

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF SAN BERNARDINO COUNTY  
AND RECORD OF ACTION**

February 6, 2024

**FROM**

**WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center**

**SUBJECT**

Amendment to Organization Member Agreement with MGMA-ACMPE for Continued Access to Training and Benchmarking Data

**RECOMMENDATION(S)**

Approve **Amendment No. 1** to Organization Member **Agreement No. 22-771** with MGMA-ACMPE for membership and licenses to access specialized classes, training, data resources, and ambulatory care benchmarking data and statistics, adding applicable 2023 and 2024 sales tax for licenses, increasing the contract amount by \$1,804, from \$68,020 to \$69,824, with no change to the contract term of September 1, 2022 through August 31, 2024.

(Presenter: William L. Gilbert, Director, 580-6150)

**COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES**

**Provide for the Safety, Health and Social Service Needs of County Residents.**

**FINANCIAL IMPACT**

Approval of this item will not result in the use of Discretionary General Funding (Net County Cost). The increased cost of \$1,804 is funded by State Medi-Cal, Federal Medicare, private insurances, and other departmental revenue. Funding sources may change in the future pending any legislative activity related to the repeal and/or replacement of the Affordable Care Act. Adequate appropriation and revenue have been included in the Arrowhead Regional Medical Center (ARMC) 2023-24 budget and will be included in 2024-25 recommended budget.

**BACKGROUND INFORMATION**

The amendment with MGMA-ACMPE (MGMA) is requested to provide for the payment of sales tax associated with the product licenses that was not originally included within this Organization Member Agreement (Agreement). The Agreement allows ARMC to access, through MGMA product licenses, benchmarking data and statistics consisting of ambulatory care key performance indicators from regional and national ambulatory care clinics and includes, but is not limited to, provider/staff compensation, operations, cost and revenue. The Agreement also provides ARMC with access to specialized classes and training (such as how to increase volume, utilization of exam rooms to enhance patient access, and telehealth strategies) for ambulatory care leadership related to Federal and State program rules and regulations. The training and data sources provided by this organization assists ARMC in aligning its services with State and Federal regulations and managing its contracted physician groups, ensuring that ARMC meets the needs of the patient community.

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MGMA invoices for the services of the two-year Agreement on an annual basis, from September 1<sup>st</sup> through August 31<sup>st</sup>. The amendment will allow ARMC to pay the sales tax for 2023 and 2024 product licenses in the total amount of \$1,804.

On August 23, 2022 (Item No. 4), the Board of Supervisors (Board) approved Organization Member Agreement No. 22-771 with Medical Group Management Association (known as MGMA), including non-standard terms, for membership access to specialized classes, training, and data resources in the amount of \$68,020 for a two-year contract term of September 1, 2022 through August 31, 2024.

ARMC recommends approval of the amendment to continue to provide for the health and safety of County residents through the use of the MGMA membership access to its network of resources, classes and training, which will allow for the advancement of healthcare for patients and San Bernardino County.

**PROCUREMENT**

Purchasing continues to support this non-competitive procurement based on specialized credentials as MGMA is the “gold standard” provider of specialized classes, training, and data resources, as well as ambulatory care benchmarking data and statistics, for ARMC administrators and staff required to maintain a high level of healthcare industry insight and resources.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Bonnie Uphold, Supervising Deputy County Counsel, 387-5455) on January 10, 2024; Purchasing (Veronica Pedace, Buyer III, 387-2198) on January 11, 2024; ARMC Finance (Chen Wu, Finance Budget Officer, 580-3165) on January 12, 2024; Finance (Jenny Yang, Administrative Analyst, 387-4884) on January 17, 2024; and County Finance and Administration (Valerie Clay, Deputy Executive Officer, 387-5423) on January 17, 2024.

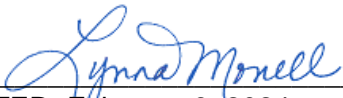
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Record of Action of the Board of Supervisors  
San Bernardino County

**APPROVED (CONSENT CALENDAR)**

Moved: Joe Baca, Jr. Seconded: Curt Hagman  
Ayes: Col. Paul Cook (Ret.), Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: February 6, 2024



cc: ARMC - Gilbert w/agrees  
Contractor c/o ARMC w/agree  
File - w/agree  
MA 02/9/2024