 Gal	Frequency
SVMC - Primecare- Monterey - 5 Lower Ragsdale Dr. Ste 100		5				Weekly
SVMC - Primecare- N. Salinas - 1328 Natividad Rd.		3				Bi-Weekly
SVMC - Primecare- Salinas - 355 Abbott St. Ste 100		16				Weekly
SVMC - Sleep/Wake & Rheumatology - 321 E. Romie Ln		2	2			Weekly
SVMC - Surgery - 236 San Jose St.		3	1			Weekly
Taylor Farms Family Health & Wellness Center - 850 5th St., Gonzales		5	2			Weekly
SVMC - Behavioral Health - 505 Romie Ln Ste G		1				Monthly
SVMC - Cancer Care - 505 E. Romie Ln. Ste A		4				Weekly
SVMC - Cardiothoracic & Vascular Surgery - 212 San Jose St. Ste 301		2				Bi-Weekly
SVMC - Care Coordination - 558 Abbott St.		4				Bi-Weekly
SVMC - Central Coast Cardiology - 212 San Jose St. Ste 301		2				Weekly
SVMC - Central Coast Cardiology - 5 Lower Ragsdale; Ste 102, Monterey		3				Weekly

SVMC - Central Coast Cardiology / Multispecialty - 230 San Jose St.		3	2			Weekly
SVMC - Diabetes & Endocrine - 355 Abbott St. Ste 200		3	1			Weekly
SVMC - Health Care for Women - 250 San Jose St.		4	3			Weekly
SVMC - Imaging - Abbott - 559 Abbott		1				Weekly
SVMC - Imaging- Abbott - 355 Abbott St. Ste 100		5				Weekly
SVMC - Imaging- 626 Brunken Ave.		1				Weekly
SVMC - Multispecialty - 1033 Los Palos Dr. Ste A		6	4			Weekly
SVMC - Ortho- Physical Therapy - 611 Abbott St. Ste 100		1				Weekly
SVMC - Orthopedics Podiatry and Sports Med - 611 Abbott St. Ste 101		4	1			Weekly
SVMC - Palliative - 505 E Romie, Ste F		2				Monthly
SVMC - Lifestyle and Metabolic Program 1260 S. Main St. Ste101		1				Weekly
SVMC - Urology - New 355 Abbott St. Ste 201		1				Weekly
Total Bins		0	82	16	0	0

Under Desk 23x21x15	Standard 35x15x21	Mini 26x20x19	65 Gal	96 Gal	Total
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Total SVMH & SVMC

75 167 75 6 12 335

Exhibit C
Pricing

Ongoing Scheduled Services		External Dimensions			Bin Volume	Onsite Destruction	Offsite Destruction
	Size	L	W	H	Cu Ft.	Price Per Bin*	Price Per Bin*
	Mini Console	17	19	24	4.25	\$5.00	\$3.00
	Standard Console	17	19	35	6.19	\$10.00	\$7.50
	Large Console	33	28	46	24.59	\$20.00	\$15.00
Minimum Charge per stop						\$0	

Paper Purge Services		External Dimensions			Bin Volume	Onsite Destruction	Offsite Destruction
	Size	L	W	H	Cu Ft.	Price Each	Price Each
	Mini Console	17	19	24	4.25	\$5.00	\$3.00
	Standard Console	17	19	35	6.19	\$10.00	\$7.50
	Large Console	33	28	46	24.59	\$20.00	\$15.00
	Small Box	15	12	10	1.5	\$5.00	\$5.00
	Large Box	24	15	10	3.0	\$7.50	\$7.50
Non-paper Purge Services	Hard Drives	n/a (EACH)				\$10.00	\$7.00
	Small Box	15	12	10	1.5	\$40.00	\$40.00
	Large Box	24	15	10	3.0	\$80.00	\$80.00
	Large Tote	33	28	46	24.59	\$200.00	\$200.00

Misc. Fees	
Fuel Surcharge	\$0.00
Payment Processing Fee	\$0.00
Recycling Fee	\$0.00
Any other fee/surcharge of any kind	\$0.00

*SVMHS shall only be charged for bins which are serviced. There shall be no charge for bins which are not emptied when a location is serviced.

Estimated volume should not be construed as a forecast or guarantee of volume that will be purchased. SVMHS reserves the right to make adjustments to service locations, frequency, and number of bins from time to time.

BOARD Packet Submission Checklist

The original of this completed/fully signed checklist and all required supporting documents are to be hand-delivered to reviewer listed below:

- BOARD or CEO PAPER** – required for all submissions; see attached instructions/sample
- KEY CONTRACT TERMS** – required for all submissions – see table in Board/CEO Paper
- CONTRACT** – negotiated final contract with vendor signature
- PROCUREMENT PROCESS DOCUMENTATION** – required for all submissions requiring Board/CEO review/approval per Procurement Management Policy (see policy for details; indicate which sub-category is applicable):

- If for data processing/telecommunications goods/services of \$25,000 or more, check applicable option and include documentation: **CIO must review.**
 - RFP documentation *unless sole source or GPO applies.*
 - If Sole source – provide detailed justification
 - If GPO, submit qualifying verification from Materials Management

- If for professional/other services or medical/surgical equipment and supplies \$350,000 or more, check applicable option and include documentation:
 - RFP documentation *unless sole source or GPO applies.*
 - If Sole source – provide detailed justification
 - If GPO, submit qualifying verification from Materials Management

- If for non-medical materials/supplies/Public Works \$25,000 or more, check applicable option and include documentation:
 - RFP/Invitation for bids documentation
 - If Sole source – provide detailed justification
 - If GPO, submit qualifying verification from Materials Management

Legal counsel/Contract Administrator reviewed: No ___ or Yes By Whom: Natalie James

SUBMITTED BY DEPARTMENT DIRECTOR OR DEPARTMENT ADMINISTRATOR:

[Signature]
Signature

Deputy Chief, HRM
Title/Dept

10/10/22
Date

REVIEWED BY: (In the following order) – If Capital; Axiom approval in lieu of signature.

CIO: (if applicable) _____

Date: _____

Director of Audit/Compliance: lorrie oelkers [Signature]

Date: 01/16/23

***SVMHS
Balanced Scorecard***



YTD December 2022



Salinas Valley Memorial Hospital
Monthly Balanced Scorecard (BSC) Summary
 FY 2023 : as of 12/31/22

Organizational Goals by Pillar		FY 2023 Act/Proj	TARGET	Var %		FY 2022 Baseline	
Weight 30%	I. Service						
	Average of Inpatient HCAHPS Scores	72.5	75.1	-3.5%	☁️	74.8	☁️
	Emergency Room Press Ganey Score	56.9	59.7	-4.6%	☁️	58.7	☁️
	Average of Ambulatory HCAHPS Scores	90.9	92.0	-1.2%	☁️	92.0	☁️
15%	II. People						
	Annual Employee Indicator Survey Score	-	4.32 - 4.36		❓	4.32	❓
20%	III. Quality & Safety Processes						
	Emergency Room Efficiencies						
	Median length of stay for non-admits (in minutes)	178.0	181.0	1.7%	☀️	170.0	☁️
	Median time from admit decision to time of admission to nursing unit (in minutes)	78.0	81.0	3.7%	☀️	79.0	☀️
	Operating Room Efficiencies						
	Turnover Time (Wheels out / Wheels in) (in minutes)	29.8	29.5	-0.9%	☁️	28.3	☁️
	Percentage of 1st Case On Time Start Time	90.6%	93.0%	-2.5%	☁️	95.0%	☁️
	Hospital Acquired Conditions Average	0.53	0.41	-29.6%	☁️	0.37	☁️
	Hand Hygiene (Percentage of successful Hand Hygiene observations)	97.4%	75.0%	29.8%	☀️	89.1%	☀️
20%	IV. Finance						
	Income from Operations (Normalized) (\$ in Millions)	\$75,229	\$58,906	27.7%	☀️	\$83,662	☁️
	Operating Margin (Normalized)	11.4%	10.1%	13.4%		13.9%	
10%	V. Growth						
	Grow New Service line Bariatric Surgery	4	25	-84.0%	☁️	-	
	Implement e-Visits in SVMC	81	100	-19.0%	☀️	-	
	Implement MyChart Inpatient	6,355	15,000	-57.6%	☀️	-	
5%	VI. Community						
	Employees Complete the Real Age Test via the SVMHS wellness platform, Wellness Your Way	174	600	-71.0%	☁️	-	

Monthly Scorecard Service (30%)



Organizational Goals by Pillar	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	FY 2023 Act/Proj	TARGET	Var %		FY 2022 Baseline
I. Service											
Average of Inpatient HCAHPS Scores	72.7	72.8	71.6	69.8	72.4	75.6	72.5	75.1	-3.5%		74.8
Emergency Room Press Ganey Score	59.7	58.8	60.2	54.6	54.1	54.2	56.9	59.7	-4.6%		58.7
Average of Ambulatory HCAHPS Scores	90.6	89.2	92.6	89.5	92.3	91.3	90.9	92.0	-1.2%		92.0

Notes / Assumptions:

- > Source: Press Ganey
- > Based on monthly **received date**
- > Based on top box scores (highest response possible on the survey scale: Yes, Definitely Yes, Always)
- > IP HCAHPS Score is based on maintaining prior year goals
- > ER HCAHPS Score FY 2022 Baseline was 58.7. Rationale: Baseline = Threshold is based on FY 2022 Actuals. Target is +1.0 from baseline. Max is +2.0 from baseline.
- > Ambulatory HCAHPS Score FY 2022 Baseline was 92.0. Baseline = Target is based on FY 2022 Actuals. Threshold is -1.0 from the baseline. Max is +1.0 from the baseline.



Inpatient HCAHPS Scores Detail

Organizational Goals by Pillar	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	FY 2023 Act/Proj	TARGET	Var %	FY 2022 Baseline
I. Service										
1. Communication with Nurses	77.9	80.3	80.9	78.2	80.0	81.5	79.8	82.2	-3.0%	81.8
# of Responses	150	177	169	157	164	134				
2. Communication with Doctors	79.7	79.4	78.7	78.6	80.9	83.1	80.1	83.5	-4.1%	82.3
# of Responses	150	175	168	155	162	132				
3. Responsiveness of Hospital Staff	70.9	67.0	64.6	62.9	64.4	73.2	67.2	70.6	-4.8%	69.6
# of Responses	141	164	158	146	156	128				
4. Communication About Medicines	64.9	66.3	69.6	60.5	73.1	77.7	68.7	68.8	-0.1%	70.1
# of Responses	104	122	119	113	101	79				
5a. Cleanliness of hospital environment	81.0	76.4	82.0	79.5	73.3	83.0	79.2	80.2	-1.2%	81.3
# of Responses	147	174	167	156	161	129				
5b. Quietness of hospital environment	46.6	49.7	46.6	42.0	45.9	46.9	46.3	52.8	-12.4%	48.8
# of Responses	146	173	163	150	159	128				
6. Discharge Information	93.7	90.1	83.6	90.4	87.9	93.4	89.9	91.0	-1.2%	90.6
# of Responses	139	163	155	145	155	125				
7. Care Transitions	56.6	58.2	55.0	57.0	57.6	57.3	56.9	59.1	-3.6%	59.4
# of Responses	149	174	166	156	163	134				
8. Overall Rating of Hospital	73.8	77.9	75.9	70.5	75.5	73.7	74.5	78.9	-5.6%	79.5
# of Responses	149	172	166	156	163	133				
Average of Inpatient HCAHPS Scores	72.7	72.8	71.6	69.8	72.4	75.6	72.5	75.1	-3.5%	74.8
# of Total Responses - IP	150	177	169	157	164	134				

Monthly Scorecard

Quality & Safety Processes – ER (8%)



Organizational Goals by Pillar	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	FY 2023 Act/Proj	TARGET	Var %	FY 2022 Baseline
Emergency Room Efficiencies										
Median length of stay for non-admits (in minutes)	183.0	180.0	173.0	169.0	179.0	183.0	178.0	181.0	1.7%	170.0
Median time from admit decision to time of admission to nursing unit (in minutes)	82.0	80.0	75.0	77.0	76.5	81.0	78.0	81.0	3.7%	79.0



Source: Meditech

ER - LOS for Non-Admits in Minutes: Data Criteria: Calculate the median LOS in minutes for ER Outpatients for each month & YTD for cases in ER (excludes inpatients and patients leaving against medical advice or left without being seen.) Maximum is based on Feb22 thru Aug22 = 177.0. The Target is a 4 minute increase from the Max, and the Threshold is an 8 minute increase from the Max. **Rationale:** SVMH ER has recently experienced a higher volume level, including a surge of patients. According to CMS, the latest available data from 2021 indicates that the State Rate is 196 minutes and the National Rate is 203 minutes for comparable size hospitals.

ER - Time to Admit in Minutes: Data Criteria: Calculate the median time for inpatients from admit decision to time of admission to nursing unit in minutes (includes observation cases). Baseline = Target is based on FY 2022 Actuals. The Threshold is a 2 minute decrease from the Baseline, and the Max is a 2 minute increase from the Baseline.

Rationale: The ER average daily census is currently averaging at about 186 patients a day compared to the baseline period of 128 (Jul21-Jan22), or a 45% increase in ER census. We also have continued challenges with COVID and respiratory isolation. The vast increase of volume leads to limited space availability and delays. We have put forth a new initiative called the "Big 5 Handover Process", which is a streamline handover process between the ED and progressive care, which may reduce admit time.

Monthly Scorecard

Quality & Safety Processes – OR (8%)



Organizational Goals by Pillar	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	FY 2023 Act/Proj	TARGET	Var %	FY 2022 Baseline
Operating Room Efficiencies										
Turnover Time (Wheels out / Wheels in) (in minutes)	29.9	28.5	29.1	29.7	29.3	32.1	29.8	29.5	-0.9%	28.3
Percentage of 1st Case On Time Start Time	90.2%	92.2%	93.6%	83.0%	94.7%	90.1%	90.6%	93.0%	-2.5%	95.0%

Turnover Time Measurement: Source is from the **PICIS OR Nurse Record**. Calculate minutes elapsed between the wheels out & wheels in of the next case. Only cases where the time difference is less than or equal to 60 minutes will be included because breaks are often scheduled in a day. Due to MD availability, cases that exceed 60 threshold minutes will not count as a turnover. Excludes non-scheduled cases. Measurement applies to cases for the same physician and same room only. Data will be partition by actual date rather than previously scheduled date. **National benchmarks range from 25 to 38 minutes.** FY 2023 Goals are the same as prior year to continue high efficiency performance and strive to maintain sustainability at these levels. Planning to reduce minutes may cause patient safety risks and other concerns, especially considering the Covid-19 ongoing pandemic and the impact its had in our hospital capacity as well as in our perioperative operations. Additionally, our OPS department has moved over to the other side of the building into 1 Main, which means the nurse, anesthesiologist and surgeon now have to go that distance to interview and mark the patient. While this isn't a huge distance, it can add 1-2 minutes to each start and/or turnover.

Percentage of 1st case On Time Start Time

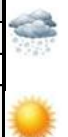
- > Source is from PICIS for 1st scheduled case of the day in each OR room where the scheduled time is between 07:00 AM and 08:59 AM
- > Cases in which the patient is Wheeled In at least zero minutes prior to the case
- > **National benchmark goals range from 70% to 80%**
- > FY 2023 Max = FY 2022 Baseline = 95.0%. FY 2023 Target is 2% from Max. FY 2023 Threshold is 4% from Max.



Monthly Scorecard

Quality & Safety Processes – HAC & Hand Hygiene(4%)

Organizational Goals by Pillar	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	FY 2023 Act/Proj	TARGET	Var %	FY 2022 Baseline
Hospital Acquired Conditions										
CLABSIR (Standard Infection Ratio)	0.00			0.65			0.32	0.30	-7.5%	0.16
# of CLABSIR EVENTS	0	0	0	1	0	0				
CAUTIR (Standard Infection Ratio)	0.61			0.49			0.55	0.47	-16.2%	0.46
# of CAUTIR EVENTS	0	1	0	0	0	1				
CDIR (Standard Infection Ratio)	0.68			0.75			0.71	0.45	-58.4%	0.48
# of CDIR EVENTS	2	1	1	0	2	3				
Hospital Acquired Conditions Average	0.43			0.63			0.53	0.41	-29.6%	0.37
Hand Hygiene (Percentage of successful Hand Hygiene observations)	99.5%	96.9%	97.4%	95.5%	97.5%	97.6%	97.4%	75.0%	29.8%	89.1%



Hospital Acquired Conditions

- > Source: National Healthcare Safety Network (NHSN) & BD Health Insight Interface
- > Hospital Acquired Conditions will be measured **quarterly**
- > **Rationale for Targets: Utilizing last years FY targets for sustainment and ongoing prevention practices. Process improvement measures for CLABSIR, CAUTIR for data improvements, and CDI process improvement focusing on expanding our antimicrobial stewardship program**
- > Acronyms:
 1. CLABSIR (Central Line Associated Bloodstream Infection)
 2. CAUTIR (Catheter Associated Urinary Tract Infection)
 3. CDI (Clostridium Difficile Infection)

Hand Hygiene

- > Source: Hand Hygiene Auditing Tool populated by SVMHS staff / leaders direct observations (now on STAR net Main Page)
- > Hand Hygiene will be measured **monthly**
- > **Rationale for Targets:**
 - > Sustaining targets from last FY for expansion and on-boarding of hand hygiene goals to all SVMHS departments.
 - > Hand Hygiene process improvement measures last FY with Nursing collaboration, expansion to all staff auditing monthly which will directly effect the target goal.
 - > Created new interactive Hand Hygiene Dashboard for leaders/staff to view data by department/unit and staff, posted on the StarNet Infection Prevention page

Monthly Scorecard

Finance (20%)



Organizational Goals by Pillar	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	FY 2023 Act/Proj	TARGET	Var %	FY 2022 Baseline
IV. Finance										
Income from Operations (Normalized) (\$ in Millions)	\$2,030	\$6,289	\$7,724	\$4,092	\$7,733	\$9,746	\$75,229	\$58,906	27.7%	\$83,662
<i>Operating Margin (Normalized)</i>	4.5%	11.5%	14.1%	8.0%	13.8%	16.5%	11.4%	10.1%	13.4%	13.9%



- Target Methodology is based on SVMH’s 100% of FY 2023 Board Approved Annual Operating Budget
- *FY 2023 Budget is subject to change following final determination of the Plan of Finance for the Master Facility Plan and any material changes resulting from the Final CCAH contract that is under negotiations.*

Monthly Scorecard

Growth (10%)



Organizational Goals by Pillar	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	FY 2023 Act/Proj	TARGET	Var %	FY 2022 Baseline
V. Growth										
Grow New Service line Bariatric Surgery	1	1	0	2	0	0	4	25	-84.0%	-
Implement e-Visits in SVMC	0	0	0	25	31	25	81	100	-19.0%	-
Implement MyChart Inpatient	0	0	0	2,326	2,102	1,927	6,355	15,000	-57.6%	-

- > **Grow New Service Line Bariatric Surgery:** CDC estimates 42.4% of U.S. adults had obesity and 9.2% had severe obesity in 2017, the highest incidence ever recorded in America. Metabolic/bariatric surgery is the most effective and durable treatment for severe obesity leading to significant weight loss and the improvement, prevention, or resolution of many related diseases. The initial program meeting was conducted during November 2021. The 1st surgery was performed successfully on 7/13/22. We are excited about this new service line and medical service to our community.
- > **Implement e-Visits in SVMC:** MyChart adoption for SVMC has increased to over 40% over the last year. This continues to be a significant focus as we expand functionality for patient engagement and develop MyChart as our digital front door for the clinic. This was one of our FY'22 organizational goals. As a result of increasing our patient adoption the number of messages to our providers has increased dramatically. Messaging your doctor can be a convenient way to get medical advice. Patients can send a note through MyChart whenever they have time – day or night – and our providers will typically reply in a timely fashion. Depending on the patient needs and schedule, this can be a great alternative to an in-person, video or telephone visit. The issue for our providers is the time involved to engage in more than a simple response can be extensive and is not billed for currently. We are giving our providers the ability to determine whether a message exchange should be billed to insurance. Even if a message is billed to insurance, many patients won't have to pay anything. For those who do, out-of-pocket expenses for this type of care vary by insurance plan and are generally low.
- > **Implement MyChart Inpatient in SVMH:** There's a regulatory requirement which goes into effect the first week of October. It is a component of the 21st Century CURES ACT which must provide patient requests of their inpatient record, real time. We are implementing MyChart Inpatient to comply with the requirement. The current patient portal doesn't meet 21st Century CURES requirements so we are at risk of missing the Promoting Interoperability metrics. Each occurrence of patient information blocking as it is termed is fineable up to \$1M. Currently, what is in scope for documentation view to comply is Discharge summaries, Progress notes, Lab and Radiology results. Out of scope are scanned documents, nursing documentation, provider messaging (inpatient), scheduling (hospital departments), bill pay (inpatient), and COVID vaccination status.

Monthly Scorecard Community (5%)



Organizational Goals by Pillar	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	FY 2023 Act/Proj	TARGET	Var %	FY 2022 Baseline
VI. Community										
Employees Complete the Real Age Test via the SVMHS wellness platform, Wellness Your Way				97	25	52	174	600	-71.0%	-

- A **New Employee Wellness Platform**, Wellness Your Way, will launch in October 2022. It will serve all SVMHS employees and members of their households who are covered by our health plan.
- All users of Wellness Your Way will be encouraged to complete the Real Age Test. The information provided by the user in the Real Age Test will allow customization of the platform for the user.
- Users will be able to complete the Real Age Test anytime after the launch of the platform. For the purposes of this Pillar Goal metric, all Real Age Tests completed by SVMHS employees between the launch of the platform through June 30, 2023 will count toward the goal.

Questions / Comments?



Financial Performance Review

December 2022

Augustine Lopez
Chief Financial Officer



Consolidated Financial Summary

For the Month of December 2022

\$ in Millions	For the Month of December 2022				
			Variance fav (unfav)		
	Actual	Budget	\$VAR	%VAR	
Operating Revenue	\$ 66.7	\$ 56.6	\$ 10.1	17.8%	
Operating Expense	\$ 60.2	\$ 55.4	\$ (4.8)	-8.7%	
Income from Operations*	\$ 6.5	\$ 1.2	\$ 5.3	441.7%	
<i>Operating Margin %</i>	9.8%	2.1%	7.7%	366.67%	
Non Operating Income**	\$ 1.5	\$ 1.0	\$ 0.5	50.0%	
Net Income	\$ 8.0	\$ 2.2	\$ 5.8	263.6%	
<i>Net Income Margin %</i>	12.1%	3.8%	8.3%	218.4%	

Overall favorable financial performance was driven by:

- Higher than budgeted patient volume for both IP and OP
- Total gross revenues were over budget by \$29 million (13%):
 - ✓ Medicare & Medi-Cal gross revenues were over budget by \$32 million (21%), while Commercial was over budget by \$5 million (11%), representing an unfavorable payor mix
 - ✓ Total admissions were 248 admits (29%) above budget, of those 86% were government
- Total net patient revenues were \$10.8 million (23%) above budget driven by:
 - ✓ Increased patient volume
 - ✓ IP surgical cases were above budget by 18%, while outpatient was on target
 - ✓ Additionally, OP infusion cases were at 1,020, 26% above budget
- This is coupled with higher utilization of contract labor (\$2.6M) & overtime usage (6%+) needed to support staffing challenges due to unprecedented high volumes
- Overall Labor Productivity was favorable by 11.5% (94 FTEs ~ \$1.4 million) due to staffing efficiencies and unfilled budgeted positions

Consolidated Financial Summary

Year-to-Date December 2022

\$ in Millions	FY 2022 YTD December				
			Variance fav (unfav)		
	Actual	Budget	\$VAR	%VAR	
Operating Revenue	\$ 367.9	\$ 340.5	\$ 27.4	8.0%	
Operating Expense	\$ 349.0	\$ 333.4	\$ (15.6)	-4.7%	
Income from Operations*	\$ 18.9	\$ 7.1	\$ 11.8	166.2%	
<i>Operating Margin %</i>	5.1%	2.1%	3.0%	142.9%	
Non Operating Income**	\$ 5.5	\$ 5.8	\$ (0.3)	-5.2%	
Net Income	\$ 24.4	\$ 12.9	\$ 11.5	89.1%	
<i>Net Income Margin %</i>	6.6%	3.8%	2.8%	73.7%	

SVMH Financial Highlights December 2022

Gross Revenues were Favorable



- **Gross Revenues** were 19 % favorable to budget
- **IP Gross Revenues** were 27% favorable to budget
- **ED Gross Revenues** were 6% favorable to budget
- **OP Gross Revenues** were 11% favorable to budget in the following areas:
 - Infusion Therapy
 - Surgery
 - Radiology

- **Commercial:** 11% above budget
- **Medicaid:** 30% above budget
- **Medicare:** 16% above budget

Payor Mix – unfavorable

Total Normalized Net Patient Revenues were \$58.2M, which was Favorable to budget by \$10.8M or 23%

Financial Summary – December 2022

- 
- 1) Higher than expected Inpatient business:
 - Average daily census was at 153, 33% above budget of 115
 - 2) Total admissions were 28% (247 admits) above budget
 - ER admissions were 40% above budget (257 admits)
 - 3) ER Outpatient visits were above budget by 24% at 5,008
 - 4) Inpatient Surgeries were 18% (25 cases) above budget at 166
 - 5) Higher than expected Outpatient business:
 - Predominantly in Infusion Therapy, Surgery and Radiology
 - 6) Outpatient Surgeries were 1% (3 cases) above budget at 242
 - 7) OP Observation cases were below budget by 26% at 125
- 

8) Deliveries were 14% (20 cases) below budget at 119

9) COVID discharges were 20 for the month and were all governmental

10) Medicare Traditional ALOS CMI adjusted was 13% unfavorable at 2.67 days with a Case Mix Index of 1.66

COVID Inpatient Discharge Cases

Payor Mix Analysis

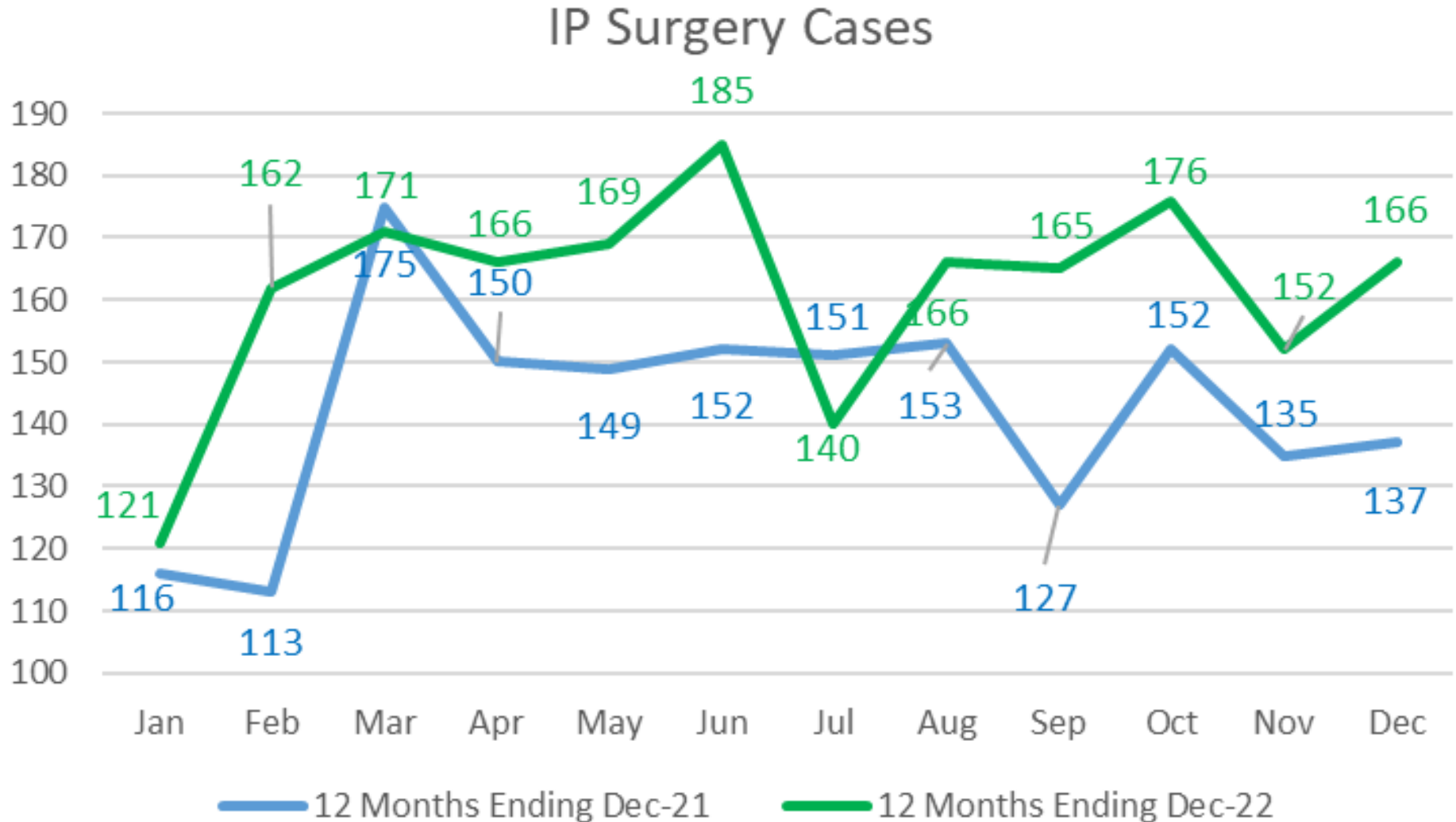
Jan 2022 thru Dec 2022

Cases	Month											
Payor	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22
Medicare	82	59	9	9	18	25	44	31	7	13	14	11
Medi-Cal	44	27	2	1	4	5	25	10	4	3	5	5
Commercial	38	14	3		1	11	7	5	2	2		
Other	3			1			2	3				4
Grand Total	167	100	14	11	23	41	78	49	13	18	19	20

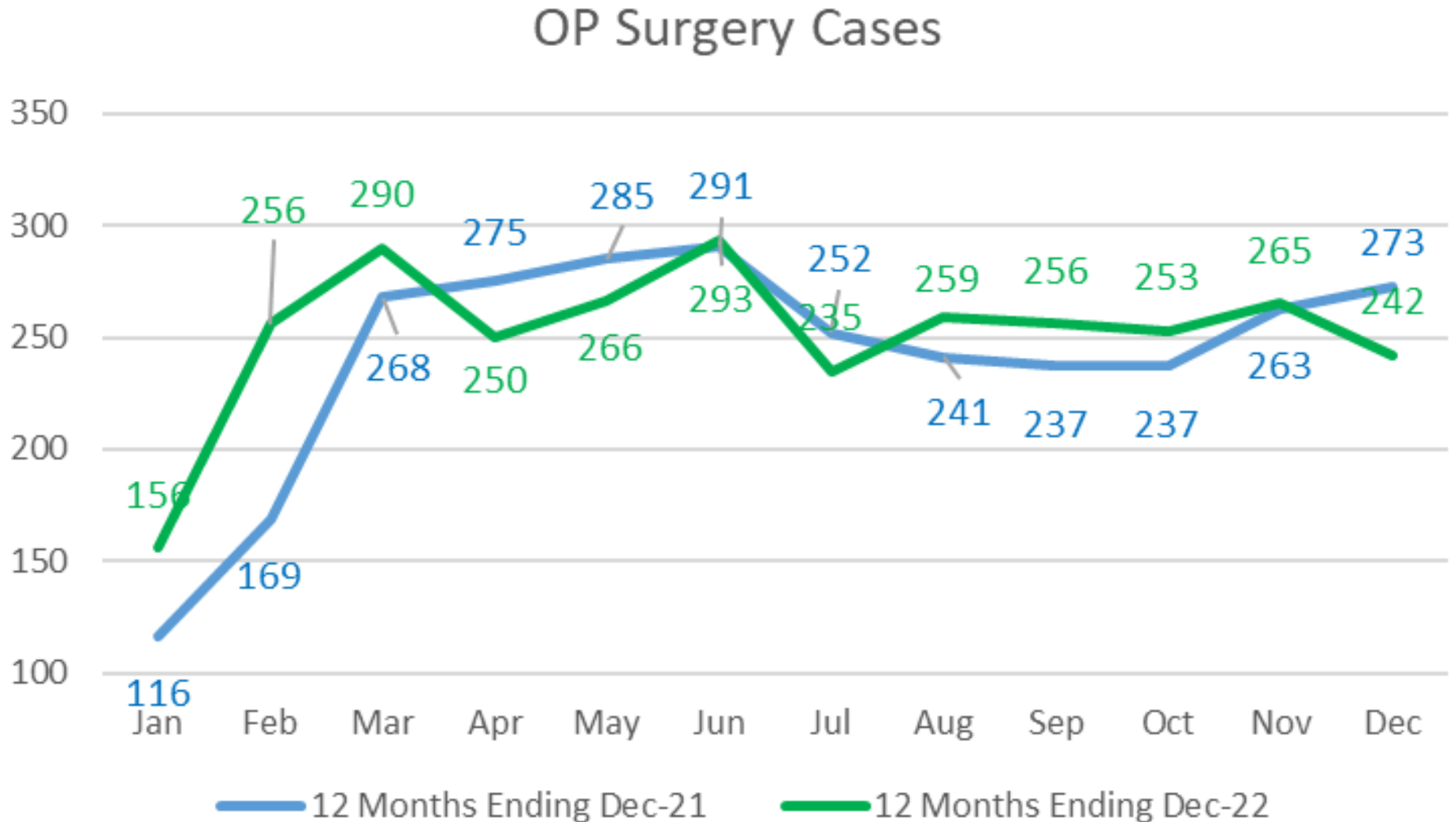
COVID Inpatient cases increased during December compared to prior month.

Note: COVID Criteria is based any DX U07.1

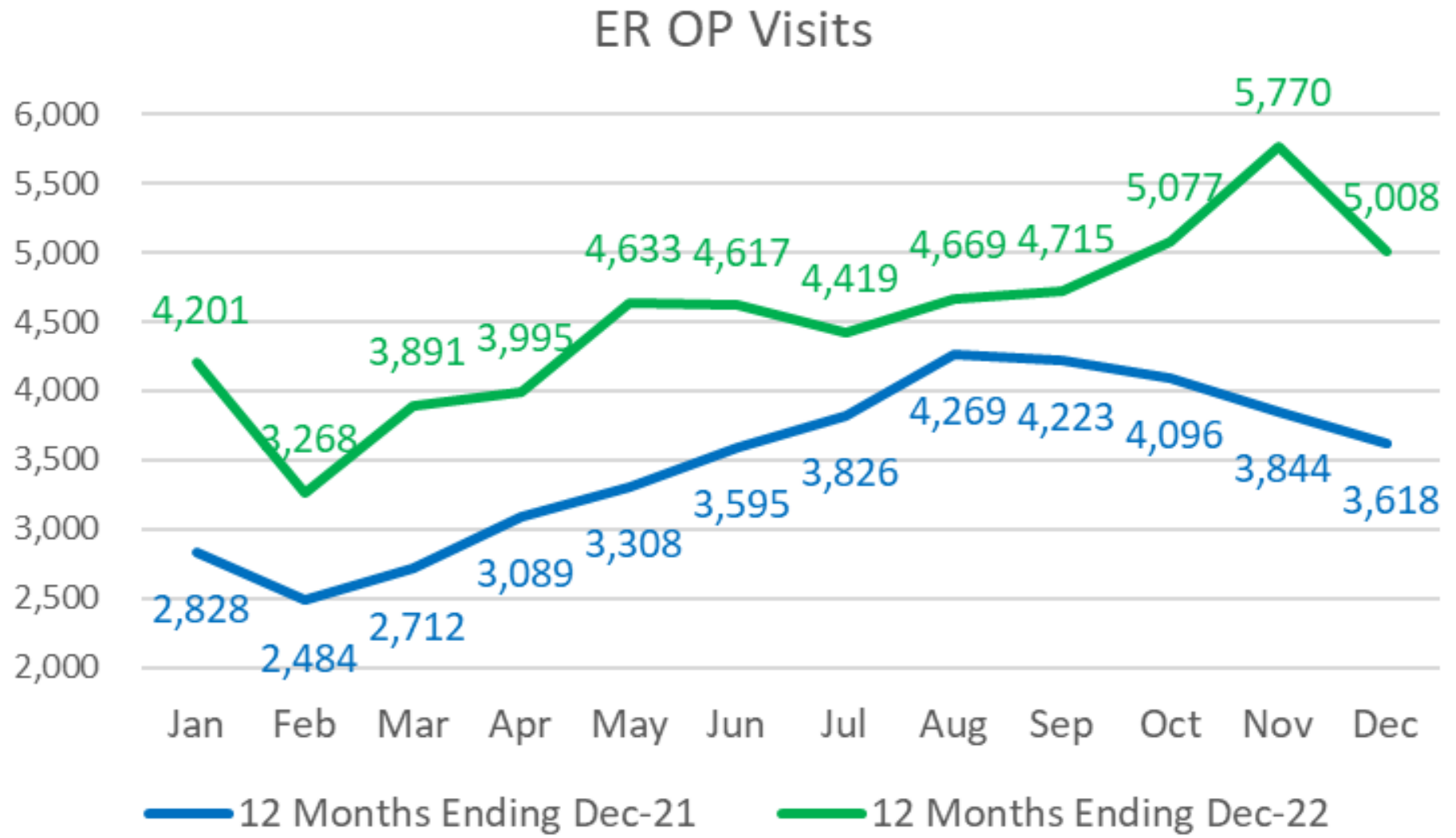
IP Surgery Cases – December 2022



OP Surgery Cases – December 2022

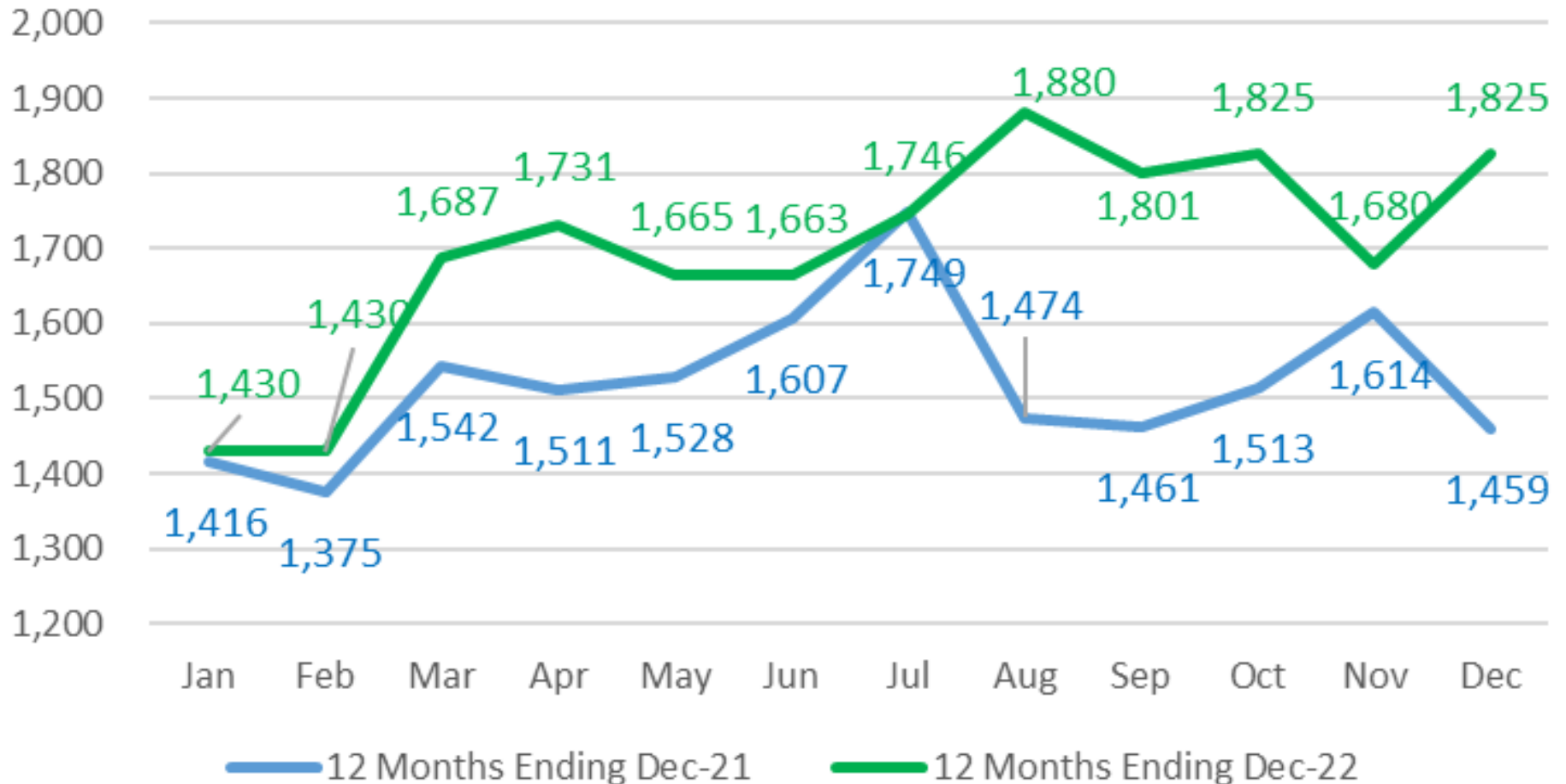


ER OP Visits – December 2022



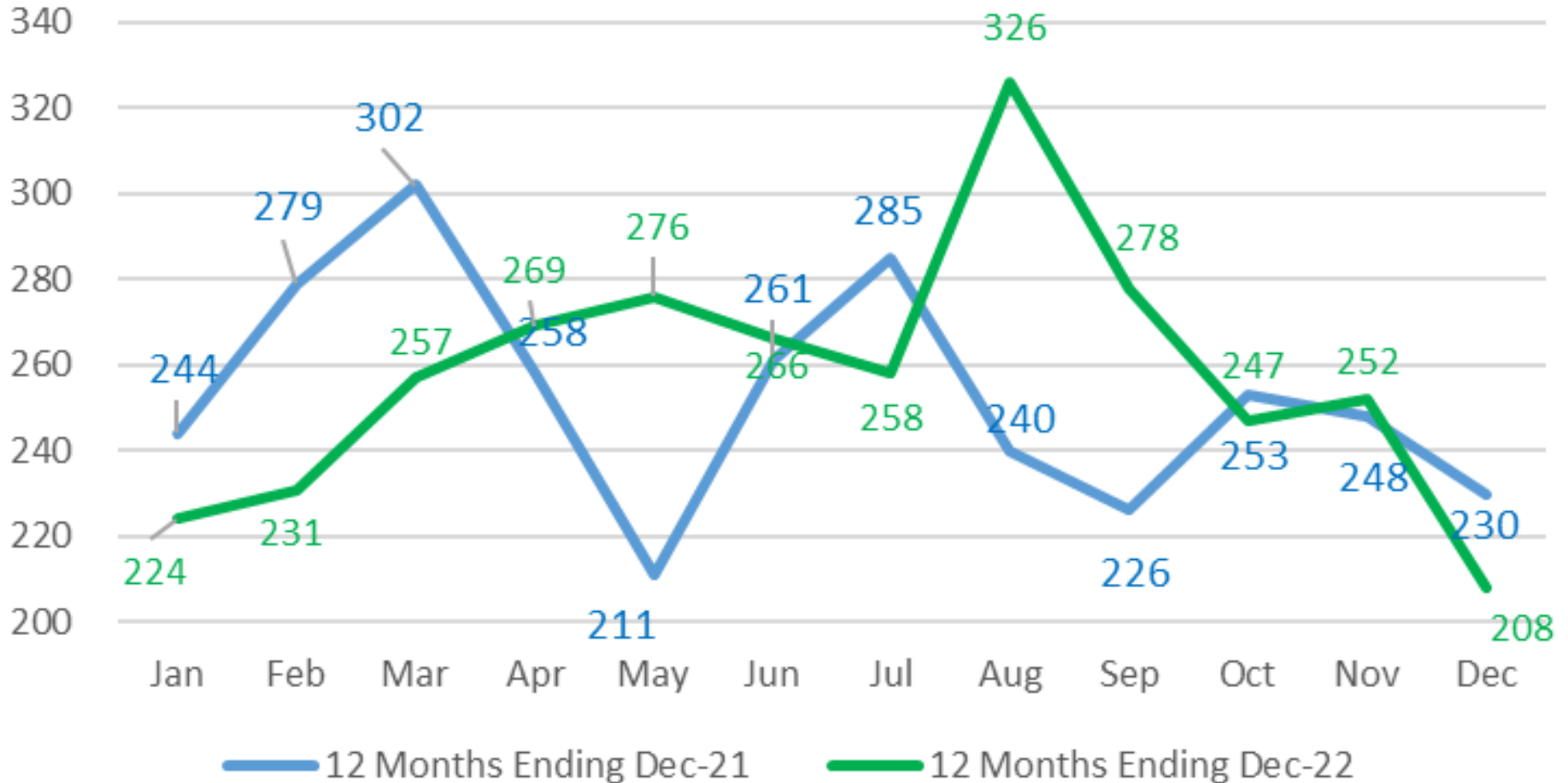
CT Scans – December 2022

CT Scan - Procedures



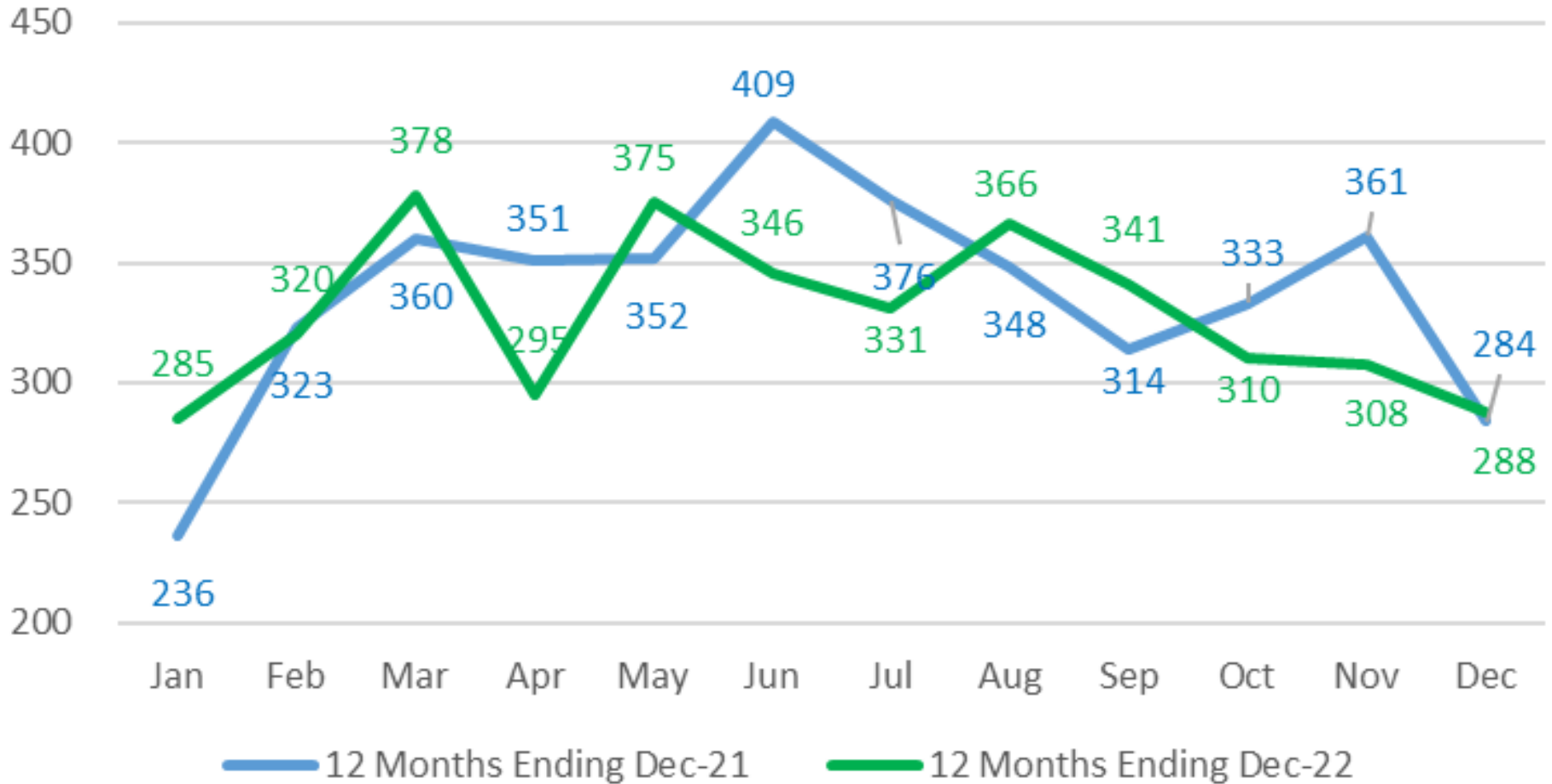
MRI – December 2022

MRI - Procedures



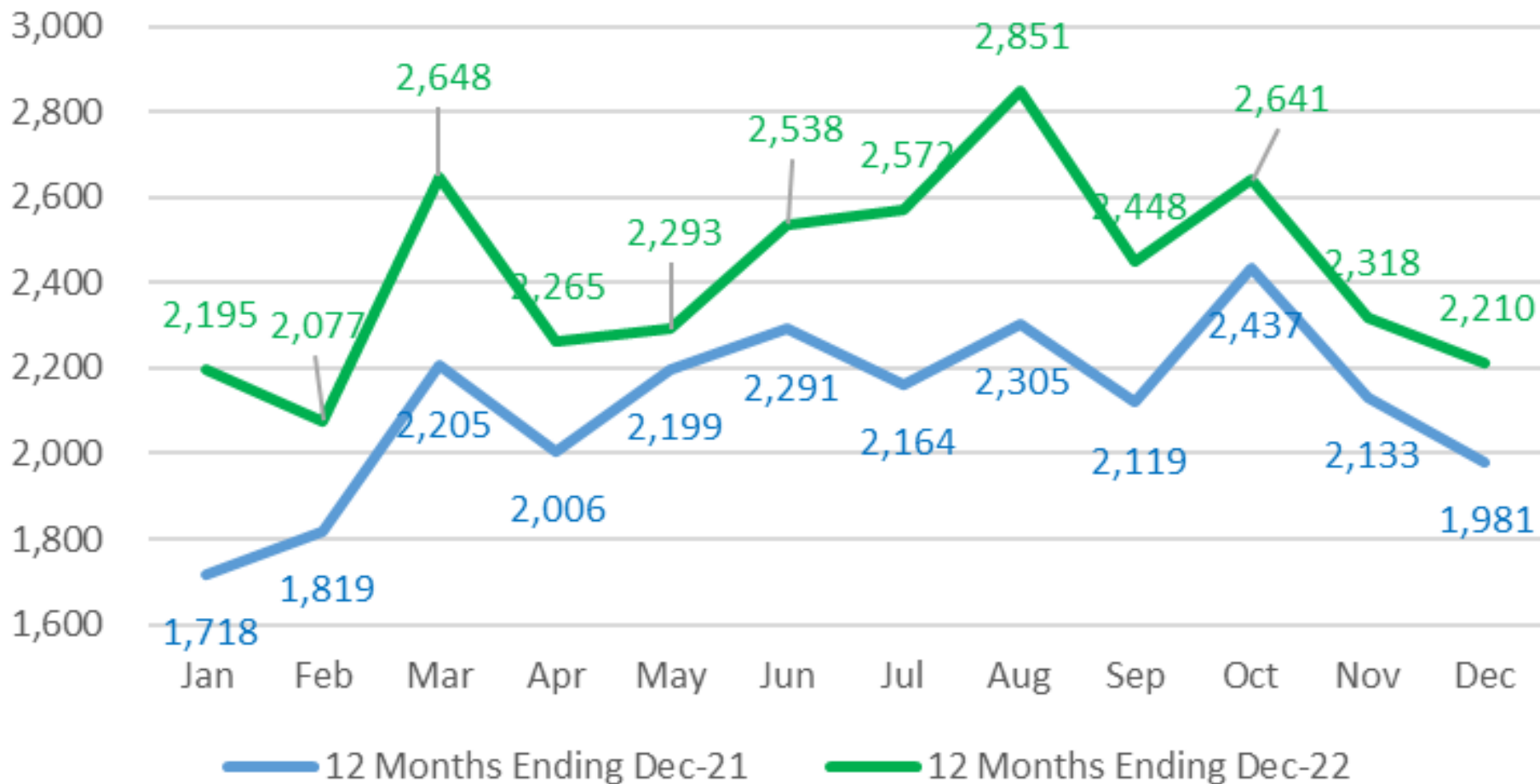
Cath Lab - December 2022

Cath Lab - Procedures

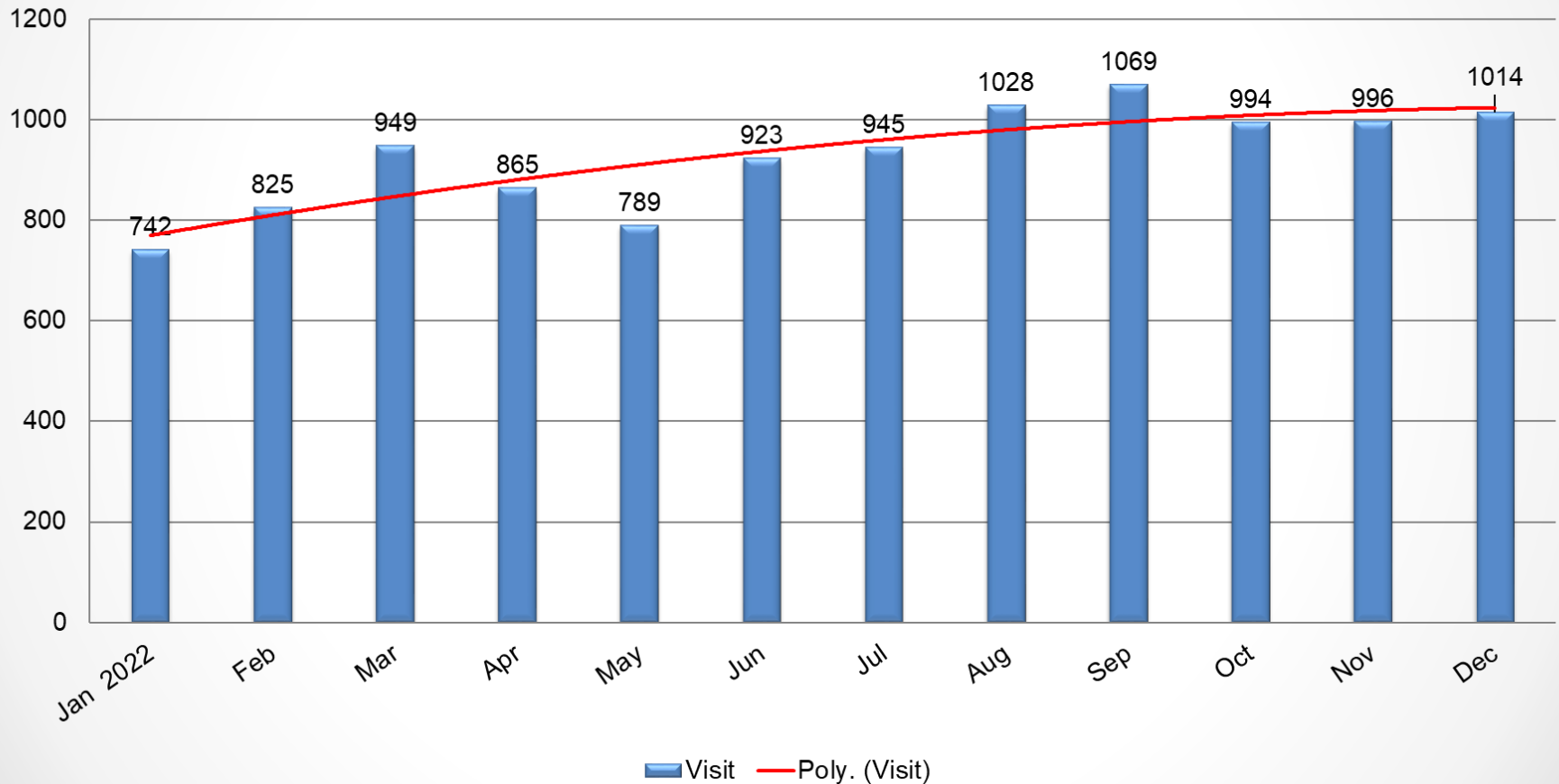


Mammography - December 2022

Mammography - Procedures

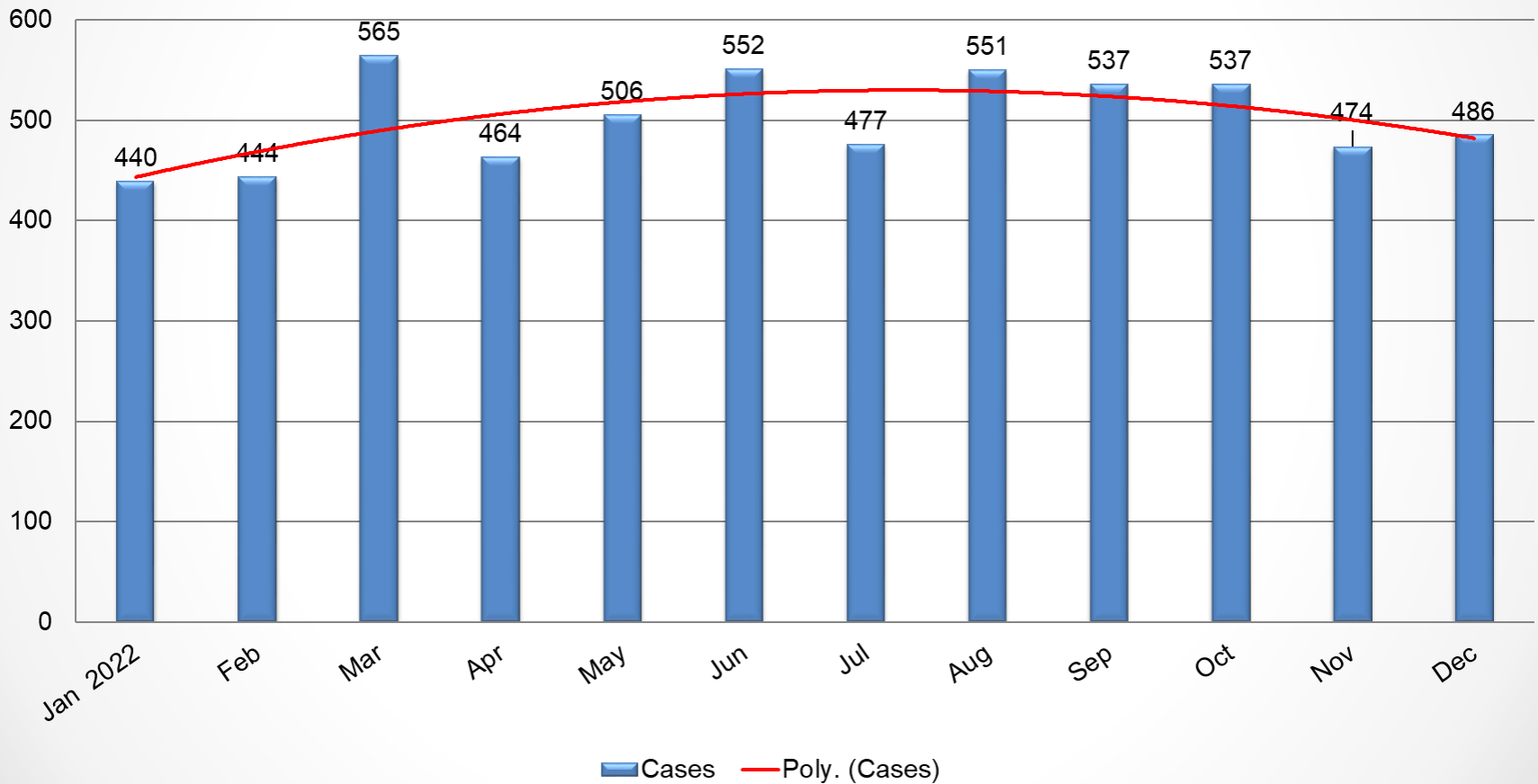


OP Infusion - Rolling 12 Month Trend (Includes Botox) January thru December 2022



CDOC Cases - Rolling 12 Month Trend

January thru December 2022



Labor Productivity – December 2022

1. **Worked FTEs:** During the month of December, worked FTEs on a PAADC basis were **11.5%** favorable at **5.90** with a target of **6.67**. *When reviewed on a unit by unit level, the variance was 94 FTEs positive (\$1.4m).*

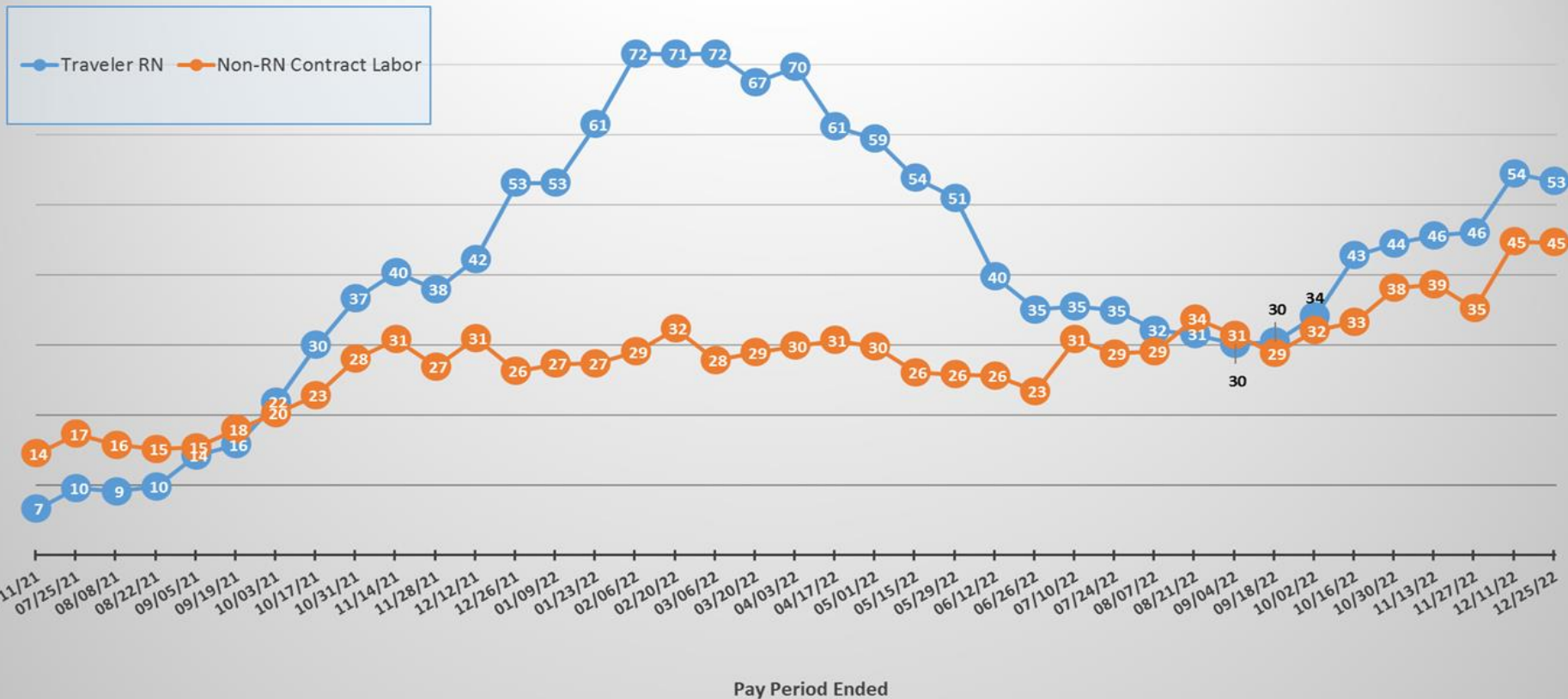
Key Note:

Our census was much higher than anticipated by 33% at 153 ADC. Part of our productivity efficiency was largely due to our inability to staff to the increasing unprecedented volume levels. (Our team has always done a great job in managing productivity, but now we are challenged with having to staff the demand based on high volumes). During December, our “Heads in Beds” peaked at 199 with an average of 172. Our goal is to hire to our budget and flex up to our high census periods. With such an increase in patient volumes, it is challenging to staff without the usage of overtime and travelers.

2. **Paid FTEs:** On a PAADC basis paid FTEs were **14.7%** favorable to budget at **6.90 actual vs. 8.10 budget**. Paid FTE increased from 1,804 in November to 1,847 in December.

Contract Labor FTE By Pay Period

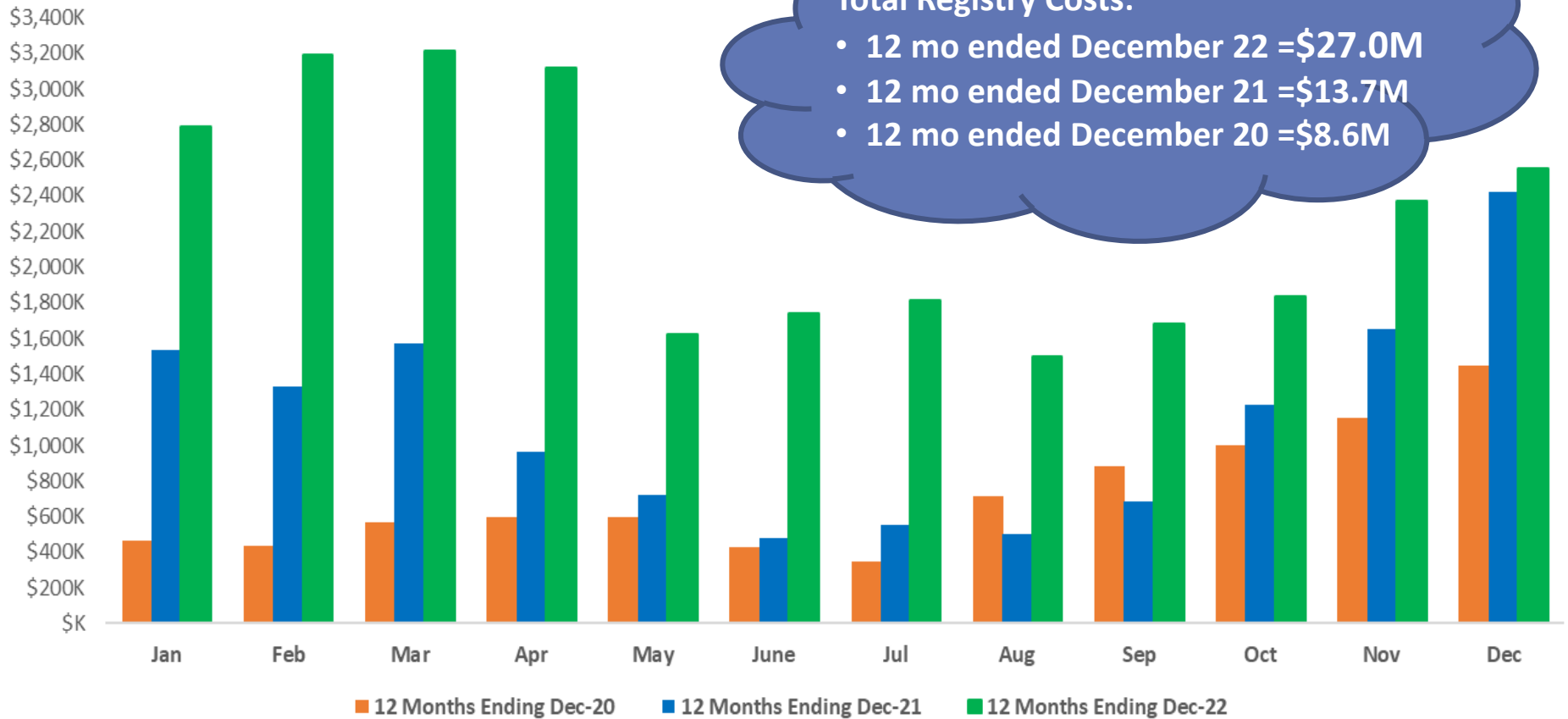
Contract Labor - FTE By Pay Period - PP Ended 12/25/2022 (FY22 to Current)



Contract labor continues to be utilized as direct result of staff shortages (national issue). Overall use of RN contract labor stayed flat in December and non-nursing contract labor was somewhat lower. Contract labor is used to offset the loss of staff from the Covid vaccine mandates, hiring challenges, and volume growth.

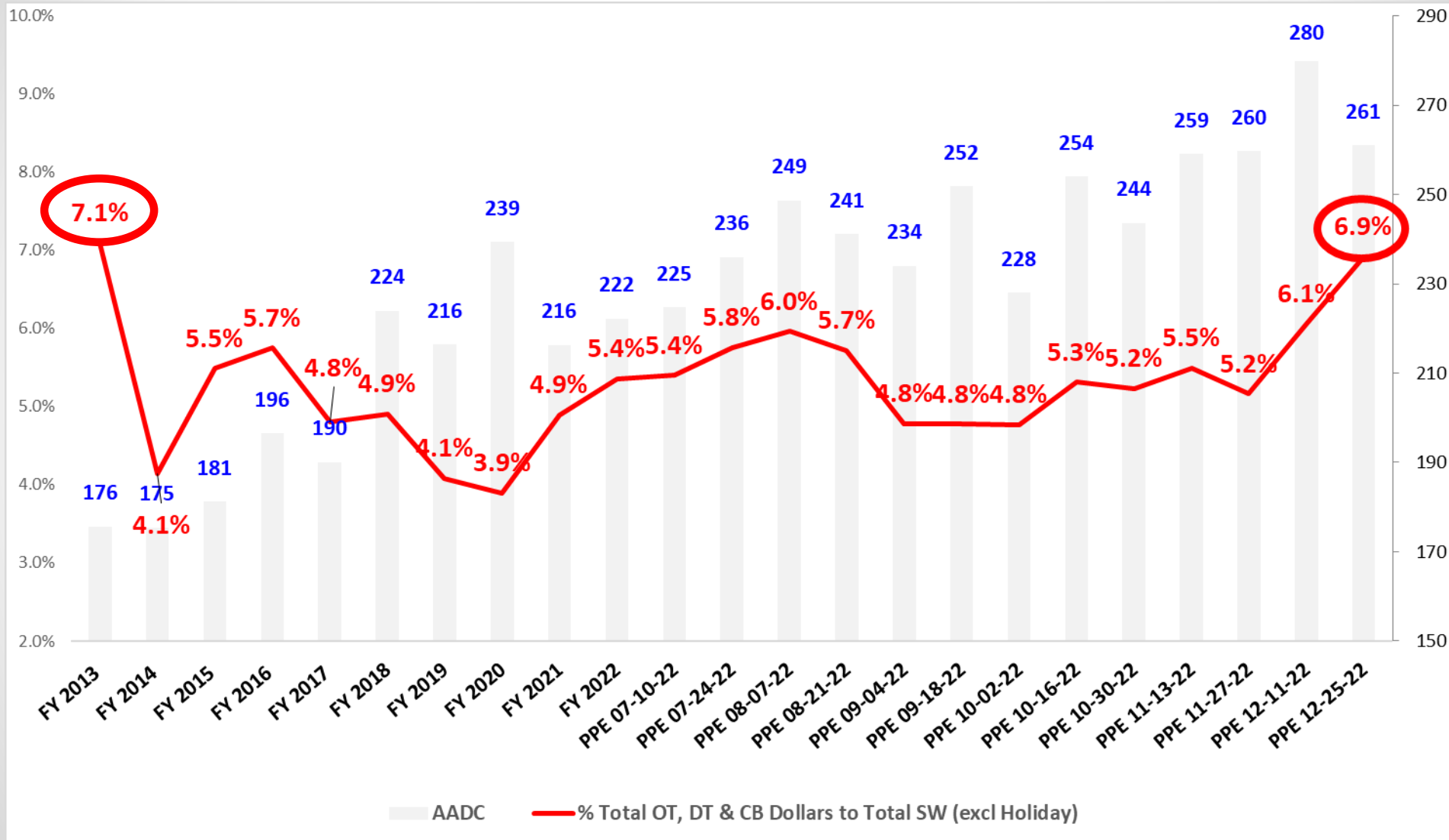
Contract Labor Utilization

Contract Labor Dollars
(\$ in thousands)



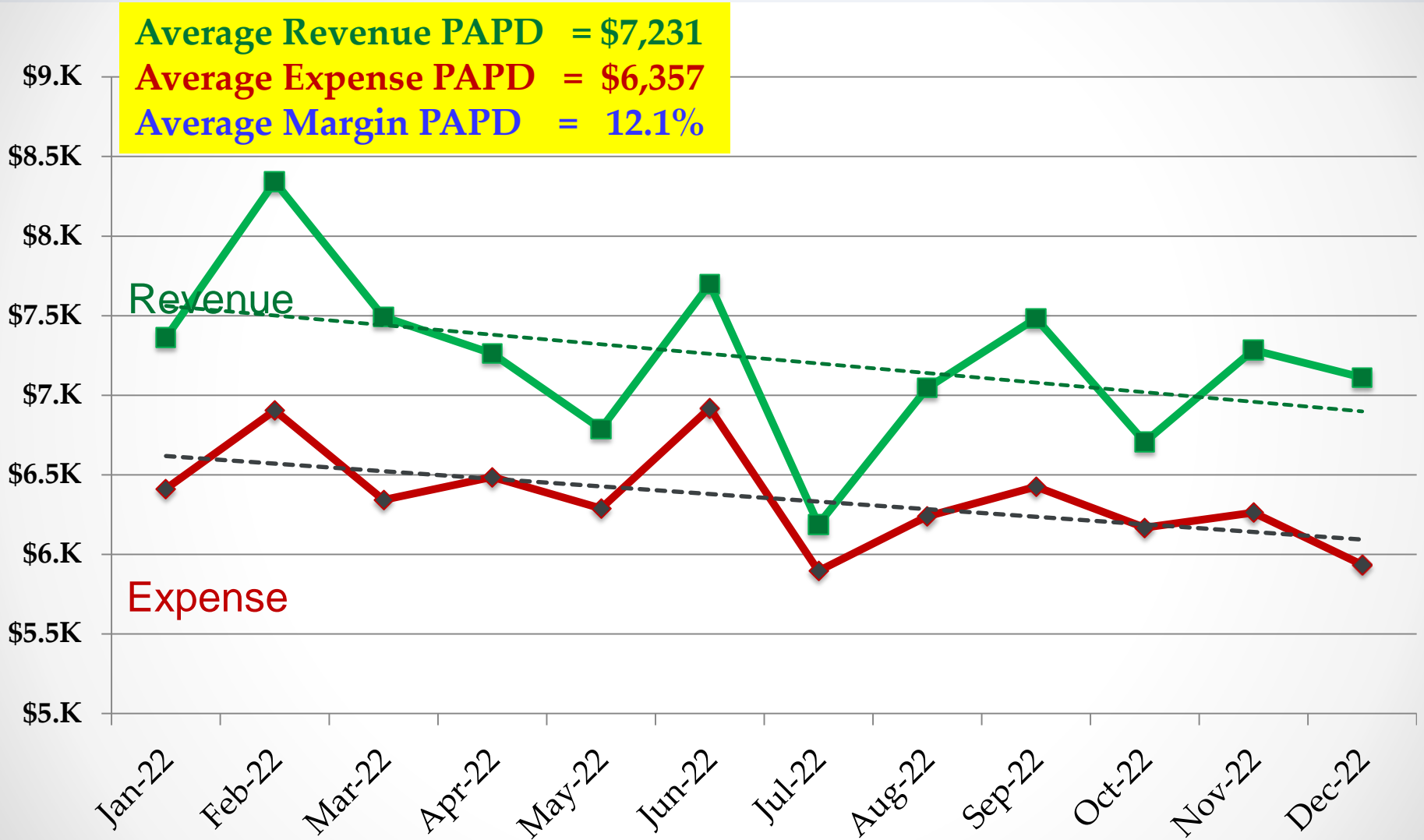
% of Total OT, DT & CB Dollars to Total S&W

Updated Thru PPE 12-25-22



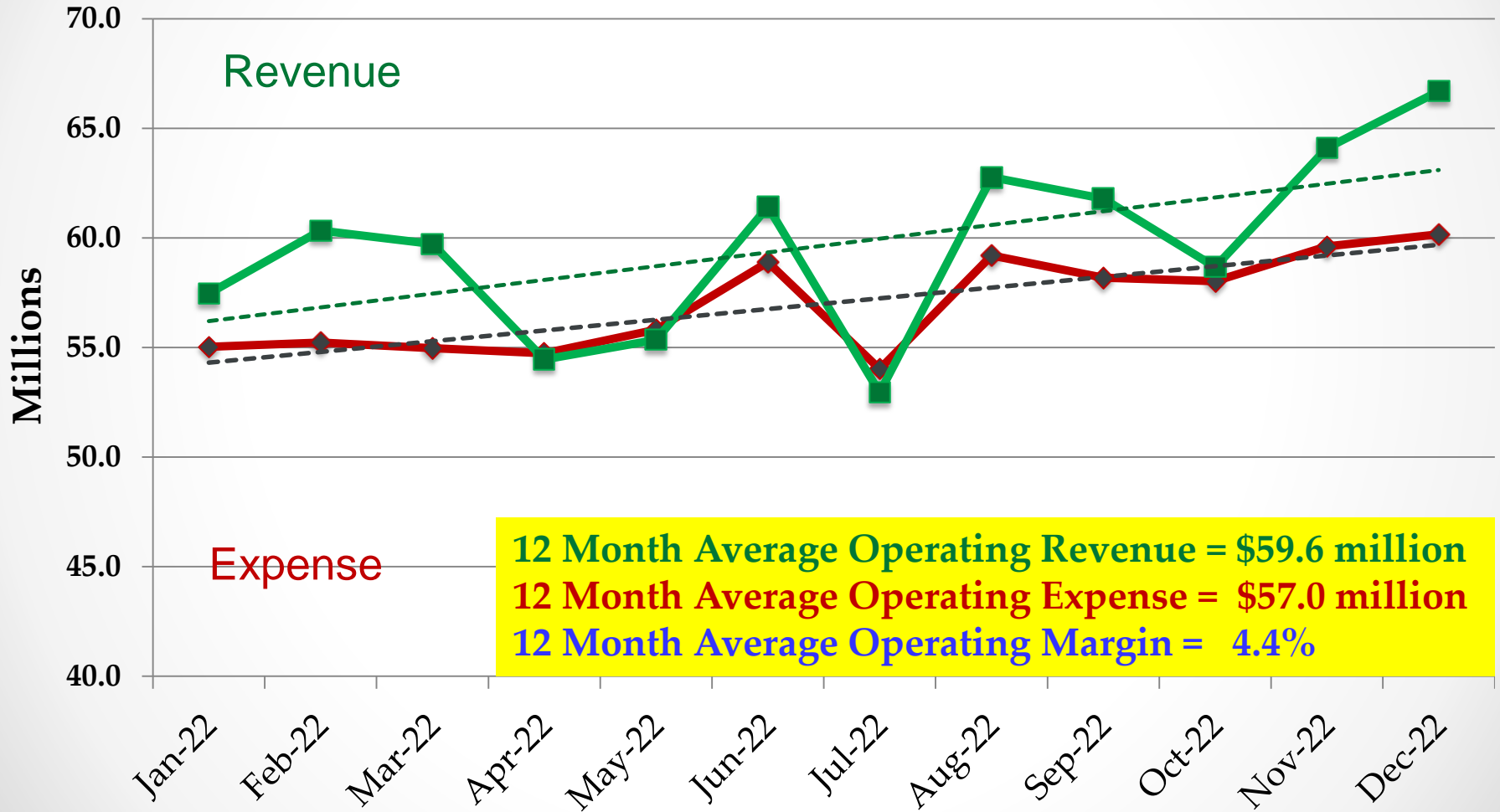
SVMH Revenues & Expenses Per Adjusted Patient Day (Normalized)

Rolling 12 Months: January 22 to December 22



SVMHS Operating Revenues & Expenses (Normalized)

Rolling 12 Months: January 22 to December 22



SVMHS Key Financial Indicators

Statistic	YTD	SVMHS		S&P A+ Rated		YTD	
	12/31/22	Target	+/-	Hospitals	+/-	Dec-21	+/-
Operating Margin*	5.1%	5.0%	Green	4.0%	Green	8.0%	Red
Total Margin*	6.6%	6.0%	Green	6.6%	Green	8.5%	Red
EBITDA Margin**	8.9%	7.4%	Green	13.6%	Red	12.0%	Red
Days of Cash*	340	305	Green	249	Green	378	Red
Days of Accounts Payable*	55	45	Green	-		46	Green
Days of Net Accounts Receivable*	49	45	Red	49	Green	52	Green
Supply Expense as % NPR	12.6%	14.0%	Green	-		13.1%	Green
SWB Expense as % NPR	52.5%	53.0%	Green	53.7%	Green	51.0%	Red
Operating Expense per APD*	6,166	6,739	Green	-		6,210	Green

*These metrics have been adjusted for normalizing items

**Metric based on Operating Income (consistent with industry standard)

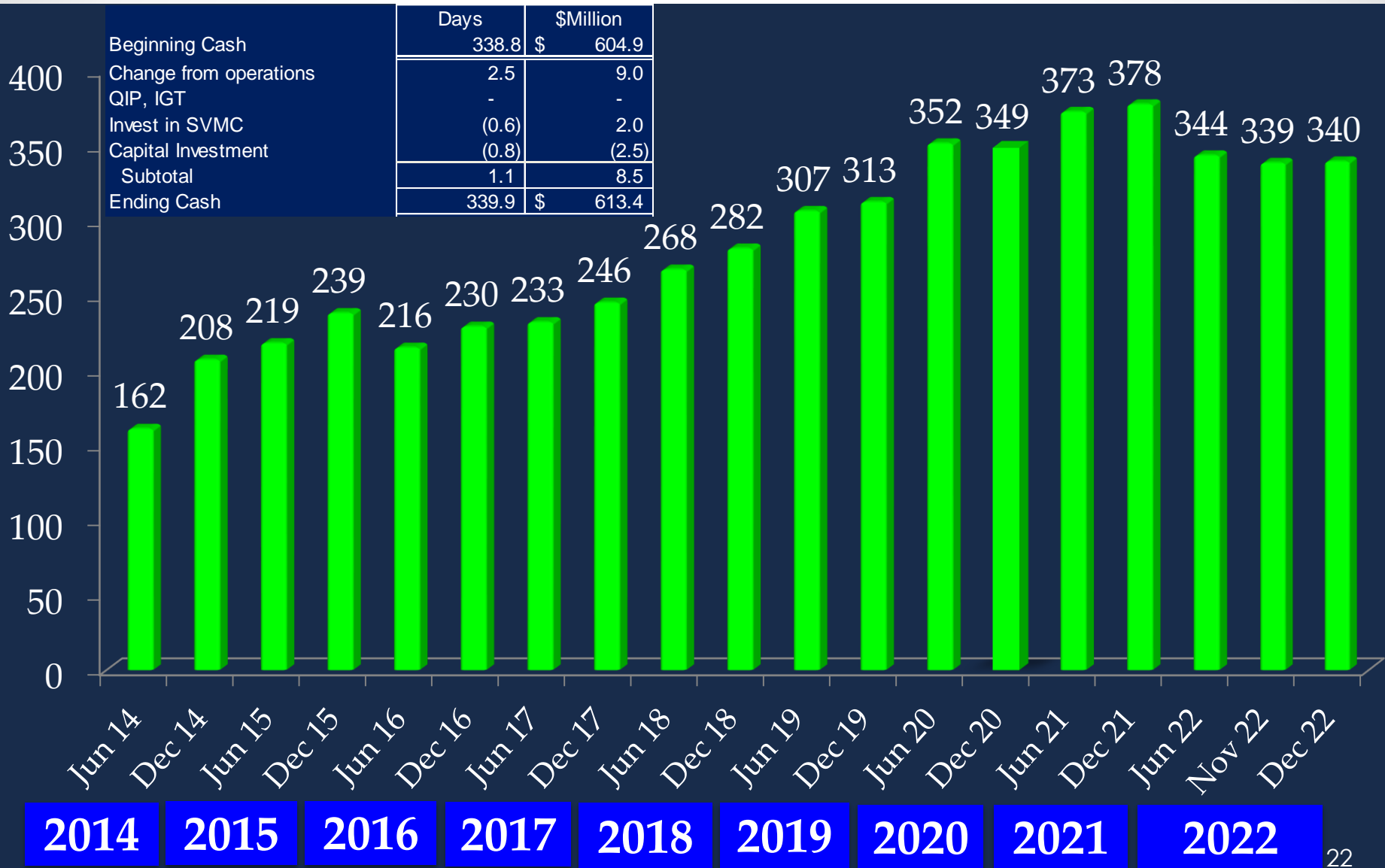
***Metric based on 90 days average net revenue (consistent with industry standard)

Days of Cash and Accounts Payable metrics have been adjusted to **exclude** accelerated insurance payments (COVID-19 assistance)

Salinas Valley Memorial Healthcare System

Days Cash on Hand = 340 Days (\$613M)

December 2022



ASSETS WHOSE USE IS LIMITED

	<u>December-22</u>	<u>YTD</u>
Beginning balance	\$ 153,117,308	\$ 148,632,659
Investment income or (loss)	220,666	(294,685)
Transfer	1,000,000	6,000,000
Ending balance	\$ 154,337,974	\$ 154,337,974

ROUTINE CAPITAL EXPENDITURES Through December 2022

Fiscal Month	FY 2023 Approved Budget *	Total Purchased Expenditures	Remaining	Project	Amount
July	1,666,667	417,301	1,249,366	Starbucks Renovation	11,329
August	1,666,667	865,174	2,050,858	Omnicell Conversion	105,434
September	1,666,667	1,452,278	2,265,247		
October	1,666,667	746,115	3,185,799		
November	1,666,667	704,795	4,147,670	Other CIP	1,548
December	1,666,667	2,079,034	3,735,303	Total Improvements	118,311
January	1,666,667		5,401,970	Omnicell-XT Cabinets	1,298,894
February	1,666,667		7,068,636	Getinge USA-Ventilator	235,963
March	1,666,667		8,735,303	Natus Medical-EEG/Sleep System	108,738
April	1,666,667		10,401,970	CDW-Computers and other IT equipment	101,995
May	1,666,667		12,068,636	Other equip	215,133
June	1,666,667		13,735,303	Total Equipment	1,960,723
YTD TOTAL	20,000,000	6,264,697	13,735,303	Grand Total	2,079,034

QUESTIONS / COMMENTS

SALINAS VALLEY MEMORIAL HOSPITAL
SUMMARY INCOME STATEMENT
December 31, 2022

	<u>Month of December,</u>		<u>Six months ended December 31,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Operating revenue:				
Net patient revenue	\$ 58,241,312	\$ 52,276,191	\$ 316,158,303	\$ 287,800,541
Other operating revenue	<u>671,870</u>	<u>959,742</u>	<u>4,478,457</u>	<u>5,755,345</u>
Total operating revenue	<u>58,913,182</u>	<u>53,235,933</u>	<u>320,636,760</u>	<u>293,555,886</u>
Total operating expenses	49,166,829	41,801,475	282,868,063	247,421,790
Total non-operating income	<u>(3,259,018)</u>	<u>(1,803,582)</u>	<u>(17,083,714)</u>	<u>(15,561,450)</u>
Operating and non-operating income	<u>\$ 6,487,335</u>	<u>\$ 9,630,876</u>	<u>\$ 20,684,983</u>	<u>\$ 30,572,646</u>

SALINAS VALLEY MEMORIAL HOSPITAL
BALANCE SHEETS
December 31, 2022

	<u>Current year</u>	<u>Prior year</u>
ASSETS:		
Current assets	\$ 408,623,383	\$ 443,772,673
Assets whose use is limited or restricted by board	154,427,974	148,277,441
Capital assets	241,345,738	240,294,460
Other assets	182,741,537	188,564,269
Deferred pension outflows	<u>95,857,027</u>	<u>50,119,236</u>
	<u>\$ 1,082,995,659</u>	<u>\$ 1,071,028,079</u>
LIABILITIES AND EQUITY:		
Current liabilities	106,984,891	131,959,240
Long term liabilities	18,514,233	14,556,513
Lease deferred inflows	1,911,058	0
Pension liability	79,111,485	83,585,120
Net assets	<u>876,473,992</u>	<u>840,927,206</u>
	<u>\$ 1,082,995,659</u>	<u>\$ 1,071,028,079</u>

**SALINAS VALLEY MEMORIAL HOSPITAL
SCHEDULES OF NET PATIENT REVENUE
December 31, 2022**

	<u>Month of December,</u>		<u>Six months ended December 31,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Patient days:				
By payer:				
Medicare	2,249	1,824	11,972	9,816
Medi-Cal	1,395	1,004	6,952	5,924
Commercial insurance	937	937	4,863	4,608
Other patient	169	178	674	728
Total patient days	<u>4,750</u>	<u>3,943</u>	<u>24,461</u>	<u>21,076</u>
Gross revenue:				
Medicare	\$ 106,785,457	\$ 88,047,478	\$ 602,700,097	\$ 533,035,358
Medi-Cal	75,079,954	54,799,025	405,008,481	335,023,248
Commercial insurance	57,176,529	56,247,848	320,847,404	300,010,518
Other patient	<u>10,060,136</u>	<u>9,580,541</u>	<u>51,045,256</u>	<u>50,525,098</u>
Gross revenue	<u>249,102,076</u>	<u>208,674,892</u>	<u>1,379,601,238</u>	<u>1,218,594,222</u>
Deductions from revenue:				
Administrative adjustment	360,029	261,130	1,602,757	1,788,822
Charity care	461,311	689,366	4,056,276	5,924,293
Contractual adjustments:				
Medicare outpatient	28,314,767	24,625,771	174,865,499	164,189,916
Medicare inpatient	48,597,232	39,866,470	265,824,676	229,874,434
Medi-Cal traditional outpatient	2,803,692	3,240,835	18,896,956	16,407,254
Medi-Cal traditional inpatient	5,176,451	5,368,781	28,555,230	34,236,976
Medi-Cal managed care outpatient	27,123,702	21,183,274	160,178,882	132,509,949
Medi-Cal managed care inpatient	31,092,983	18,725,985	151,382,850	117,976,072
Commercial insurance outpatient	17,666,708	15,954,479	107,367,125	98,578,258
Commercial insurance inpatient	22,836,214	20,400,169	120,172,026	101,631,944
Uncollectible accounts expense	3,993,962	3,857,903	23,548,018	22,574,967
Other payors	<u>2,433,713</u>	<u>2,224,537</u>	<u>6,992,640</u>	<u>5,100,796</u>
Deductions from revenue	<u>190,860,764</u>	<u>156,398,701</u>	<u>1,063,442,935</u>	<u>930,793,681</u>
Net patient revenue	<u>\$ 58,241,312</u>	<u>\$ 52,276,191</u>	<u>\$ 316,158,303</u>	<u>\$ 287,800,541</u>
Gross billed charges by patient type:				
Inpatient	\$ 142,841,344	\$ 115,641,313	\$ 739,753,559	\$ 644,657,353
Outpatient	77,957,202	67,416,878	466,609,743	411,554,077
Emergency room	<u>28,303,531</u>	<u>25,616,701</u>	<u>173,237,936</u>	<u>162,382,792</u>
Total	<u>\$ 249,102,077</u>	<u>\$ 208,674,892</u>	<u>\$ 1,379,601,238</u>	<u>\$ 1,218,594,222</u>

**SALINAS VALLEY MEMORIAL HOSPITAL
STATEMENTS OF REVENUE AND EXPENSES
December 31, 2022**

	Month of December,		Six months ended December 31,	
	current year	prior year	current year	prior year
Operating revenue:				
Net patient revenue	\$ 58,241,312	\$ 52,276,191	\$ 316,158,303	\$ 287,800,541
Other operating revenue	671,870	959,742	4,478,457	5,755,345
Total operating revenue	<u>58,913,182</u>	<u>53,235,933</u>	<u>320,636,760</u>	<u>293,555,886</u>
Operating expenses:				
Salaries and wages	17,415,693	14,689,345	104,507,717	91,717,781
Compensated absences	2,691,799	2,550,895	16,932,625	16,165,543
Employee benefits	8,341,694	6,112,645	45,644,042	40,568,042
Supplies, food, and linen	7,178,051	6,087,678	40,771,325	37,332,142
Purchased department functions	3,943,870	3,943,521	24,704,973	20,272,318
Medical fees	2,189,854	1,843,045	11,741,809	11,643,054
Other fees	3,891,520	3,287,966	17,780,631	10,405,900
Depreciation	1,897,841	1,829,383	11,368,073	10,967,148
All other expense	1,616,507	1,456,997	9,416,868	8,349,862
Total operating expenses	<u>49,166,829</u>	<u>41,801,475</u>	<u>282,868,063</u>	<u>247,421,790</u>
Income from operations	<u>9,746,353</u>	<u>11,434,458</u>	<u>37,768,697</u>	<u>46,134,096</u>
Non-operating income:				
Donations	(442,031)	188,667	859,346	1,022,000
Property taxes	333,333	333,333	2,000,000	2,000,000
Investment income	(470,856)	(664,768)	(1,978,318)	(3,486,855)
Taxes and licenses	0	0	0	0
Income from subsidiaries	(2,679,464)	(1,660,814)	(17,964,742)	(15,096,595)
Total non-operating income	<u>(3,259,018)</u>	<u>(1,803,582)</u>	<u>(17,083,714)</u>	<u>(15,561,450)</u>
Operating and non-operating income	6,487,335	9,630,876	20,684,983	30,572,646
Net assets to begin	<u>869,986,657</u>	<u>831,296,330</u>	<u>855,789,009</u>	<u>810,354,560</u>
Net assets to end	<u>\$ 876,473,992</u>	<u>\$ 840,927,206</u>	<u>\$ 876,473,992</u>	<u>\$ 840,927,206</u>
Net income excluding non-recurring items	\$ 6,487,335	\$ 9,630,876	\$ 20,684,983	\$ 30,090,868
Non-recurring income (expense) from cost report settlements and re-openings and other non-recurring items	<u>0</u>	<u>0</u>	<u>0</u>	<u>481,778</u>
Operating and non-operating income	<u>\$ 6,487,335</u>	<u>\$ 9,630,876</u>	<u>\$ 20,684,983</u>	<u>\$ 30,572,646</u>

**SALINAS VALLEY MEMORIAL HOSPITAL
SCHEDULES OF INVESTMENT INCOME
December 31, 2022**

	<u>Month of December,</u>		<u>Six months ended December 31,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Detail of other operating income:				
Dietary revenue	\$ 178,425	\$ 139,208	\$ 884,123	\$ 847,928
Discounts and scrap sale	30,189	968	564,942	553,449
Sale of products and services	18,882	30,423	272,091	445,932
Clinical trial fees	0	1,717	0	23,195
Stimulus Funds	0	0	0	0
Rental income	150,242	159,493	993,054	964,417
Other	294,132	627,933	1,764,247	2,920,424
Total	\$ 671,870	\$ 959,742	\$ 4,478,457	\$ 5,755,345
Detail of investment income:				
Bank and payor interest	\$ 997,625	\$ 72,763	\$ 3,767,261	\$ 533,759
Income from investments	(423,982)	(579,081)	(4,518,529)	(3,885,257)
Gain or loss on property and equipment	(1,044,499)	(158,450)	(1,227,050)	(135,357)
Total	\$ (470,856)	\$ (664,768)	\$ (1,978,318)	\$ (3,486,855)
Detail of income from subsidiaries:				
Salinas Valley Medical Center:				
Pulmonary Medicine Center	\$ 23,371	\$ (83,697)	\$ (885,331)	\$ (1,074,597)
Neurological Clinic	(59,807)	(25,294)	(364,178)	(308,875)
Palliative Care Clinic	(89,481)	(33,472)	(416,496)	(472,921)
Surgery Clinic	(133,589)	(60,553)	(824,203)	(702,138)
Infectious Disease Clinic	(28,030)	(14,832)	(174,440)	(157,982)
Endocrinology Clinic	(124,629)	(49,433)	(931,598)	(712,529)
Early Discharge Clinic	0	0	0	0
Cardiology Clinic	(319,912)	(164,938)	(2,426,117)	(2,162,121)
OB/GYN Clinic	(249,211)	(251,009)	(1,696,081)	(1,810,839)
PrimeCare Medical Group	(386,633)	(198,065)	(2,780,806)	(2,215,647)
Oncology Clinic	(276,033)	(311,097)	(1,574,785)	(1,755,871)
Cardiac Surgery	(273,354)	(60,986)	(1,476,512)	(841,460)
Sleep Center	(60,227)	(10,682)	(159,823)	(167,620)
Rheumatology	(65,279)	(36,960)	(365,832)	(301,491)
Precision Ortho MDs	(374,293)	(167,721)	(2,149,554)	(1,395,508)
Precision Ortho-MRI	0	0	0	0
Precision Ortho-PT	(43,964)	(24,453)	(225,510)	(278,887)
Vaccine Clinic	0	(53,749)	(683)	(135,931)
Dermatology	(10,238)	41,405	(87,636)	(77,800)
Hospitalists	0	0	0	0
Behavioral Health	(39,105)	(21,588)	(189,269)	(384,112)
Pediatric Diabetes	(62,693)	(28,750)	(291,073)	(263,467)
Neurosurgery	(29,904)	(13,569)	(176,495)	(134,563)
Multi-Specialty-RR	(3,356)	2,516	60,690	53,092
Radiology	(167,404)	(202,138)	(1,034,036)	(1,398,654)
Salinas Family Practice	(143,088)	(109,216)	(597,464)	(485,055)
Urology	(199,094)	0	(656,284)	0
Total SVMC	(3,115,953)	(1,878,281)	(19,423,516)	(17,184,976)
Doctors on Duty	73,634	54,794	471,409	220,797
Vantage Surgery Center	0	19,341	0	169,857
LPCH NICU JV	0	0	0	0
Central Coast Health Connect	0	0	0	0
Monterey Peninsula Surgery Center	246,940	195,329	843,083	1,441,211
Aspire/CHI/Coastal	65,995	(30,730)	(66,127)	(151,339)
Apex	0	3,925	0	70,968
21st Century Oncology	(1,448)	(51,202)	(47,658)	107,018
Monterey Bay Endoscopy Center	51,368	26,011	258,067	229,870
Total	\$ (2,679,464)	\$ (1,660,814)	\$ (17,964,742)	\$ (15,096,595)

**SALINAS VALLEY MEMORIAL HOSPITAL
BALANCE SHEETS
December 31, 2022**

	<u>Current year</u>	<u>Prior year</u>
A S S E T S		
Current assets:		
Cash and cash equivalents	\$ 297,265,223	\$ 340,137,885
Patient accounts receivable, net of estimated uncollectibles of \$30,888,603	91,267,037	84,894,422
Supplies inventory at cost	7,713,311	8,040,159
Current portion of lease receivable	534,201	0
Other current assets	<u>11,843,610</u>	<u>10,700,207</u>
Total current assets	<u>408,623,383</u>	<u>443,772,673</u>
Assets whose use is limited or restricted by board	<u>154,427,974</u>	<u>148,277,441</u>
Capital assets:		
Land and construction in process	47,308,745	36,308,014
Other capital assets, net of depreciation	<u>194,036,993</u>	<u>203,986,446</u>
Total capital assets	<u>241,345,738</u>	<u>240,294,460</u>
Other assets:		
Right of use assets, net of amortization	7,137,296	0
Long term lease receivable	1,462,610	0
Investment in Securities	137,538,263	144,039,022
Investment in SVMC	13,365,306	15,175,915
Investment in Aspire/CHI/Coastal	1,577,573	3,629,477
Investment in other affiliates	22,857,101	21,370,773
Net pension asset	<u>(1,196,612)</u>	<u>4,349,082</u>
Total other assets	<u>182,741,537</u>	<u>188,564,269</u>
Deferred pension outflows	<u>95,857,027</u>	<u>50,119,236</u>
	<u>\$ 1,082,995,659</u>	<u>\$ 1,071,028,079</u>
 LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable and accrued expenses	\$ 68,219,631	\$ 56,932,473
Due to third party payers	17,556,458	57,214,410
Current portion of self-insurance liability	18,272,834	17,812,357
Current portion of lease liability	<u>2,935,968</u>	<u>0</u>
Total current liabilities	106,984,891	131,959,240
Long term portion of workers comp liability	14,058,922	14,556,513
Long term portion of lease liability	<u>4,455,311</u>	<u>0</u>
Total liabilities	<u>125,499,124</u>	<u>146,515,753</u>
Lease deferred inflows	1,911,058	0
Pension liability	<u>79,111,485</u>	<u>83,585,120</u>
Net assets:		
Invested in capital assets, net of related debt	241,345,738	240,294,460
Unrestricted	<u>635,128,254</u>	<u>600,632,746</u>
Total net assets	<u>876,473,992</u>	<u>840,927,206</u>
	<u>\$ 1,082,995,659</u>	<u>\$ 1,071,028,079</u>

SALINAS VALLEY MEMORIAL HOSPITAL
STATEMENTS OF REVENUE AND EXPENSES - BUDGET VS. ACTUAL
December 31, 2022

	Month of December,				Six months ended December 31,			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
Operating revenue:								
Gross billed charges	\$ 249,102,076	\$ 209,636,473	39,465,603	18.83%	\$ 1,379,601,238	\$ 1,244,300,599	135,300,639	10.87%
Deductions from revenue	190,860,764	162,195,167	28,665,597	17.67%	1,063,442,935	959,158,749	104,284,186	10.87%
Net patient revenue	58,241,312	47,441,306	10,800,006	22.76%	316,158,303	285,141,850	31,016,453	10.88%
Other operating revenue	671,870	1,374,687	(702,817)	-51.13%	4,478,457	8,248,120	(3,769,663)	-45.70%
Total operating revenue	58,913,182	48,815,993	10,097,189	20.68%	320,636,760	293,389,970	27,246,790	9.29%
Operating expenses:								
Salaries and wages	17,415,693	16,283,218	1,132,475	6.95%	104,507,717	96,908,238	7,599,479	7.84%
Compensated absences	2,691,799	3,183,904	(492,105)	-15.46%	16,932,625	18,375,698	(1,443,073)	-7.85%
Employee benefits	8,341,694	6,796,317	1,545,377	22.74%	45,644,042	42,705,739	2,938,303	6.88%
Supplies, food, and linen	7,178,051	6,417,896	760,155	11.84%	40,771,325	38,098,779	2,672,546	7.01%
Purchased department functions	3,943,870	3,491,015	452,855	12.97%	24,704,973	20,946,049	3,758,924	17.95%
Medical fees	2,189,854	2,026,754	163,100	8.05%	11,741,809	12,160,526	(418,717)	-3.44%
Other fees	3,891,520	1,937,066	1,954,454	100.90%	17,780,631	12,530,746	5,249,885	41.90%
Depreciation	1,897,841	1,909,682	(11,841)	-0.62%	11,368,073	11,436,116	(68,043)	-0.59%
All other expense	1,616,507	1,767,161	(150,654)	-8.53%	9,416,868	10,532,974	(1,116,106)	-10.60%
Total operating expenses	49,166,829	43,813,013	5,353,816	12.22%	282,868,063	263,694,865	19,173,198	7.27%
Income from operations	9,746,353	5,002,980	4,743,373	94.81%	37,768,697	29,695,105	8,073,592	27.19%
Non-operating income:								
Donations	(442,031)	166,667	(608,698)	-365.22%	859,346	1,000,000	(140,654)	-14.07%
Property taxes	333,333	333,333	(0)	0.00%	2,000,000	2,000,000	0	0.00%
Investment income	(470,856)	129,915	(600,771)	-462.43%	(1,978,318)	779,493	(2,757,811)	-353.80%
Income from subsidiaries	(2,679,464)	(3,513,937)	834,473	-23.75%	(17,964,742)	(20,789,598)	2,824,856	-13.59%
Total non-operating income	(3,259,018)	(2,884,022)	(374,996)	13.00%	(17,083,714)	(17,010,105)	(73,609)	0.43%
Operating and non-operating income \$	6,487,335	2,118,958	4,368,377	206.16%	20,684,983	12,684,999	7,999,983	63.07%

SALINAS VALLEY MEMORIAL HOSPITAL

PATIENT STATISTICAL REPORT

For the month of Dec and six months to date

	<u>Month of Dec</u>		<u>Six months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>NEWBORN STATISTICS</u>					
Medi-Cal Admissions	41	36	254	231	(23)
Other Admissions	109	86	584	529	(55)
Total Admissions	150	122	838	760	(78)
Medi-Cal Patient Days	66	60	392	363	(29)
Other Patient Days	174	139	955	(164)	(1,119)
Total Patient Days of Care	240	199	1,347	199	(1,148)
Average Daily Census	7.7	6.4	7.3	1.1	(6.2)
Medi-Cal Average Days	1.8	1.8	1.6	1.7	0.1
Other Average Days	1.2	1.7	1.6	-0.3	(2.0)
Total Average Days Stay	1.7	1.7	1.6	0.3	(1.4)
<u>ADULTS & PEDIATRICS</u>					
Medicare Admissions	372	424	1,966	2,382	416
Medi-Cal Admissions	294	339	1,451	1,802	351
Other Admissions	439	333	1,835	1,908	73
Total Admissions	1,105	1,096	5,252	6,092	840
Medicare Patient Days	1,561	1,929	8,447	10,017	1,570
Medi-Cal Patient Days	1,085	1,436	6,167	7,202	1,035
Other Patient Days	1,097	952	5,849	(12,902)	(18,751)
Total Patient Days of Care	3,743	4,317	20,463	4,317	(16,146)
Average Daily Census	120.7	139.3	111.2	23.5	(87.8)
Medicare Average Length of Stay	4.2	4.5	4.2	4.2	(0.0)
Medi-Cal Average Length of Stay	3.8	3.7	3.5	3.5	0.0
Other Average Length of Stay	2.6	2.3	2.5	-5.4	(7.9)
Total Average Length of Stay	3.4	3.5	3.3	0.6	(2.7)
Deaths	34	32	165	135	(30)
Total Patient Days	3,983	4,516	21,810	4,516	(17,294)
Medi-Cal Administrative Days	29	3	105	41	(64)
Medicare SNF Days	0	0	0	0	0
Over-Utilization Days	0	0	0	0	0
Total Non-Acute Days	29	3	105	41	(64)
Percent Non-Acute	0.73%	0.07%	0.48%	0.91%	0.43%

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of Dec and six months to date

	<u>Month of Dec</u>		<u>Six months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>PATIENT DAYS BY LOCATION</u>					
Level I	273	463	1,600	463	(1,137)
Heart Center	136	431	1,462	431	(1,031)
Monitored Beds	767	642	4,664	642	(4,022)
Single Room Maternity/Obstetrics	439	347	2,198	347	(1,851)
Med/Surg - Cardiovascular	858	990	4,035	990	(3,045)
Med/Surg - Oncology	287	226	1,706	226	(1,480)
Med/Surg - Rehab	459	633	2,518	633	(1,885)
Pediatrics	108	153	550	153	(397)
Nursery	240	199	1,347	199	(1,148)
Neonatal Intensive Care	202	0	606	0	(606)
<u>PERCENTAGE OF OCCUPANCY</u>					
Level I	67.74%	114.89%	66.89%	116.14%	
Heart Center	29.25%	92.69%	52.97%	93.70%	
Monitored Beds	91.64%	76.70%	93.88%	77.54%	
Single Room Maternity/Obstetrics	38.27%	30.25%	32.29%	30.58%	
Med/Surg - Cardiovascular	61.51%	70.97%	48.73%	71.74%	
Med/Surg - Oncology	71.22%	56.08%	71.32%	56.69%	
Med/Surg - Rehab	56.95%	78.54%	52.63%	79.39%	
Med/Surg - Observation Care Unit	0.00%	81.97%	0.00%	82.86%	
Pediatrics	19.35%	27.42%	16.61%	27.72%	
Nursery	46.92%	38.91%	22.18%	19.66%	
Neonatal Intensive Care	59.24%	0.00%	29.94%	0.00%	

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of Dec and six months to date

	<u>Month of Dec</u>		<u>Six months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>DELIVERY ROOM</u>					
Total deliveries	139	116	813	733	(80)
C-Section deliveries	47	51	276	232	(44)
Percent of C-section deliveries	33.81%	43.97%	33.95%	31.65%	-2.30%
<u>OPERATING ROOM</u>					
In-Patient Operating Minutes	17,198	23,855	114,688	122,771	8,083
Out-Patient Operating Minutes	29,521	27,526	155,547	160,494	4,947
Total	46,719	51,381	270,235	283,265	13,030
Open Heart Surgeries	14	18	72	86	14
In-Patient Cases	110	137	812	825	13
Out-Patient Cases	300	271	1,546	1,650	104
<u>EMERGENCY ROOM</u>					
Immediate Life Saving	31	38	222	172	(50)
High Risk	499	595	2,730	3,397	667
More Than One Resource	2,376	2,974	15,518	17,998	2,480
One Resource	1,538	2,467	10,046	13,880	3,834
No Resources	86	97	566	561	(5)
Total	<u>4,530</u>	<u>6,171</u>	<u>29,082</u>	<u>36,008</u>	<u>6,926</u>

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of Dec and six months to date

	Month of Dec		Six months to date		Variance
	2021	2022	2020-21	2021-22	
CENTRAL SUPPLY					
In-patient requisitions	16,315	15,295	102,118	105,727	3,609
Out-patient requisitions	6,250	6,730	67,967	63,426	-4,541
Emergency room requisitions	1,375	698	11,273	8,349	-2,924
Interdepartmental requisitions	7,849	7,115	49,644	44,398	-5,246
Total requisitions	31,789	29,838	231,002	221,900	-9,102
LABORATORY					
In-patient procedures	42,107	38,721	253,735	241,589	-12,146
Out-patient procedures	9,286	11,597	76,062	80,263	4,201
Emergency room procedures	9,433	11,145	60,934	76,430	15,496
Total patient procedures	60,826	61,463	390,731	398,282	7,551
BLOOD BANK					
Units processed	318	297	1,996	1,965	-31
ELECTROCARDIOLOGY					
In-patient procedures	1,041	1,068	6,566	6,885	319
Out-patient procedures	349	302	2,706	2,668	-38
Emergency room procedures	1,045	1,148	6,142	7,127	985
Total procedures	2,435	2,518	15,414	16,680	1,266
CATH LAB					
In-patient procedures	64	77	512	607	95
Out-patient procedures	51	71	571	625	54
Emergency room procedures	0	0	1	0	-1
Total procedures	115	148	1,084	1,232	148
ECHO-CARDIOLOGY					
In-patient studies	298	371	2,033	2,406	373
Out-patient studies	138	156	1,262	1,520	258
Emergency room studies	2	1	16	5	-11
Total studies	438	528	3,311	3,931	620
NEURODIAGNOSTIC					
In-patient procedures	140	165	1,109	1,090	-19
Out-patient procedures	24	27	169	164	-5
Emergency room procedures	0	0	0	0	0
Total procedures	164	192	1,278	1,254	-24

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of Dec and six months to date

	<u>Month of Dec</u>		<u>Six months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
SLEEP CENTER					
In-patient procedures	0	0	1	0	-1
Out-patient procedures	183	167	1,315	1,153	-162
Emergency room procedures	0	0	0	0	0
Total procedures	183	167	1,316	1,153	-163
RADIOLOGY					
In-patient procedures	1,654	1,429	9,708	8,710	-998
Out-patient procedures	416	356	4,323	2,915	-1,408
Emergency room procedures	1,217	1,382	7,939	8,809	870
Total patient procedures	3,287	3,167	21,970	20,434	-1,536
MAGNETIC RESONANCE IMAGING					
In-patient procedures	105	141	860	890	30
Out-patient procedures	127	77	953	768	-185
Emergency room procedures	14	6	80	49	-31
Total procedures	246	224	1,893	1,707	-186
MAMMOGRAPHY CENTER					
In-patient procedures	2,718	3,550	20,910	24,711	3,801
Out-patient procedures	2,696	3,518	20,790	24,527	3,737
Emergency room procedures	3	0	3	8	5
Total procedures	5,417	7,068	41,703	49,246	7,543
NUCLEAR MEDICINE					
In-patient procedures	12	14	86	94	8
Out-patient procedures	61	78	506	541	35
Emergency room procedures	1	0	4	4	0
Total procedures	74	92	596	639	43
PHARMACY					
In-patient prescriptions	111,491	94,299	636,356	605,331	-31,025
Out-patient prescriptions	10,439	11,319	99,978	104,283	4,305
Emergency room prescriptions	5,342	7,197	36,983	48,996	12,013
Total prescriptions	127,272	112,815	773,317	758,610	-14,707
RESPIRATORY THERAPY					
In-patient treatments	29,606	21,738	156,457	131,478	-24,979
Out-patient treatments	143	981	3,391	7,896	4,505
Emergency room treatments	373	194	1,179	1,583	404
Total patient treatments	30,122	22,913	161,027	140,957	-20,070
PHYSICAL THERAPY					
In-patient treatments	2,256	2,396	16,109	16,284	175
Out-patient treatments	99	170	1,751	2,108	357
Emergency room treatments	0	0	0	0	0
Total treatments	2,355	2,566	17,860	18,392	532

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of Dec and six months to date

	<u>Month of Dec</u>		<u>Six months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
OCCUPATIONAL THERAPY					
In-patient procedures	1,445	1,660	9,403	10,682	1,279
Out-patient procedures	74	99	797	1,086	289
Emergency room procedures	0	0	0	0	0
Total procedures	<u>1,519</u>	<u>1,759</u>	<u>10,200</u>	<u>11,768</u>	<u>1,568</u>
SPEECH THERAPY					
In-patient treatments	348	525	2,682	3,077	395
Out-patient treatments	23	28	171	200	29
Emergency room treatments	0	0	0	0	0
Total treatments	<u>371</u>	<u>553</u>	<u>2,853</u>	<u>3,277</u>	<u>424</u>
CARDIAC REHABILITATION					
In-patient treatments	0	0	0	0	0
Out-patient treatments	498	401	2,637	4,268	1,631
Emergency room treatments	0	0	1	0	-1
Total treatments	<u>498</u>	<u>401</u>	<u>2,638</u>	<u>4,268</u>	<u>1,630</u>
CRITICAL DECISION UNIT					
Observation hours	<u>378</u>	<u>344</u>	<u>1,866</u>	<u>2,252</u>	<u>386</u>
ENDOSCOPY					
In-patient procedures	85	78	626	636	10
Out-patient procedures	12	29	159	223	64
Emergency room procedures	0	0	0	0	0
Total procedures	<u>97</u>	<u>107</u>	<u>785</u>	<u>859</u>	<u>74</u>
C.T. SCAN					
In-patient procedures	537	596	3,803	4,027	224
Out-patient procedures	445	281	3,598	2,517	-1,081
Emergency room procedures	433	552	3,208	4,164	956
Total procedures	<u>1,415</u>	<u>1,429</u>	<u>10,609</u>	<u>10,708</u>	<u>99</u>
DIETARY					
Routine patient diets	17,554	21,351	113,154	130,102	16,948
Meals to personnel	19,345	21,421	144,216	152,161	7,945
Total diets and meals	<u>36,899</u>	<u>42,772</u>	<u>257,370</u>	<u>282,263</u>	<u>24,893</u>
LAUNDRY AND LINEN					
Total pounds laundered	<u>99,573</u>	<u>100,531</u>	<u>710,088</u>	<u>689,921</u>	<u>-20,167</u>

**Capital Spending Update
Active Projects Approved By The Board
FY2023 – December YTD**

**Rolf Norman
Director, Financial Planning**

FY23 YTD December Capital Spending, Active Projects

Board Approvals Capital Projects From BOD Minutes Through December 2022

	(1) Project Name	(2) Board Approved Month	(3) Board Approved Amount	(4) FY2023 Spend	(5) Total Project Spend Since Inception	(6) Under / (Over) Spend Since Inception
1	Parking Garage Annex Design/Build	Mar 20, Jan 21, Jul 21, & Jan 22	\$36,000,000	\$5,743,014	\$8,269,890	\$27,730,110
2	Surgery Addition + Seismic Retrofit.	Aug 2019 & Sep 2019 & April 2022	\$12,821,264	\$65,002	\$5,339,449	\$7,481,815
3	212 San Jose Street Renovation/Development	January 2021 & December 2021	\$3,825,281	\$2,634,071	\$3,265,519	\$559,762
4	Renovations to 559 Abbott Street for Urology Services	Sep. 2022	\$3,379,628	\$110,779	\$110,779	\$3,268,849
5	Pharmacy Automation Upgrade & Service	June 2021	\$3,300,000	\$1,535,052	\$1,749,637	\$1,550,363
6	CT Equipment Replacement Project,	Aug 2022	\$3,139,050	\$84,627	\$116,515	\$3,022,535
7	Nuclear Medicine Equipment Replacement	Aug 2022	\$3,002,053	\$95,872	\$139,488	\$2,862,565
8	Elevator Modernization	December 2021	\$2,600,000	\$1,337	\$668,246	\$1,931,754
9	Surgical Imaging and Neurosurgical Navigation Surgery System	July 2022	\$1,210,195	\$1,101,677	\$1,101,677	\$108,518
10	OB Cesarean Operating Room Project	March 2021	\$1,030,202	\$138,610	\$1,062,360	(\$32,158)
11	Bulk Oxygen tank replacement project	Aug 2022	\$500,000	\$0	\$0	\$500,000

Total			\$70,307,673	\$11,510,041	\$19,659,523	\$48,407,753
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Other projects:

12	IT Switches, Servers, Network, Computers, AV Upgrades.	N/A		\$1,138,630		
13	All Other SVMH/SVMC Capital Spending	N/A		\$3,594,239		

Grand Total				\$16,242,910		
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QUESTIONS / COMMENTS

PUBLIC INPUT

ADJOURNMENT

*The next Finance Committee Meeting is
scheduled for Wednesday, February 22, 2023
at 12:00 p.m.*