



**Health & Human Services  
Agency  
COUNTY OF TULARE  
AGENDA ITEM**

**BOARD OF SUPERVISORS**

KUYLER CROCKER  
District One  
PETE VANDER POEL  
District Two  
AMY SHUKLIAN  
District Three  
EDDIE VALERO  
District Four  
DENNIS TOWNSEND  
District Five

**AGENDA DATE:** May 21, 2019

Public Hearing Required	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Scheduled Public Hearing w/Clerk	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Published Notice Required	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Advertised Published Notice	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Meet & Confer Required	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Electronic file(s) has been sent	Yes <input checked="" type="checkbox"/>	N/A <input type="checkbox"/>
Budget Transfer (Aud 308) attached	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Personnel Resolution attached	Yes <input type="checkbox"/>	N/A <input checked="" type="checkbox"/>
Agreements are attached and signature line for Chairman is marked with tab(s)/flag(s)	Yes <input checked="" type="checkbox"/>	N/A <input type="checkbox"/>
CONTACT PERSON: Nathan Arroyo    PHONE: 559-624-8000		

**SUBJECT:** Approve an agreement with Maxim Health Care Services, Inc.

**REQUEST(S):**

That the Board of Supervisors:

1. Approve an agreement with Maxim Health Care Services, Inc., to provide temporary placement of healthcare providers at Tulare County Health Care Centers retroactive to March 1, 2019 through June 30, 2021, in the amount not to exceed \$875,000. This agreement is retroactive due to inadvertent delays establishing an agreement with the vendor. It was impracticable for the Board to take action prior to March 1, 2019 due to the time needed to process, prepare, and submit the agenda item;
2. Find that the Board had authority to enter into the proposed agreement as of March 1, 2019 and that it was in the County's best interest to enter into the agreement on that date; and
3. Authorize the Chairman of the Board to sign two (2) copies of the agreement.

**SUMMARY:**

Tulare County Health Care Centers face ongoing challenges in the recruitment of medical professionals and therefore are continuously seeking to collaborate with agencies to establish agreements for recruitment and temporary and/or permanent placement of medical professionals. When faced with staffing shortages due to vacancies, it is essential to fill the positions to meet the demand and service needs of our patients. Maxim Health Care Services, Inc. will provide Tulare County Health Care Centers with qualified healthcare professionals including nurse practitioners,

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physician assistants, and physicians for temporary placement as needed to ensure continuity of care and avoid disruption of patient health services.

According to County Health Rankings 2018, Tulare County's physician to population ratio is 2,310:1 (2,310 or more people per primary care physician) while California has 1,280:1. The healthcare center's medical providers oversee nearly 8,000 patients with an average of four visits per year. It is therefore imperative that there is an established agreement with a placement agency to provide temporary staffing of qualified medical professionals to compensate for this physician shortage.

The following term deviates substantively from standard County boilerplate: This agreement is multi-year.

**FISCAL IMPACT/FINANCING:**

This agreement has a contracted amount not to exceed \$875,000 for the three year agreement period with \$175,000 already budgeted for Fiscal Year 2018-2019 charging to the Visalia Health Care Center budget 3014-7052, medical providers line. Subsequent years will be budgeted to the same fund line with \$350,000 allocated for Fiscal Year 2019/2020 and 2020/2021. The cost of this staffing service will be covered by health center program revenue the placements generate. There is no additional net cost to the County General Fund.

**LINKAGE TO THE COUNTY OF TULARE STRATEGIC BUSINESS PLAN:**

The Tulare County Public Health Branch has conscientiously worked to strengthen partnerships with community providers to maximize effectiveness, funding sustainability, and capacity building. This request addresses the Organizational Performance and Economic Well-Being initiatives. The approval to enter into this contractual agreement will permit the continued provision of providing outpatient care to health care center patients. This effort will improve the health center's continuity of care and coordination plan, improve quality of care, and fundamentally improve organization performance with relation to providing availability of patient appointments.

**ADMINISTRATIVE SIGN-OFF:**



Karen M. Elliott  
Public Health Director

cc: County Administrative Office

Attachment(s) Agreement

**BEFORE THE BOARD OF SUPERVISORS  
COUNTY OF TULARE, STATE OF CALIFORNIA**

**IN THE MATTER OF APPROVE AN** ) **Resolution No.** \_\_\_\_\_  
**AGREEMENT WITH MAXIM HEALTH** ) **Agreement No.** \_\_\_\_\_  
**CARE SERVICES, INC.** )  
 )

UPON MOTION OF SUPERVISOR \_\_\_\_\_, SECONDED BY  
SUPERVISOR \_\_\_\_\_, THE FOLLOWING WAS ADOPTED BY THE  
BOARD OF SUPERVISORS, AT AN OFFICIAL MEETING HELD \_\_\_\_\_  
\_\_\_\_\_, BY THE FOLLOWING VOTE:

AYES:  
NOES:  
ABSTAIN:  
ABSENT:

ATTEST: JASON T. BRITT  
COUNTY ADMINISTRATIVE OFFICER/  
CLERK, BOARD OF SUPERVISORS

BY: \_\_\_\_\_  
Deputy Clerk

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