

CLOVERDALE HEALTH CARE DISTRICT

Regular Meeting Agenda

SEPTEMBER 14, 2020, 7:00 P.M.

126 N. Cloverdale Blvd./ VIRTUAL

ROLL CALL: PRESIDENT: WINTER VICE PRESIDENT: DeMARTINI TREASURER: DELSID SECRETARY: HANCHETT MEMBER: MARTIN

AGENDA APPROVAL:

PUBLIC COMMENT PERIOD: PUBLIC COMMENT PERIOD PROVIDES TIME FOR MEMBERS OF THE AUDIENCE TO ADDRESS THE BOARD ON MATTERS WHICH DO NOT APPEAR ON TONIGHT'S AGENDA. TIME LIMIT FOR COMMENTS TO THE BOARD ON NON-AGENDIZED ITEMS IS LIMITED TO FIVE MINUTES (GOVERNMENT CODE SECTION 54954.3(b))

ITEMS:

1. Minutes JULY 2020 – NO AUGUST MEETING
2. Financial Statement AUGUST 2020
3. Managers Report-
4. Parcel Tax Assessment FY 20-21 – Approve Resolution 20-01 assessing taxable parcels per voter-approved measure
5. FINAL Budget FY 20-21- Action: Review/Amend/ Approve budget Resolution 20-02
6. Direct and authorize the manager to sign IGT documents related to funding period 7/19-12/20
7. Election November 2020- Result- Per the Sonoma County Registrar of Voters- No election will be held. Members Hanchett and Winter have been installed by SoCo Board of Supervisors
8. From Members-

Adjourn to Executive Meeting: none

Adjourn to Regular Meeting

Adjourn till October 12, 2020

All agenda items, reports, minutes, are available for review at the offices of the Cloverdale Health Care District located at 209 N. Main St. Cloverdale Ca 95425 and are available upon request. Posted per Government Code section 54954.2 July 9, 2020, Any disabled, handicapped, or other meeting attendees needing special assistance or other accommodations for participation, please contact the business office 24 hrs before the meeting. 707-894-5862.

Cloverdale Health Care District
Meeting Minutes-July 13, 2020 (No meeting in June)

Roll Call: Director Tom Hinrichs and all board members were present. President Winter joined via teleconference

Meeting agenda was approved by all board members with no changes.

Previous Minutes: Minutes of the May 11, 2020 meeting were approved unanimously after a motion to approve was put forward by board member DeMartini.

Financial Statement for June, 2020-The financials were approved unanimously after Tom explained the PPP monies and payroll/benefit expenditures were posted to a separate ledger.

Manager's Report: There were no operational, equipment or workers comp issues. There were 40 transports, with a cumulative two month drop in revenues of about 60%.

Draft Budget: The board asked Tom to prepare a pro-forma budget for the board's approval at a future meeting. It will include IGT monies for 18 months.

Review subordination request by Cloverdale Community Development Successor Agency:
The board agreed to take no action which will result in the subordination being approved by default.

District's Attorney-Robert Marmor, the district's current attorney is closing his practice. The board agreed to seek legal advice on an as needed basis.

November Election 2020-Board members Hanchett and Winter have expiring terms. They are both in the process of preparing the forms which need to be emailed to the county election office as no face to face visits to prepare forms will take place due to the Covid-19 pandemic.

For the Good of the Order: Current Covid-19 situation in Cloverdale was generally discussed. Nothing else was submitted.

The meeting was adjourned at 7:25 p.m. The next meeting is Monday, August 10, 2020.

Respectfully submitted,

Neena Hanchett,
Board Secretary

CLOVERDALE AMBULANCE
Balance Sheet
August 31, 2020

ASSETS

Current Assets		
Exchange Bank Bus. Checking	\$	118,296.40
SBA PPP Payment-delete		54,129.90
RESERVE/CAPITAL ACCT		298,216.59
Ambulance Replacment Savings		185,985.58
Accounts Receivable Ambulance		116,373.38
Reserve for Doubtful Accts.		6,517.29
Prepaid insurance		7,346.61
IGT Refundable deposits		438.00
SBA PPP Payment		(16,807.67)
Total Current Assets		770,496.08
Property and Equipment		
Land		17,789.00
Ambulance and Equipment		462,048.41
Furniture and fixtures		16,563.64
Building and Improvements		323,365.96
A/D - Other Fixed Assets		(373,922.00)
Total Property and Equipment		445,845.01
Other Assets		
Total Other Assets		0.00
Total Assets	\$	1,216,341.09

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts payable	\$	4,496.15
Accrued retirement benefits		(2,151.54)
Accrued Interest		57.20
Accrued AFLAC		113.79
Total Current Liabilities		2,515.60
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		2,515.60
Capital		
Fund Balance		731,591.05
Prior Year Profit (Loss)		475,489.20
Net Income		6,745.24
Total Capital		1,213,825.49
Total Liabilities & Capital	\$	1,216,341.09

CLOVERDALE AMBULANCE
Income Statement

For the Two Months Ending August 31, 2020

	Current Month		Year to Date	
Revenues				
Ambulance Service	\$ 87,796.68	143.51	\$ 162,575.40	146.41
Less - Contract Allowances	(32,400.23)	(52.96)	(65,026.62)	(58.56)
Property Tax (13)	0.00	0.00	4,580.61	4.13
Special Assessment	0.00	0.00	3,087.00	2.78
Interest Income	26.94	0.04	60.11	0.05
Other (Income) and Expenses	5,753.00	9.40	5,768.00	5.19
Total Revenues	<u>61,176.39</u>	<u>100.00</u>	<u>111,044.50</u>	<u>100.00</u>
Cost of Sales				
Total Cost of Sales	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Gross Profit	<u>61,176.39</u>	<u>100.00</u>	<u>111,044.50</u>	<u>100.00</u>
Expenses				
Salaries & Wages	33,732.00	55.14	62,744.35	56.50
Health benefits employer	4,777.42	7.81	9,554.84	8.60
Fuel Expense	1,964.52	3.21	2,558.35	2.30
Work Comp ACHD	1,632.00	2.67	3,264.00	2.94
Payroll Exp UTT/ETT	163.38	0.27	291.90	0.26
Amb Repair Maintenance	70.51	0.12	70.51	0.06
Supplies Patient	1,298.89	2.12	1,699.69	1.53
Outside Services	555.03	0.91	2,263.95	2.04
employer soc. sec.	2,089.06	3.41	7,260.52	6.54
Employer Medicare	488.58	0.80	1,283.11	1.16
Utilities	654.58	1.07	1,215.50	1.09
Insurance - General	1,343.00	2.20	2,686.00	2.42
Office expense	2,544.02	4.16	2,989.87	2.69
Payroll Tax FUTA	46.68	0.08	83.40	0.08
Telephone	304.39	0.50	502.38	0.45
Volunteer Appt. Mng.	(300.00)	(0.49)	(300.00)	(0.27)

CLOVERDALE AMBULANCE

Income Statement

For the Two Months Ending August 31, 2020

	Current Month		Year to Date	
Total Expenses	51,364.06	83.96	98,168.37	88.40
Net Income	\$ 9,812.33	16.04	\$ 12,876.13	11.60

STAFF REPORT

September 2020

Manager Report—

August was a bit of a challenging month. Two rigs suffered mechanical issues, leaving us to respond out of the third rig (backup). Both units came back from the shop by the end of the affected week. The main unit went back into the shop after about a week to try and solve an intermittent problem.

We continue to back staff positions for fire personnel dedicated to fire strike teams. All shifts are covered.

We assigned online mandatory sexual harassment training to all staff as required by law. We have engaged the instructors for our biannual EMT refresher course to be held in December. The annual audit has begun and the onsite testing is scheduled for October 6th.

COVID- Our area has had an increase in the population of people testing positive. There is an ongoing outbreak at Cloverdale Health Care Center (CHCC). We have transported 4 patients who have tested positive and have had acute symptoms. All were from the CHCC. We have not transported any patients from the general population. The Sonoma Department of Health has a notification process in place to notify responder agencies when a positive COVID patient is transported. All of our notifications resulted from the CHCC and were already known to us. All staff assumes all patient contacts are COVID positive and we have a 100% compliance rate with PPE usage and no exposure events.

BUDGET FY 20-21

Personnel- Budget figures and changes. With the increased IGT funding expected to continue into at least the next FY, additional funds are available for ambulance replacement and operational needs. The FY 20-21 budget reflects the continued one (1) FTE EMT position approved last year. The wages and benefits line has been changed for several sub-items. The three existing wage bases have a 3% requested increase. The part-time EMT wages have been balanced out for an over the year average which is now known and an increase in the per diem rate for part-time paramedics is included also.

Income- The parcel tax assessment and the Prop 13 funds are accounted for. We will be increasing our billed base rate by \$100 per transport to help realize more income and increase our basis for IGT funding.

Expense- One new line item was added to reflect the outsourcing of our website hosting and maintenance. We have engaged Streamline to develop a regulatory compliant website. Streamline is the preferred provider for the Special Districts Risk Management Association. The budget reflects increases that we are aware of including Cloverdale Dispatch fees, payroll tax increases, expected COLA to outside services, and products-3 % Adjustments to line items have increased or decreased reflective of the prior year's actual expenditures.

Capital- We have included additional funds in the capital equipment line item to reflect the purchase of the third generation of our patient transport gurney. That cost was \$12,000 with options. We will use our Workers Compensation dividend to help with the purchase.

Outlook- Management is confident the increased QAF reimbursement of Medi-Cal will continue, the IGT program will continue through the end of the calendar year 2020. The District will remain in a good fiscal condition with funds still being dedicated to ambulance replacement and reserve accounts.

Election- No election- Hanchett, and Winter appointed.

Cloverdale Ambulance Run Data Report

Runs by City

Scene Incident City Name (eScene.17)	Number of Runs	Percent of Total Runs
City of Cloverdale	40	93.02%
Hopland	2	4.65%
City of Healdsburg	1	2.33%
Total: 43		Total: 100.00%

Runs by County

Scene Incident County Name (eScene.21)	Number of Runs	Percent of Total Runs
Sonoma	41	95.35%
Mendocino	2	4.65%
Total: 43		Total: 100.00%

Runs by Destination Name

Disposition Destination Name Delivered Transferred To (eDisposition.01)	Disposition Destination Code Delivered Transferred To (eDisposition.02)	Number of Runs	Percent of Total Runs
Healdsburg District Hospital	20157	5	11.63%
Kaiser Permanente - Santa Rosa	20203	22	51.16%
Santa Rosa Memorial Hospital	20402	6	13.95%
Sutter Santa Rosa Regional Hospital	20478	4	9.30%
		6	13.95%
		Total: 43	Total: 100.00%

Runs by Provider Impression

Situation Provider Primary Impression (eSituation.11)	Number of Runs	Percent of Total Runs
Pain (G89.1)	9	20.93%
Traumatic Injury (T14.90)	5	11.63%
Weakness (General) (R53.1)	4	9.30%
Respiratory Distress - Unspecified (J80)	3	6.98%
Syncope/Near Syncope (R55)	3	6.98%
Abdominal Pain / Problems (R10.84)	2	4.65%
Alcohol Intoxication (F10.92)	2	4.65%
COVID-19- Suspected- Pt meets criteria (U07.1)	2	4.65%
Respiratory Distress - Bronchospasm (J98.01)	2	4.65%
Stroke/CVA (I63.9)	2	4.65%
Cold/Flu Symptom (J00)	1	2.33%
Dehydration (E86.0)	1	2.33%
Genitourinary System Issue (Urinary) (N39.9)	1	2.33%
Headache (R51)	1	2.33%
Hypotension (I95.9)	1	2.33%
Nausea / Vomiting (R11.2)	1	2.33%
Seizure - Post (G40.909)	1	2.33%
Sepsis (A41.9)	1	2.33%
TIA (G45.9)	1	2.33%
Total: 43		Total: 100.00%

Runs by Hour of Day

Incident Hour Range Of Day 24	Number of Runs	Percent of Total Runs
00:00:00 - 00:59:59	1	2.33%
03:00:00 - 03:59:59	2	4.65%
08:00:00 - 08:59:59	2	4.65%
09:00:00 - 09:59:59	1	2.33%
10:00:00 - 10:59:59	4	9.30%
11:00:00 - 11:59:59	5	11.63%
12:00:00 - 12:59:59	3	6.98%
13:00:00 - 13:59:59	3	6.98%
14:00:00 - 14:59:59	1	2.33%
15:00:00 - 15:59:59	2	4.65%
16:00:00 - 16:59:59	3	6.98%
17:00:00 - 17:59:59	2	4.65%
18:00:00 - 18:59:59	5	11.63%
19:00:00 - 19:59:59	1	2.33%
20:00:00 - 20:59:59	4	9.30%
22:00:00 - 22:59:59	1	2.33%
23:00:00 - 23:59:59	3	6.98%
Total: 43		Total: 100.00%

Runs by Day of Week

Incident Day Name	Number of Runs	Percent of Total Runs
Sunday	10	23.26%
Monday	5	11.63%
Tuesday	4	9.30%
Wednesday	7	16.28%
Thursday	6	13.95%
Friday	5	11.63%
Saturday	6	13.95%
Total: 43		Total: 100.00%

Runs by Patient Age Range in Years

Patient Age Range In Years	Number of Runs	Percent of Total Runs
10 - 19	1	2.33%
20 - 29	3	6.98%
30 - 39	3	6.98%
40 - 49	2	4.65%
50 - 59	6	13.95%
60 - 69	4	9.30%
70 - 79	9	20.93%
80 - 89	12	27.91%
90 - 99	3	6.98%
Total: 43		Total: 100.00%

AUDITOR-CONTROLLER TREASURER-TAX COLLECTOR

APPROVAL OF DIRECT CHARGE LEVY

For Tax Year 2020-21

Due Date: September 1, 2020

DISTRICT: Cloverdale Health Care District

TAX CODE(S): 74100

Auditor's Office Contact (Person in your office for Auditor to Contact)
Name <u>THOMAS HINRICHS</u>
Email <u>clvdambulance@gmail.com</u>
Phone # <u>707-894-5862</u>

Tax Payer Contact (Phone number will appear on tax bill)
Name <u>THOMAS HINRICHS</u>
Email <u>clvdambulance@gmail.com</u>
Phone # <u>707-894-5862</u>

I, the undersigned authorized individual, hereby: attest that the direct charge levies have been verified for accuracy and are approved by the district; agree to the cost recovery for direct charges enrolled; agree that the charges conform to the constitutional, statutory and procedural terms for collection on the tax roll.

I understand that tax bills will not be generated for charges imposed on parcels that are immune or otherwise exempt from real property taxation when the total amount of the tax bill is \$10 or less. Charges on all parcels that are immune or otherwise exempt from real property taxation that are unpaid at the end of the fiscal year will be removed from the tax roll and referred to our district for further collection efforts.

I understand it is the district's responsibility to maintain exemptions and all such exemptions have been excluded from submission.

I am also aware that districts are responsible for any refunds resulting from Direct Charge corrections.

I certify the following levy information is correct and will be used to calculate the annual direct charge fee:

	<u>Parcel Count</u>	<u>Levy Amount</u>
Taxable Parcels	4,425	\$159,300.00
Non-Taxable Parcels	-	-
Public Utility Parcels	-	-
	<u>4,425</u>	<u>\$159,300.00</u>



Authorized Signature

08/27/2020

Date

**CLOVERDALE HEALTH CARE DISTRICT
RESOLUTION 20-01**

**A RESOLUTION OF THE CLOVERDALE HEALTH CARE DISTRICT
AUTHORIZING THE SONOMA COUNTY TAX ASSESSOR TO PLACE UPON
THE TAX ROLLS, FY YEAR 20-21, A DIRECT CHARGE TOTAL \$ 159,300**

Whereas the Board of Directors is authorized under provisions of "Measures H" to place upon each taxable parcel of real property within the District a sum \$36.00 and

Whereas the Board of Directors has been provided a list of properties that lie within the boundaries of the District by the Sonoma County Assessors Office and

Whereas the Board of Directors has directed staff to review the list for accuracy and applicability and to make amendments to such list,

Now, therefore, be it resolved the Board of Directors of the Cloverdale Health Care District do hereby approve the attached list of taxable parcels and do authorize the Sonoma County Tax Assessor to assess each parcel for the tax year 2020-2021 a fee of \$36.00 totaling a direct charge of \$159,300

Approved this Fourteenth day of September 2020 by the following vote:

Ayes _____

Noes _____

Abstain _____

Absent _____

President

Secretary

CLOVERDALE HEALTH CARE DISTRICT---FINAL

FINAL SUMMARY	FINAL BUDGET FY 20-21
EXPENSES	
WAGES AND BENEFITS	(\$398,100.00)
PAYROLL TAXES	(\$37,000.00)
HEALTH BENEFITS	(\$54,290.00)
WORK COMP EXPENSE	(\$19,584.00)
FUEL EXPENSE	(\$18,000.00)
VEHICLE REPAIRS	(\$9,800.00)
PATIENT SUPPLIES	(\$25,000.00)
OUTSIDE SERVICES	(\$15,900.00)
UTILITIES	(\$6,200.00)
TELEPHONE	(\$2,000.00)
OFFICE EXPENSE	(\$20,400.00)
DUES	(\$2,800.00)
INSURANCE-GENERAL	(\$19,000.00)
LEGAL	(\$500.00)
ACCOUNTING	(\$7,200.00)
BUILDING MAINT.	(\$2,000.00)
APPR. DINNER	(\$800.00)
VOLUNTEER BENEFITS	(\$5,000.00)
GEMT QAF ASSESS	(\$11,000.00)
SUM TOTAL	(\$654,574.00)
DHCS IGT FEE	(\$17,000.00)
AMB REPLACEMENT	(\$25,000.00)
CAPITAL FUNDS	(\$17,500.00)
BASIC EXPENSES	(\$714,074.00)
	FY 20-21
INCOME	
AMBULANCE FEES	\$750,000.00
LESS CONTRACT ALLOW	(\$350,000.00)
BAD DEBT	(\$5,000.00)
PROP 13 TAXES	\$41,000.00
SPECIAL ASSESSMENT	\$159,300.00
INTEREST INCOME	\$850.00
GEMT FUNDING	\$0.00
IGT FUNDING	\$100,000.00
IGT DHCS FEE RETURN	\$17,000.00
OTHER INCOME	\$10,800.00
BASIC INCOME	\$723,950.00

CLOVERDALE HEALTHCARE DISTRICT AMBULANCE
FINAL BUDGET FY 2020-2021
OPERATIONS

SALARIES AND WAGES \$ 398,100

Positions	Salary Step	
(1) Manager/Paramedic	5	\$104,000 (80,000+24,000)
(1) Paramedic	5	\$62,000
(5) Paramedic part-time	5	\$72,000
(2) EMT	1	\$105,100
Volunteer payroll		\$25,000
Overtime		\$30,000
(457(b) Benefits included in Salary and Wages ABOVE \$24,000)		

TAXES \$37,000

Medicare	\$6,100
FUTA	\$2,600
Soc Sec.	\$24,000
SUI/ETT	\$4,300

EMPLOYEE BENEFITS \$54,290

WORK COMP \$19,584

ACHD.\$1,632 mo

FUEL EXPENSE \$18,000

AMBULANCE REPAIRS \$9,800

Est. Mileage.....\$31,000	
Tires	\$800
Lube/oil/filter	\$400
Cleaning/Disinfection supplies	\$150
Batteries	\$200
Reserve for repairs	\$5000
Accident Deduct.	\$1000
Comp. Deduct.	\$1000

SUPPLIES PATIENTS	\$25,000
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OUTSIDE SERVICES	\$15,900
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City of Cloverdale Dispatch fees	\$5,000
Portable Radio Repairs	\$300
Training Services	\$3,000
Fire Alarm Monitoring	\$400
Unclassified	\$700
PAYCHEX	\$1,400
Ninth Brain	\$3,300
Web Hosting	\$1.800

UTILITIES	\$6,200
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PG&E Office Building	\$4,700
Water	\$700
Disposal	\$756

TELEPHONE	\$2,000
Cell phones (5)	\$ 2,000

OFFICE EXPENSE	\$20,400
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Standard Supplies	\$9,195
Forms	\$500
Fire Extinguisher Maint.	\$80
Computer Updates	\$1700
Postage	\$1500
Unexpected/Misc	\$1300
Cable	\$1000
LAFCO	\$1500
Residential Supplies	\$3625

DUES AND SUBSCRIPTIONS	\$2,800
ACHD	\$2,800

INSURANCE-GENERAL	\$19,000
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ARCH-Liability, Auto D&O	\$15,950
Hartford Accident	\$352
Fidelity Crime Bond	\$950
Reserve Self Insurance	\$707
Property Insurance Deduct	\$1,000

LEGAL \$500

ACCOUNTING \$7,200

BUILDING MAINTENANCE \$2000

APPRECIATION DINNER \$800

VOLUNTEER BENEFIT/EXP \$5000

GEMT QAF FEE \$11,000

OPERATING EXPENSE	\$634,574
CAPITAL EXPENSE	\$17,500
AMBULANCE	
REPLACEMENT	\$25,000
IGT DHCS FEE	\$17,000
TOTAL EXPENSE	\$714,074

**FINAL BUDGET FY 2020-2021
INCOME**

OPERATIONS	\$395,000
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Ambulance Services (gross)	\$750,000
Less Contract Allowance	(\$350,000)
Provision for bad debt	(\$5,000)

NON OPERATING INCOME	\$380,311
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Prop 13 taxes	\$41,000
Special Assessment	\$159,300
Interest Income @	\$850
Developer Impact Fees (impound)	\$4,000
IGT Funding	\$100,000
Other	\$10,800
IGT DHCS Fee Return	\$17,100

INCOME	\$ 723,950
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EXPENSE	\$ 714,074
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CLOVERDALE HEALTH CARE DISTRICT

RESOLUTION 20-02

A RESOLUTION OF THE CLOVERDALE HEALTH CARE DISTRICT ADOPTING A BUDGET FOR FISCAL 2020-2021

Whereas the Board of Directors of the Cloverdale Health Care District have reviewed a proposed budget of the District during open meetings of the Board on July 13, 20, and September 14, 2020

Whereas the Board of Directors of the Cloverdale Health Care District has amended said budget and attached hereto as Exhibit A, along with the staff report detailing any changes to payroll,

Now, therefore be it resolved the Board of Directors of the Cloverdale Health Care District Do hereby adopt a Final Budget for Fiscal 2020-2021

Duly adopted this Fourteenth day of September 2020 by the following roll call vote:

Ayes in favor of: MARTIN DELSID WINTER HANCETT
DeMARTINI

Noes:

Abstain:

Absent

Approved

Attested

President

Secretary



SONOMA COUNTY

Clerk-Recorder-Assessor

www.sonoma-county.org/cra

REGISTRAR OF VOTERS DIVISION

P.O. Box 11485
435 Fiscal Dr.
Santa Rosa, CA 95406
Tel: (707) 565-6800
Toll Free (CA only):
(800) 750-VOTE
Fax: (707) 565-6843

August 14, 2020

Cloverdale Healthcare District
P.O. Box 434
Cloverdale, CA 95425-0434

Dear District Secretary:

There will not be an election in your district on November 3, 2020, as there were not enough candidates for the office(s) to be contested.

Pursuant to Elections Code §10515, the following nominees have been appointed by the Board of Supervisors to serve as if elected. Where vacancies remain, the Board of Supervisors will make appointments prior to November 17, 2020, and those persons will also serve as if elected. Pursuant to Elections Code §10554 elective officers, elected or appointed, take office at noon on the first Friday in December following the General District Election (December 4, 2020).

NEENA HANCHETT
MARY JO WINTER

Enclosed you will find Certificate(s) of Election and Oaths of Office for these above-named candidates. Prior to taking office, each elective officer shall take the official oath and execute any bond required by the principal act. Any Director may administer the oath. Please issue the original oath to the candidate and return a copy to the Sonoma County Registrar of Voters Office, P.O. Box 11485, Santa Rosa, CA 95406.

If you should have any questions, please contact our office at (707) 565-6800.

Yours truly,
DEVA MARIE PROTO
Sonoma County Clerk &
Registrar of Voters

by 
Troy Kennedy
Deputy Clerk



877.733.0911
www.Ferno.com

Quote Prepared For Our Valued Customer:
Cloverdale Health Care District

Account ID:

Quote #: 8784

Customer Contact:

Thomas Hinrichs
(707) 894-9532

Billing Address:

Cloverdale Health Care District

P.O. Box 33

Cloverdale, CA

95425

Shipping Address:

Cloverdale Health Care District

P.O. Box 33

Cloverdale,

95425

Terms:

Valid Until: Jul 31, 2020 Freight Quote #:

Carrier: Truck

FOB Origin: TBD

Your Sales Representative is:

Amy Cavellini

a.cavellini@ferno.com

Your Customer Service Contact is:

Karen Boler

k.boler@ferno.com

(877) 733-0911

Quantity	Item #	Product	Customer Price
1	0012826	PRO 28Z CHAIR COT	\$ 7,026.30
1	1408039	OPTION, PRO28Z SX	\$ 1,843.20
1	1408042	OPTION, PRO28Z TRAY	\$ 700.20
1	0822137	KIT, 28-Z FLIPOUT HNDLS, SHORT KIT, 28-Z FLIPOUT HNDLS, SHORT	\$ 419.40
1	0480185	D360 ZOLL/PROPAC COMPLETE	\$ 1,260.00

Hard Copy PO Required? ☐ Yes ☐ No

Approval: _____

Printed Name

Signature

Credit Card: _____

Secure Code: _____

Exp: _____

Comments:

Subtotal: \$ 11,249.10

Sales Tax: \$ 984.30

Shipping Quote: \$ 239.25

Your Price: \$ 12,472.65

Order subject to credit approval by Ferno. If not quoted, shipping and any applicable sales tax will be added to invoice. Credit cannot be allowed on returns of special or modified items. Prices and specifications are subject to change without notice.

70 Weil Way / Wilmington, Ohio 45177 / info@ferno.com / 888.388.1349 FAX



August 01, 2020

James DeMartini
President
Cloverdale Health Care District
209 North Main Street
Cloverdale, CA 95425

RE: Acceleration of 2020/2021 Dividend Payment for
Current BETA Risk Management Authority Members

Dear Mr. DeMartini:

Being a member of BETA Risk Management Authority (BETARMA) comes with many benefits such as access to broad, appropriately priced coverages, outstanding service and the financial rewards from our dividend program. This contract year marks the 28th consecutive year that BETARMA has returned dividends to its members.

Realizing the financial impact of COVID-19 on cash flow at most member organizations, the BETA Council has approved the acceleration of the 2020/2021 dividend payment. Dividends will be **paid in full in one installment on August 1, 2020**, rather than the approach used in the past of paying two equal installments in October and April of the contract year.

Similar to past years, the dividend program includes separately calculated, performance-based dividends for liability and workers' compensation and a multi-line dividend for members that purchase both the Healthcare Entity Comprehensive Liability and Workers' Compensation Coverage Contracts. This contract year \$14.5M in dividends will be paid to eligible members. Members who qualified for dividends saved an average of 12% on workers' compensation contributions and 14% on the applicable liability contributions.

Congratulations to your facility for earning the following dividends for the 2020/2021 contract year. A check has been enclosed for the total dividends indicated below:

Liability Annual Dividend :	\$0
Workers' Compensation Annual Dividend :	\$5,753
Multi-Line Dividend :	\$0
Total Dividends :	\$5,753

If you would like additional information regarding the dividend program, please contact me at 925.314.7602 or corey.grove@betahg.com. Thank you for renewing your coverages with BETARMA on July 1, 2020. We truly value your partnership and the trust you have placed in us.

Sincerely,

R. Corey Grove, J.D., CPCU
Chief Executive Officer

cc: Thomas Hinrichs, General Manager, Cloverdale Health Care District

Home Office
1443 Danville Boulevard
Alamo, CA 94507
925-838-6070 **MAIN**
800-838-4111 **TOLL FREE**

Glendale Office
330 North Brand Boulevard
Suite 1090
Glendale, CA 91203
818-242-0123 **MAIN**
800-838-4111 **TOLL FREE**

Granite Bay Office
P.O. Box 619084
Roseville, CA 95661
916-266-6100 **MAIN**
800-655-2667 **TOLL FREE**

San Diego Office
15373 Innovation Drive
Suite 120
San Diego, CA 92128
858-675-7400 **MAIN**
800-890-9305 **TOLL FREE**

www.betahg.com

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