

CLOVERDALE HEALTH CARE DISTRICT

Regular Meeting Agenda

September 13, 2021, 7:00 P.M.

126 N. Cloverdale Blvd

IN-PERSON AND VIRTUAL

ROLL CALL: PRESIDENT: DeMartini VICE PRESIDENT: Delsid TREASURER: Martin SECRETARY: HANCHETT
MEMBER: Winter

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 August Meeting-
2. Financial Statement August 2021
3. Managers Report-
4. Review /Approve Final FY 21-22 Budget
5. Review/ Recommendation for purchase of new ambulance
6. From Members-

Adjourn to Executive Meeting: none

Adjourn to Regular Meeting

Adjourn till October 11, 2021

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 09/09/21, 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-August 9, 2021

Roll Call: Director Tom Hinrichs, Eric Polan, board members Harry Martin, Neena Hanchett and Jim DeMartini were present. Board Member Winter attended remotely. Al Delsid was not in attendance. Quorum met.

Meeting called to order by President DeMartini. There were no public comments.

Meeting agenda was approved by all board members present with no changes after a motion put forward by member Martin and a second by member Hanchett.

Financial Statement for July, 2021- Medicare reimbursements are slow but they will be forthcoming. A problem was identified in their systems and is being corrected. The district is slightly ahead of budget with an increased level of transports. The July financial statement was unanimously approved after a motion was brought forward by DeMartini and a second by Martin.

Manager's Report: Covid is impacting Sonoma County, with positive cases increasing, mostly among unvaccinated people. The district has acquired quick response test kits for testing of at-risk employees. The district will also have the capability to have test results be entered into the State of California testing and tracking database. Staff is currently 100% vaccinated, but as others take available shifts, they can also be tested weekly. Suspension improvements are planned for No. 45. It will then be a back-up with the other two rigs being sold to an exchange which will sell them to other localities. Full PPE is being utilized by responders.

Investment Policy Language: Language will be added to district documents specifying that the district will maintain a \$200,000 minimum reserve. The board unanimously agreed.

Staffing Project: Staffing increases are underway with a full-time EMT hired. The district is still seeking a full-time paramedic. According to Eric, shifts are being filled so the vacancy is not currently critical.

Solar Project: The board also approved the leasing of a solar panel project to reduce energy bills as the ambulance barn is occupied round the clock, resulting in large PG&E energy bills. The savings should pay the salary of the new medical director.

From Members-Nothing was brought forward.

Meeting adjourned at 7:37 p.m. Next meeting: September 13, 2021

Respectfully submitted,

Neena Hanchett, Secretary

Neena Hanchett,
Board Secretary

STAFF REPORT

August 2021

Manager Report—

Operations- Operationally there were no interruptions, injuries, or mechanical issues. The workforce is steady. See ambulance stats report. Integration of the Operations Manager position continues, successfully.

COVID- Our County is still impacted with people testing positive, mostly the Delta variant. Acute illness is UP however deaths are down Countywide. The staff assumes all patient contacts are COVID positive and we have a 100% compliance rate with PPE usage and no exposure events. The hospital admission rates are up and “wall times” continue to be an operational issue.

The Sonoma County Health Department has issued revised mandates regarding mask usage at work and specific mandates related to Fire/EMS/Law jurisdictions. Effective September 2021 NON vaccinated employees of the mentioned jurisdictions will undergo week testing for COVID-19. He has acquired BinaNOW 15 minute test kits to comply with the order and test at-risk employees should the need arise. We have also activated the Abbott NAVICA tracking software to enter tests, results and to populate the State of California COVID-19 tracking database.

Staffing reorganization plan -

Background- At the July Board meeting direction and approval was given to staff for the implementation of the increased staffing plan. Staff has started the implementation plan. We received several inquiries regarding the Paramedic full-time position and several inquiries for part-time hour availability. As of now, we have not offered any inquiries about the full-time position. However, we have added several more part-time paramedics to the existing roster. At this time, we are still seeking the full-time candidate, with the part-time roster seeming to fill the available shifts the full-time position will be an ongoing project.

Solar Project- Staff was granted approval to move forward with this project at the last Board meeting. The final contract and work orders have been signed. The project is at the City for plan approval. A start date will be set once the City approvals have been granted.

4.) Review/Approve Final Budget FY 2021-2022

Final Budget – Minor changes to tax revenue and ambulance maintenance categories have been incorporated from the Draft Budget approved earlier. The main increases over prior years rests in the staffing reorganization plan. The Board approved that plan with an expectation that a deficit could occur and approval of transfers out of the reserve fund are acceptable to balance the budget.

5) Review/Recommendation for new ambulance purchase

The quote for a replacement ambulance has been received. The design is our standard Type III design and from the builder of our last three ambulances. Due to chassis changes from the manufacturer (Ford) we have specified an F350 chassis with a diesel configuration. Staff have reviewed the proposal and we have discussed alternate mockups due to the unexpected price increase. We have decided to keep our module design as it meets our service delivery needs. This chassis change affords us the ability to proactively change the suspension for a better ride, the payload capacity is also increased and fuel costs should go down from our current gas powered chassis. With the increased cost presented to us we have reviewed the ability of the District to afford the unit.

The current Ambulance Replacement Fund has @ \$211,000 available for the purchase of the new unit. Staff would rather fund this large expense over time. This option would use the current capital transfer amount the District places in the fund to lease this unit over five years. See the attached proposal for the specifics.

The advantage of this approach, in our opinion is the current Ambulance Replacement Fund is not depleted. By not depleting the fund we have a large beginning balance. The expectation being that additional funds will become available over the next 5-7 years to replenish that fund adequately, just as the previous 5 years have allowed us to attain the current balance.

Cloverdale Ambulance Run Data Report

Runs by City

Scene Incident City Name (eScene.17)	Number of Runs	Percent of Total Runs
City of Cloverdale	78	96.30%
City of Healdsburg	3	3.70%
Total: 81		Total: 100.00%

Runs by County

Scene Incident County Name (eScene.21)	Number of Runs	Percent of Total Runs
Sonoma	81	100.00%
Total: 81		Total: 100.00%

Runs by Day of Week

Incident Day Name	Number of Runs	Percent of Total Runs
Sunday	14	17.28%
Monday	12	14.81%
Tuesday	11	13.58%
Wednesday	9	11.11%
Thursday	13	16.05%
Friday	13	16.05%
Saturday	9	11.11%
Total: 81		Total: 100.00%

Runs by Dispatch Reason

Incident Complaint Reported By Dispatch (eDispatch.01)	Number of Runs	Percent of Total Runs
Abdominal Pain/Problems	16	19.75%
Sick Person	13	16.05%
Breathing Problem	10	12.35%
Falls	8	9.88%
Back Pain (Non-Traumatic)	5	6.17%
Convulsions/Seizure	4	4.94%
Traffic/Transportation Incident	4	4.94%
Overdose/Poisoning/Ingestion	3	3.70%
Unconscious/Fainting/Near-Fainting	3	3.70%
Assault	2	2.47%
Chest Pain (Non-Traumatic)	2	2.47%
Allergic Reaction/Stings	1	1.23%
Cardiac Arrest/Death	1	1.23%
Diabetic Problem	1	1.23%
Drowning/Diving/SCUBA Accident	1	1.23%
Heart Problems/AICD	1	1.23%
Hemorrhage/Laceration	1	1.23%
Industrial Accident/Inaccessible Incident/Other Entrapments (Non-Vehicle)	1	1.23%
MED-F (Medical Facility)	1	1.23%
Stroke/CVA	1	1.23%
Traumatic Injury	1	1.23%
Unknown Problem/Person Down	1	1.23%
Total: 81		Total: 100.00%

Runs by Provider Impression

Situation Provider Primary Impression (eSituation.11)	Number of Runs	Percent of Total Runs
Abdominal Pain / Problems (R10.84)	17	20.99%
Pain (G89.1)	13	16.05%
Respiratory Distress - Unspecified (J80)	7	8.64%
Weakness (General) (R53.1)	7	8.64%
Altered Level of Consciousness (R41.82)	4	4.94%
Anxiety / Emotional Upset (F41.9)	3	3.70%

Situation Provider Primary Impression (eSituation.11)	Number of Runs	Percent of Total Runs
No Apparent Illness/Injury (Adult) (Z00.00)	3	3.70%
Seizure - Post (G40.909)	3	3.70%
	2	2.47%
Alcohol Intoxication (F10.92)	2	2.47%
Cardiac Arrest (I46.9)	2	2.47%
Cardiac Dysrhythmia - Tachycardia (R00.0)	2	2.47%
Chest Pain - Suspected Cardiac (I20.9)	2	2.47%
Syncope/Near Syncope (R55)	2	2.47%
Behavioral / Psychiatric - Disorder/Issue (F99)	1	1.23%
COVID-19 Pt had contact with positive tested patient (Z20.828)	1	1.23%
Diabetic - Hypoglycemia (E13.64)	1	1.23%
Dizziness / Vertigo (R42)	1	1.23%
Medical Device Related Issue (T82.1)	1	1.23%
No Apparent Illness/Injury (Pediatric) (Z00.129)	1	1.23%
Overdose / Poisoning / Ingestion (F19)	1	1.23%
Sepsis (A41.9)	1	1.23%
Stings/ Venomous Bites (T63.0)	1	1.23%
Stroke/CVA (I63.9)	1	1.23%
Submersion/Drowning (T71.9)	1	1.23%
Traumatic Injury (T14.90)	1	1.23%
	Total: 81	Total: 100.00%

Procedures Administered

Procedure Performed Description And Code (eProcedures.03)	Number of Times Procedure Administered	Percent of Total Procedures Administered
Electrocardiographic monitoring (46825001)	96	38.87%
Venous Access - IV (392230005)	33	13.36%
Blood Glucose Measurement (302789003)	28	11.34%
Cardiac Monitor - 12 Lead ECG Obtained (268400002)	24	9.72%
	18	7.29%
Defibrillation - Manual (426220008)	18	7.29%
Venous Access - Saline Lock (425074000)	13	5.26%
Cardiac Monitor - ECG Monitoring (428803005)	4	1.62%
Oxygen Administration - Nonrebreather Mask (371908008)	2	0.81%
Airway - i-gel SGA Device (424979004)	1	0.40%
Blood Draw (396540005)	1	0.40%
CPR - Manual (89666000)	1	0.40%
Defibrillation - AED (233169004)	1	0.40%
Orthostatic Vital Signs (425058005)	1	0.40%
Oxygen Administration - BVM via Mask (425447009)	1	0.40%
Patient Assessment (422618004)	1	0.40%
Spinal Motion Restriction - Cervical Collar Applied (49689007)	1	0.40%
Spinal Motion Restriction - Full (426498007)	1	0.40%
Venous Access - IO (Intraosseous) (430824005)	1	0.40%
Wound Care - Pressure Dressing Application (26906007)	1	0.40%
	Total: 247	Total: 100.00%

Medications Administered

Medication Given Description And RXCUI Code (eMedications.03)	Number of Times Medication Administered	Percent of Total
	43	31.62%
Normal saline (125464)	41	30.15%
Fentanyl (4337)	11	8.09%
Ondansetron (26225)	11	8.09%
Epinephrine 1:10,000 (0.1 mg/mL) (317361)	6	4.41%
Oxygen (7806)	6	4.41%
Midazolam (6960)	4	2.94%

Medication Given Description And RXCUI Code (eMedications.03)	Number of Times Medication Administered	Percent of Total
Naloxone (7242)	3	2.21%
Albuterol (435)	2	1.47%
Amiodarone (703)	2	1.47%
Glucose (Oral) (4850)	2	1.47%
Adenosine (296)	1	0.74%
Aspirin (1191)	1	0.74%
Atrovent (151390)	1	0.74%
Nitroglycerin (4917)	1	0.74%
Sodium Bicarbonate (36676)	1	0.74%
Total: 136		Total: 100.00%

Average Run Mileage Summary Report

Average Run Mileage to Scene	Minimum Run Mileage to Scene	Maximum Run Mileage To Scene	Average Run Mileage Scene to Destination	Minimum Run Mileage Scene to Destination	Maximum Run Mileage Scene to Destination	Average Run Total Distance	Minimum Run Total Distance	Maximum Run Total Distance	Number of Runs
0.00	0	0	22.55	1	33	0.00	0	0	81

Run Times - Unit Arrived on Scene to Unit Left Scene in Minutes

Incident Unit Arrived On Scene To Unit Left Scene Range In Minutes	Number of Runs	Percent of Total Runs
	24	29.63%
0 to <5	5	6.17%
5 to <10	22	27.16%
10 to <15	17	20.99%
15 to <20	7	8.64%
20 to <25	1	1.23%
25 to <30	3	3.70%
30 to <35	1	1.23%
40 to <45	1	1.23%
Total: 81		Total: 100.00%

Run Times - Unit Enroute to Unit Arrived on Scene in Minutes

Incident Unit En Route To Unit Arrived On Scene Range In Minutes	Number of Runs	Percent of Total Runs
	1	1.23%
0 to <5	60	74.07%
5 to <10	15	18.52%
10 to 15	2	2.47%
> 15	3	3.70%
Total: 81		Total: 100.00%

Run Times - Unit Left Scene to Patient Arrived at Destination in Minutes

Incident Unit Left Scene To Patient Arrived At Destination Range In Minutes	Number of Runs	Percent of Total Runs
	24	29.63%
0 to <5	1	1.23%
> 15	56	69.14%
Total: 81		Total: 100.00%

Transport Mode from Scene

Disposition Transport Mode From Scene (eDisposition.17)	Number of Runs	Percent of Total Runs
Code 2	55	67.90%
	23	28.40%
Code 3	3	3.70%
Total: 81		Total: 100.00%

Runs by Patient Race

Patient Race List (ePatient.14)	Number of Runs	Percent of Total Runs
White	65	80.25%
Hispanic or Latino	9	11.11%

Patient Race List (ePatient.14)	Number of Runs	Percent of Total Runs
Other Race	3	3.70%
	2	2.47%
American Indian or Alaska Native	1	1.23%
Black or African American	1	1.23%
	Total: 81	Total: 100.00%

Runs by Patient Age Range in Years

Patient Age Range In Years	Number of Runs	Percent of Total Runs
	2	2.47%
1 - 9	2	2.47%
10 - 19	3	3.70%
20 - 29	8	9.88%
30 - 39	14	17.28%
40 - 49	3	3.70%
50 - 59	8	9.88%
60 - 69	15	18.52%
70 - 79	12	14.81%
80 - 89	8	9.88%
90 - 99	5	6.17%
100 - 120	1	1.23%
	Total: 81	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
		23	28.40%
Adventist Health Ukiah Valley	20506	1	1.23%
Healdsburg District Hospital	20157	26	32.10%
Kaiser Permanente - Santa Rosa	20203	13	16.05%
Santa Rosa Memorial Hospital	20402	5	6.17%
Sutter Santa Rosa Regional Hospital	20478	13	16.05%
		Total: 81	Total: 100.00%

CLOVERDALE AMBULANCE

Balance Sheet
August 31, 2021

ASSETS

Current Assets		
Exchange Bank Bus. Checking	\$	93,234.66
SBA PPP Payment-delete		54,129.90
RESERVE/CAPITAL ACCT		466,154.50
Ambulance Replacment Savings		211,054.81
Accounts Receivable Ambulance		204,012.57
Reserve for Doubtful Accts.		6,517.29
Prepaid insurance		7,524.87
Accum depreciation - Equipment		346,441.41
Medical Director		500.00
SBA PPP Payment		(16,807.67)
		<hr/>
Total Current Assets		1,372,762.34
Property and Equipment		
Land		17,789.00
Ambulance and Equipment		115,607.00
Furniture and fixtures		16,563.64
Building and Improvements		323,365.96
A/D - Other Fixed Assets		(373,922.00)
		<hr/>
Total Property and Equipment		99,403.60
Other Assets		
		<hr/>
Total Other Assets		0.00
		<hr/>
Total Assets	\$	<u>1,472,165.94</u>

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts payable	\$	4,496.15
Accrued retirement benefits		(779.54)
Accrued Interest		57.20
Accrued AFLAC		307.57
		<hr/>
Total Current Liabilities		4,081.38
Long-Term Liabilities		
		<hr/>
Total Long-Term Liabilities		0.00
		<hr/>
Total Liabilities		4,081.38
Capital		
Fund Balance		731,591.05
Prior Year Profit (Loss)		681,350.01
Net Income		55,143.50
		<hr/>
Total Capital		1,468,084.56
		<hr/>
Total Liabilities & Capital	\$	<u>1,472,165.94</u>

CLOVERDALE AMBULANCE

Income Statement

Compared with Budget

For the Two Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues					
Ambulance Service	\$ 128,155.40	\$ 145,000.00	\$ 271,354.89	\$ 290,000.00	(18,645.11)
Less - Contract Allowances	(60,765.66)	(42,000.00)	(102,702.67)	(84,000.00)	(18,702.67)
Property Tax (13)	0.00	0.00	4,828.59	4,900.00	(71.41)
Special Assessment	0.00	0.00	4,518.00	4,500.00	18.00
Interest Income	0.00	29.17	31.68	58.34	(26.66)
Other (Income) and Expenses	0.00	1,250.00	0.00	2,500.00	(2,500.00)
Total Revenues	67,389.74	104,279.17	178,030.49	217,958.34	(39,927.85)
Cost of Sales					
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00
Gross Profit	67,389.74	104,279.17	178,030.49	217,958.34	(39,927.85)
Expenses					
Salaries & Wages	34,764.50	41,427.50	69,964.00	82,855.00	(12,891.00)
Health benefits employer	4,296.67	6,666.67	8,728.27	13,333.34	(4,605.07)
Fuel Expense	2,023.32	2,083.33	3,695.04	4,166.66	(471.62)
Work Comp ACHD	1,688.00	1,833.33	1,688.00	3,666.66	(1,978.66)
Payroll Exp UTI/ETT	123.42	130.00	252.54	260.00	(7.46)
Amb Repair Maintenance	1,208.99	1,400.00	7,198.61	2,800.00	4,398.61
Supplies Patient	3,453.68	2,500.00	5,139.72	5,000.00	139.72
Employee Benefits Volunteers	945.91	666.67	2,806.93	1,333.34	1,473.59
Outside Services	0.00	1,333.33	1,326.34	2,666.66	(1,340.32)
Patient Refunds	459.89	0.00	459.89	0.00	459.89
employer soc. sec.	2,142.28	2,200.00	4,311.53	4,400.00	(88.47)
Employer Medicare	501.03	510.00	1,008.39	1,020.00	(11.61)
Capital Equipment	0.00	2,083.33	0.00	4,166.66	(4,166.66)
Utilities	1,063.24	750.00	1,985.86	1,500.00	485.86
Insurance - General	1,583.30	1,916.67	3,166.60	3,833.34	(666.74)
Office expense	2,261.53	2,083.33	4,424.69	4,166.66	258.03
Office Building Repair	0.00	166.67	(282.00)	333.34	(615.34)
Payroll Tax FUTA	43.56	50.00	89.13	100.00	(10.87)
Telephone	530.07	291.67	792.56	583.34	209.22

CLOVERDALE AMBULANCE
Income Statement
Compared with Budget
For the Two Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget	Year to Date Variance
Total Expenses	57,089.39	68,092.50	116,756.10	136,185.00	(19,428.90)
Net Income	\$ 10,300.35	\$ 36,186.67	\$ 61,274.39	\$ 81,773.34	(20,498.95)

CLOVERDALE HEALTHCARE DISTRICT AMBULANCE
FINAL BUDGET FY 2021--2022
OPERATIONS

SALARIES AND WAGES **\$497,130**

Positions	Approved positions	
FTE Paramedics	3	219,400
FTE EMT	3	157,650
PT Paramedic		12,960
PT EMT		21,120
PT District Admin	1	56,000
Overtime		30,000

TAXES **\$40,000**

Medicare	\$8,000
FUTA	\$2,000
Soc Sec.	\$26,000
SUI/ETT	\$4,000

EMPLOYEE BENEFITS **\$80,000**

WORK COMP **\$22,000**

FUEL EXPENSE **\$25,000**

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	\$30,000
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OUTSIDE SERVICES	\$16,000
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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	\$1,500
Ninth Brain	\$3,300
Web Hosting	\$1,800

UTILITIES	\$7,200
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PG&E Office Building	\$5,744
Water	\$700
Disposal	\$756

TELEPHONE/DATA	\$3,500
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OFFICE EXPENSE	\$25,000
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Standard Supplies	\$10,500
Forms	\$500
Fire Extinguisher Maint.	\$80
Computer Updates	\$1700
Postage	\$1800
Unexpected/Misc	\$2820
Cable	\$2000
LAFCO	\$1500
Residential Supplies	\$4,100

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

INSURANCE-GENERAL	\$23,000
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ARCH-Liability, Auto D&O	\$18,000
Hartford Accident	\$350
Fidelity Crime Bond	\$1150
Reserve Self Insurance	\$2,500
Property Insurance Deduct	\$1,000

LEGAL	\$500
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ACCOUNTING	\$7,200
BUILDING MAINTENANCE	\$2000
APPRECIATION DINNER	\$800
VOLUNTEER BENEFIT/EXP	\$8000
GEMT QAF FEE	\$11,000

OPERATING EXPENSE	\$810,930
AMBULANCE SUSPENSION	\$8,000
CAPITAL EXPENSE	\$25,000
AMBULANCE	
REPLACEMENT/LEASE FEE	\$29,000
IGT DHCS FEE	\$10,000
TOTAL EXPENSE	\$879,930

FINAL BUDGET FY 2021-2022
INCOME

OPERATIONS	\$491,000
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Ambulance Services NET	\$496,000
Provision for bad debt	(\$5,000)

NON OPERATING INCOME	\$481,000
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Prop 13 taxes	\$46,500
Special Assessment	\$158,364
Interest Income @	\$350
Developer Impact Fees (impound)	\$4,000
IGT Funding	\$100,000
Other	\$15,000
IGT DHCS Fee Return	\$10,000

INCOME	\$ 825,214
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EXPENSE	\$ 879,930
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CLOVERDALE HEALTH CARE DISTRICT

RESOLUTION 21-04

A RESOLUTION OF THE CLOVERDALE HEALTH CARE DISTRICT ADOPTING A BUDGET FOR FISCAL 2021-2022

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 12, 2021 and August 9, 2021 and September 13, 2021

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,

Now, therefore be it resolved the Board of Directors of the Cloverdale Health Care District Do hereby adopt a Final Budget for Fiscal 2021-2022

Duly adopted this Thirteenth day of September 2021 by the following roll call vote:

Ayes in favor of: MARTIN DELSID WINTER HANCHETT
DeMARTINI

Noes:
Abstain:
Absent

Approved

Attested

President

Secretary

Customer Sales Order Pricing Summary



9/7/2021

Steve De La Montanya 707-529-7522
 10941 Weaver Avenue
 So El Monte, CA 91733

Cloverdale Ambulance Service

P.O. Box 33
 Cloverdale, CA 95425
 Thomas Hinrichs (707) 894-5862

3040

VIN Number

Parent Job 3040

Quoted by: Steve de la M

PLEASE REVIEW THE ATTACHED SALES ORDER FOR ACCURACY. BY SIGNING THIS FORM IT IS AGREED THE PRICING AND THE
 SALES ORDER ARE ACCURATE AND CONFIRMED. CHANGE ORDER FEES MAY APPLY IF ANY CHANGES ARE REQUESTED.

VEHICLE CONTRACT TOTALS

Each

Total Vehicles = 1

1. 1	Subtotal for base vehicle, rebates and discounts	\$117,161.00	\$117,161.00
1. 2	Subtotal for all option items	\$94,509.00	\$94,509.00
1. 3	TOTAL FOR VEHICLE AND ALL ITEMS IN THE CONTRACT	\$211,670.00	\$211,670.00

VEHICLE CONTRACT TOTALS AND ADDITIONAL FEES

Each

Total Vehicles = 1

1. 4	Subtotal for base vehicle and all taxable items	\$211,670.00	\$211,670.00
1. 5	Sales tax calculated at: 8.5 %	\$17,991.95	\$17,991.95
1. 6	Estimated DMV Fees	\$0.00	\$0.00
1. 7	Tire Fees (\$1.75) per tire: 7	\$12.25	\$12.25
1. 8	Delivery Fees	\$1,000.00	\$1,000.00
1. 15	FINAL TOTAL INCLUDING ALL FEES	\$231,474.20	\$231,474.20

NOTED ITEMS ALREADY INCLUDED IN CONTRACT PRICE

Each

Total Vehicles = 1

1. 16	Estimated completion: Build from current stock chassis 180 days	\$0.00	\$0.00
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Customer Representative

Date: _____

Payment: (Please check one)

Leasing ☐Company Check ☐Wire Transfer ☐

Print Name

Signature

Purchaser agrees to defend, indemnify and hold Halcore Group Inc., dba Leader Industries, harmless from any claims, costs
 (including actual attorney's fees), damages and liabilities caused in whole or in part by any alteration or modification of, or
 changes or additions to these purchased products.

TERMS: All Vehicle Sales are C.O.D. unless approved in advance by Leader.**Titles to be processed Upon Receipt of Payment in Full.****Quotation is valid for 60 days**



August 23, 2021

RE – **Cloverdale Health Care District** - Municipal Finance Quote

REV Financial Services is pleased to present the following Municipal Finance Proposal described below:

PROPOSAL:

LESSEE:	Cloverdale Health Care District						
PROPERTY:	Leader Ambulance						
EXPIRATION:	October 8, 2021						
INDEX:	INDEXED TO Like Term SWAP Rate – Rates subject to change						
FINANCE QUOTE:	Finance Amount	Rate	Payments	Factor	Pmts / Year	Term	Adv. / Arr.
\$100,000 Down	\$ 131,474.20	2.91%	\$ 28,634.26	0.217793770	1	5 years	Arrears
\$100,000 Down	\$ 131,474.20	2.92%	\$ 2,357.75	0.017933162	12	60 months	Arrears
\$50,000 Down	\$ 181,474.20	2.91%	\$ 39,523.95	0.217793770	1	5 years	Arrears
\$50,000 Down	\$ 181,474.20	2.92%	\$ 3,254.41	0.017933162	12	60 months	Arrears
\$0 Down	\$ 231,474.20	2.91%	\$ 50,413.64	0.217793770	1	5 years	Arrears
\$0 Down	\$ 231,474.20	2.92%	\$ 4,151.06	0.017933162	12	60 months	Arrears

FINANCING: This is a tax-exempt, municipal government lease purchase with the title to the property passing to Lessee. This is a net lease under which, all costs, including insurance, maintenance, and taxes, are paid by Lessee for the term of the lease. Rates assume municipal/bank qualified.

NOTES: \$0 Documentation Fee. Monthly Pays requires ACH.

APPROVAL: This proposal, until credit approved, serves as a quotation, not a commitment by Lessor to provide credit or property. Lessor acceptance of this Proposal is subject to credit; collateral and essential use review and approval by Lessor. The interest rate quoted herein assumes that the interest component of the Payments is exempt from federal income tax. Lessor will provide a taxable financing proposal if it is determined that the financing will not qualify for tax-exempt interest rates. The financing contemplated by this proposal is subject to the execution and delivery of all appropriate documents (in form and substance satisfactory to Lessor), including without limitation, to the extent applicable, the Master Lease Agreement, any Schedule, financing statements, legal opinion or other documents or agreements reasonably required by Lessor. The quoted interest rate assumes the Lessee designates the Lease as "bank-qualified" pursuant to Section 265(b) of the Code.

Thank you for the opportunity to present this proposal. If you have any questions, please contact me at my number or e-mail address below.

Sincerely,

Todd Stevenson
National Sales Manager
(303) 254-6350
todd.stevenson@revgroup.com
www.REVgroup.com

Proposal Acceptance: Please Circle Options Below

Down Pay: \$0 / \$50,000 / \$100,000
Structure: Annual Pays / Monthly Pays

Signed: _____

Name: _____

Title: _____

Date: _____