

COAST LIFE SUPPORT DISTRICT

P.O. Box 1056, Gualala, CA 95445

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AGENDA  
REGULAR MEETING OF THE BOARD OF DIRECTORS  
>>> 4:00 PM Monday Apr 24, 2017 <<<  
CLSD Headquarters – Bill Platt Training Room

- |  |             |
|--|-------------|
| 1. Call to Order                                   | Hughes      |
| 2. Adoption of the agenda                          | Hughes      |
| 3. Minutes Approval                                | Hughes      |
| 4. Privilege of the floor                          | Hughes      |
| 5. New Business                                    |             |
| a. FY18 Budget – Urgent Care                       | Kemp/Agee   |
| b. FY18 CLSD Preliminary Budget                    | Caley       |
| 6. Old Business                                    |             |
| a. Board goals - Update                            | Hughes      |
| b. EMS Appreciation Week: May 21 – 27, 2017 update | Caley       |
| 7. Reports:  |             |
| a. Finance: YTD                                    | Beaty       |
| i. Wittman ambulance revenue – FY17 Mar            |             |
| ii. Expenses – FY17 YTD                            |             |
| b. Communication Committee                         | Bower/André |
| i. CLSD Website - demo                             |             |
| c. MHA update                                      | Tittle      |
| 8. DA report                                       | Caley       |
| 9. Adjourn   | Hughes      |

**NEXT MEETINGS:** Scheduled Board of Director meetings are held at the Bill Platt Training Center unless otherwise noted. Upcoming meetings are:

May 22, 2017

Jun 26, 2017

Jul 24, 2017

COAST LIFE SUPPORT DISTRICT  
 Post Office Box 1056 • Gualala, California 95445  
 www.clsd.ca.gov



## MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS March 27<sup>th</sup>, 2017

**Call to Order:** Director Hughes called the meeting to order at 4:00 p.m. at the Bill Platt Training Room. Present: Directors André, Beaty, Bower, and Schwartz. Also, present: District Administrator Caley, Ops Manager Evan Dilks, and Executive Assistant Robin Bean. Excused Absents: Directors Perry and Tittle.

**Adoption of the Agenda:** Director Schwartz moved to adopt the agenda and seconded by Director Beaty. All ayes.

**Approval of Feb. 27<sup>th</sup>, 2017 Board Minutes:** Director Schwartz moved to approve the Feb. 27<sup>th</sup> meeting minutes and was seconded by Director André. All ayes.

**Privilege of the Floor – Public Comment:** No comments from the public.

**New Business – None**

### Reports:

#### a. Finance: YTD

- I. **Wittman ambulance revenue – FY17 Feb:** February gross charges \$181,740.60. Net receipts received for Feb. \$40,689.99.
- II. **Expenses – FY17 YTD:** Expenses continue to be within budget.
- III. **GEMT (Ground Emergency Medical Transport) Update:** CLSD expected ~\$22,250 for FY15/16. But, recently informed the reimbursement will be higher (~\$33,500) due to the Affordable Care Act (ACA). FY14/15 will also receive a positive adjustment (ACA reimbursement) as well. CLSD continues to await Federal release of funds for previous GEMT cycles: ~\$53k (not funded as of to-date).
- IV. **Equipment Purchase and Maintenance FY17:** With the support and recommendation of the Finance Committee, the BOD approved the purchase of a new Cardiac Monitor and two Power Gurneys. A detailed discussion took place by the BOD (e.g. whether to also purchase the extended warranty). The purchases were unanimously approved with the discretion of extended warranties left to the DA and OPS Mgr to further investigate and determine value.
- V. **P&L Actuals vs Budget: FY17 Report:** Board of Directors reviewed the "P&L Actuals vs Budget" Report.

### Old Business:

- a. **Discussion: New Board Orientation – Update:** Components of the packet was led by Director Hughes. Since there are no new Directors at this time, the final deliverable has been moved into FY17/18.
- b. **Board goals – Update:** Director Hughes reviewed with the BOD the Goals and Action Plan for CLSD: 2016-2017. Action steps were discussed along with the status of the goals and revision of dead-lines.
- c. **Audit – Update:** Due to the prolonged illness of the auditor and a busier than anticipated tax season, the final Audit report has been delayed. DA Caley requested and received a formal letter from the



Auditor stating the delay has been due to their heavy workload ahead of the April 18<sup>th</sup> individual tax due date and March 31<sup>st</sup> federal audit deadline. This is NOT any kind of negative reflection on CLSD. The final audit report is guaranteed no later than May 3<sup>rd</sup>, 2017.

- d. **Fair Political Practices Commission – Biennial Notice Requirements:** Currently CLSD is in the 45-day public comment period in the updating of the CLSD Conflict of Interest Code (initiated at last month's BOD meeting). All Directors have completed and updated Form 700s, which have been submitted before the April 1<sup>st</sup> deadline.
- e. **EMS Appreciation Week: May 21- 27, 2017:** To show appreciation to our District's EMS First Responders, CLSD and RCMS will to co-host an EMS Appreciation BBQ. However, three of the local Fire Departments have major fund raising events either immediately before/after EMS Appreciation Week. So, not to take away from those events, CLSD and RCMS have agreed to defer their EMS Appreciation event to July or August 2017. Meanwhile CLSD will elect other ways of showing support during EMS week such as a large ad in the ICO.

#### **Communications Committee:**

- a. **CLSD Website:** Updates to insure a user friendly platform and continued progress are being made to the site. Director Bower currently expects to demo a preview of the site at the April BOD.

#### **Mendonoma Health Alliance – Update:**

- a. Community forums are scheduled to take place April 4<sup>th</sup> (6-8 PM) at the Gualala Community Center and April 9<sup>th</sup> (2-4 PM) at Point Arena Library – to conduct the "Community Health Needs Assessments". These are being held to solicit community feedback, priorities, and ideas etc. regarding rural healthcare needs. These are free events and refreshments included). In the meantime, the "Community Health Needs Assessment" was shared via diverse local digital platforms and reached a fair amount of individuals resulting in 155 completed surveys. The numbers are anticipated to grow as the community becomes more aware. MHA is holding its final (4<sup>th</sup>) strategic planning grant retreat (2<sup>nd</sup> week of April). MHA continues to await the announcement of the implementation planning grant (which will fund ~\$300k ea. year for the next 3 years).

#### **Community Fall Prevention Program - Matter of Balance:**

- a. March 15<sup>th</sup> the second MOB class concluded since the start of the CFPP. The initial class was offered in Gualala and this class was in Timber Cove. Classes are held once a week for 8 weeks emphasizing cognitive and practical strategies to manage falls. Efforts are currently under way to start a MOB class in the Point Arena/Manchester area. Mid to late summer, class will be planned in Gualala. A flyer "There are 14 dangerous things in this picture, can you spot all of them?", along with a Community Fall Prevention Program "Home Safety Checklist" were shared as example tools to distribute at the schools in hopes that they can utilize younger generations help identify safety issues in their own family homes.

#### **DA report:**

- Assemblyman John Wood was here on Mar 4<sup>th</sup>. The DA attended the brunch and his townhall, conversing with him between events and his District Director Ruth Valenzuela. He understands the challenges of us having the longest ambulance transports in the state and remains an advocate for us as needed. He is the Chair of the Healthcare Committee in the CA Assembly.
- Transitioning Bookkeeping back in-house. Robin has trained with Jane Kelley the last several payrolls. In the process of merging our data on CLSD newly licensed QuickBooks software.
- On-boarded IT support. Using HITCare (same as RCMS) and we are in the process of early stages of assessment for our IT infrastructure.
- EMS Surveys. Customer Survey has been edited and finalized. We are working with Wittman to build an exportable report we expect to have in about a week and then can begin.
- Employee Engagement survey: All feedback from the committee was incorporated and now waiting to finalize with the expertise of the EMS Survey. Included are the questions the BOD requested. Hope to implement within 30 days.
- Scheduled a Supervisors' training in April for our replacement of Performance Management reviews rather than the old Annual Performance Evaluation. The session will be facilitated by Rich Hughes.



**Deployment / Staffing**

- ALS (M-120) and second out BLS (B-121) was staffed 100%
- EMT Staffing continues to be strong
- Our medic is back from FMLA. Double medic occurrences should be more frequent.

**Facilities**

- Representative came out for the vehicle exhaust and gave quote of 10K for upgrades and labor. Alternative is for repair current system and use local labor. This would stay around 5k in expense.
- Work has started on the training room. Old radiant heating system removed and drywall/plasting repair is complete. Next step is painting.

**Vehicles/Equipment**

- Vehicles are currently in good working order with no major repairs and very few outstanding issues.
- Besides the cardiac monitor issue all equipment is in good working order.

**Community events / Training**

- All CPR instructors will be updated with new American Heart Association materials....in progress
- Goldie Pounds continues to organize and develop the CPR and community programs.
- CPR
  - PA schools are scheduled for March 29<sup>th</sup>.
  - Coast little league had 40 people instructed in first aid and CPR
  - CLSD community CPR / first aid had 7 people
  - Amateur radio group had approximately 25 people instructed in CPR and first aid.
- Matt Bold and Ethan Pack are in the process of becoming CPR instructors for CLSD
- CREST – this week is our third meeting March 29<sup>th</sup>. Tuck called in
- EMS education night was Friday 15 attendees

**Other issues**

- Working with RCMS / South Coast Fire on Helipad issue (antenna now down at SCVFD station).

**Adjournment:** at 5:25 pm. Director André moved for adjournment, Director Bowers seconded, all ayes.

Next Board of Directors Meeting: to start 4 pm,

- Monday, April 24<sup>th</sup>, 2017
- Monday, May 22<sup>nd</sup>, 2017
- Monday, June 26<sup>th</sup>, 2017

Minutes Approved:

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(Date)

**Summary of Changes in Urgent Care Budget for FY 2017-18 from FY 2016-17 Budget and YTD Annualized**

	FY 2016-17 Budget	2016-17 YTD Annualized	FY 2017-18 Budget	Change Budget to Budget	% of Total Change	Change YTD to Budget	% of Total Change
NET OPERATING REVENUE	889,586	864,014	802,795	(86,791)	62%	(61,219)	71%
TOTAL OTHER GAINS AND LOSSES	970,879	1,034,401	1,036,426	65,547	-47%	2,025	-2%
Total Revenue	1,860,465	1,898,415	1,839,221	(21,244)	15%	(59,194)	68%
Staff	1,193,829	1,153,728	1,168,135	(25,694)	18%	14,407	-17%
Facilities	28,280	41,947	28,280	-	0%	(13,667)	16%
Other	328,778	317,720	356,331	27,553	-20%	38,611	-45%
TOTAL OPERATING EXPENSES	1,550,886	1,513,395	1,552,746	1,860	-1%	39,351	-45%
ALLOCATION OF ADMINISTRATION	299,265	428,968	416,995	117,730	0%	(11,974)	0%
Total Operating Expenses After Admin Allocation	1,850,151	1,942,363	1,969,741	119,589	-84%	27,377	-32%
Net Operating Income	10,314	(43,948)	(130,520)	(140,833)	100%	(86,571)	100%



	Actual FY16	Budget FY16	Budget FY17	Budget FY18	FY17 vs FY18 Changes	% Change
Income	Actual	Budget	Budget	Draft Budget		
<b>4000 CLSD Special Taxes</b>						
<b>4001 Mendocino County Taxes</b>						
4004 Mendocino Ambulance Tax	470,808	473,572	474,012	477,664	3,652	0.77%
4009 Mendocino Urgent Care Tax	333,391	334,535	335,168	402,572	67,404	20.11%
4010 Mendocino Special Tax	93,571	87,000	92,672	92,672	-	0.00%
<b>Total 4001 Mendocino County Taxes</b>	<b>897,769</b>	<b>895,107</b>	<b>901,852</b>	<b>972,908</b>	<b>71,056</b>	<b>8%</b>
<b>4002 Sonoma County Taxes</b>						
4024 Sonoma Ambulance Tax	371,556	364,716	368,632	372,856	4,224	1.15%
4025 Sonoma Urgent Care Tax	302,775	302,162	302,795	364,369	61,574	20.34%
<b>Total 4002 Sonoma County Taxes</b>	<b>674,332</b>	<b>666,878</b>	<b>671,427</b>	<b>737,225</b>	<b>65,798</b>	<b>10%</b>
<b>Total 4000 CLSD Special Taxes</b>	<b>1,572,101</b>	<b>1,561,985</b>	<b>1,573,279</b>	<b>1,710,133</b>	<b>136,854</b>	<b>9%</b>
4100 Interest Income	182	1,338	-	150	150	-
<b>4200 Ambulance Income</b>						
4201 Ambulance Transport Billings	2,475,216	534,896	575,576	600,000	24,424	4.24%
4220 Writedowns - Misc	(50,910)	-	-	-	-	-
4225 Writedowns - MediCar/Cal	(1,622,166)	-	-	-	-	-
4228 Writedowns - District Resident Discount	-	(38,478)	(40,000)	(40,000)	-	0.00%
<b>Total 4201 Ambulance Transport Billings</b>	<b>802,139</b>	<b>496,418</b>	<b>535,576</b>	<b>560,000</b>	<b>24,424</b>	<b>4.56%</b>
<b>Total 4200 Ambulance Income</b>	<b>802,139</b>	<b>496,418</b>	<b>535,576</b>	<b>560,150</b>	<b>24,574</b>	<b>4.59%</b>
4400 Miscellaneous Income	4,693	5,299	2,150	3,000	850	39.51%
4410 Intergovernmental Transport (IGT)	84,076	80,000	81,500	101,923	20,423	25.06%
4420 Ground Emerg Med Transport	-	20,000	10,000	20,000	10,000	100.00%
Unapplied Cash Payment Income	-	-	-	-	-	-
<b>Total Income</b>	<b>2,463,191</b>	<b>2,165,040</b>	<b>2,202,505</b>	<b>2,395,356</b>	<b>192,851</b>	<b>8.76%</b>
<b>Gross Profit</b>	<b>2,463,191</b>	<b>2,165,040</b>	<b>2,202,505</b>	<b>2,395,356</b>	<b>192,851</b>	<b>8.76%</b>
<b>Expenses</b>						
<b>5000 Wages and Benefits</b>						
5200 Health Insurance	96,583	108,250	96,000	108,000	12,000	12.50%
5300 Payroll Taxes Employer Costs	26,782	31,168	31,057	32,328	1,271	4.09%
5350 PERS Employer Costs	93,444	98,114	117,585	92,182	(25,433)	-21.63%
5405 Administration Salaries	197,229	229,530	188,779	234,539	45,760	24.24%
5405.1 Admin Salaries-Allocate to UC	(15,316)	(21,526)	(22,681)	(22,724)	(43)	0.19%
5410 Ambulance Operations Wages	546,701	568,701	599,482	595,955	(3,527)	-0.59%
5430 Extra Duty/Stipend Pay/DA	32,837	33,068	32,808	17,196	(15,612)	-47.59%
5460 Other Compensation	1,376	3,527	-	-	-	-
5500 Work Comp Insurance	37,521	39,032	30,950	46,409	15,459	50.24%
<b>Total 5000 Wages and Benefits</b>	<b>1,017,157</b>	<b>1,089,864</b>	<b>1,073,990</b>	<b>1,103,855</b>	<b>29,865</b>	<b>2.79%</b>
<b>6000 Ambulance Operations</b>						
6030 Medical Director Fee-non AHUC	37,800	37,800	37,800	43,200	5,400	14.29%
6040 Dispatch Services	30,900	30,900	31,020	23,500	(7,520)	-24.24%
6050 Misc Reimbursements	1,098	-	-	-	-	-
<b>6100 Station/Crew Expenses</b>						
6101 Facility Repair & Maintenance	-	-	-	4,000	4,000	-
6102 Facility Furniture	-	-	-	(12,000)	12,000	-
6100 Uniforms & Med Tests	4,479	4,700	5,000	5,000	-	0.00%
6110 Supplies, Rental, Cleaning etc	14,312	12,800	21,800	13,000	(8,800)	-40.37%
6210 Vehicle Repair & Maintenance	17,951	15,000	15,000	20,000	5,000	33.33%
6240 Vehicle Fuel	12,022	15,000	15,000	15,000	-	0.00%
6410 Radios & Comm Equip	778	3,750	8,100	4,000	(4,100)	-50.62%
6510 Medical Supplies & Equipment	40,030	30,900	28,900	40,000	11,100	38.41%
6980 Misc. Employee Training Expense	3,738	5,700	10,100	6,000	(4,100)	-40.59%
<b>Total 6000 Ambulance Operations</b>	<b>163,108</b>	<b>156,850</b>	<b>172,720</b>	<b>185,700</b>	<b>12,980</b>	<b>7.52%</b>
<b>6700 Overhead/Administration</b>						
6180 Utilities	11,037	12,000	12,000	16,500	4,500	37.50%
6188 Telephone	7,843	5,500	12,000	1,200	(10,800)	-90.00%
6300 Insurance	15,006	12,134	16,350	17,000	650	3.98%
6711 Outside Agency Collections	80	1,400	-	-	-	-
6713 Ambulance Billing	49,372	33,000	33,031	38,753	5,722	17.32%
6718 Office Supp/Equip/Software	4,255	3,500	5,300	5,000	(300)	-6.60%
6718.1 Office Supplies	-	-	-	-	-	-
6718.2 Computer Equipment	-	-	-	3,000	3,000	-
6718.3 Software	-	-	-	1,575	1,575	-

6720 Board Expenses	913	5,000	5,000	2,500	(2,500)	-50.00%
6730 Consultants						
6734 IT	1,420	-	6,750	9,000	2,250	33.33%
6735 EMS Survey	-	-	2,435	3,500	1,064	43.68%
6737 Financial/Bookkeeping	18,475	9,180	14,000	3,000	(11,000)	-78.57%
6738 Legal	9,600	3,000	10,000	10,000	-	0.00%
6740 Audit	8,500	12,000	8,500	8,500	-	0.00%
6741 Tax Administration	12,580	10,118	10,345	10,430	85	0.82%
6742 Bank/Merchant Fees	1,181	1,000	1,000	1,000	-	0.00%
6755 Property Tax Administration	24,156	25,707	27,785	29,000	1,215	4.37%
6760 Education/Professional Dev	-	-	2,500	2,500	-	0.00%
6765 Election Costs/Reserve	-	-	10,000	10,000	-	0.00%
6770 Dues, Subscriptions, Membership	6,002	4,500	4,500	4,500	-	0.00%
6788 Printing & Reproduction	-	-	2,000	7,500	5,500	275.00%
6795 Travel/Transportation	762	500	1,500	4,500	3,000	200.00%
6970 Community Dev/Training	2,766	2,700	4,500	4,000	(500)	-11.11%
<b>Total 6700 Overhead/Administration</b>	<b>173,949</b>	<b>141,239</b>	<b>189,497</b>	<b>192,958</b>	<b>3,461</b>	<b>1.83%</b>
7000 Urgent Care						
7011 Admin Salaries-Alloc to UC	15,316	21,526	22,681	22,724	43	0.19%
7050 UC Contract	624,756	621,739	624,738	754,738	130,000	20.81%
<b>Total 7000 Urgent Care</b>	<b>640,072</b>	<b>643,265</b>	<b>647,419</b>	<b>777,462</b>	<b>130,043</b>	<b>20.09%</b>
8000 Interest Expense	3,138		4,086	3,000	(1,086)	-26.58%
8005 EMS Interest Expense		1,338		1,500	1,500	
<b>Total 8000 Interest Expense</b>	<b>3,138</b>	<b>1,338</b>	<b>4,086</b>	<b>4,500</b>	<b>414</b>	<b>10.13%</b>
9500 Depreciation Expense	76,453	96,000	80,794	79,415	(1,379)	-1.71%
Unapplied Cash Bill Payment Expense	-	-	-	-	-	-
<b>Total Expenses</b>	<b>2,073,877</b>	<b>2,128,256</b>	<b>2,168,506</b>	<b>2,343,990</b>	<b>175,484</b>	<b>8.09%</b>
<b>Net Operating Income</b>	<b>389,314</b>	<b>36,784</b>	<b>33,999</b>	<b>51,366</b>	<b>17,367</b>	<b>51.08%</b>
Other Miscellaneous Expense	-	-	-	-	-	-
Net Other Income	-	-	-	-	-	-
<b>Net Income</b>	<b>389,314</b>	<b>36,784</b>	<b>33,999</b>	<b>51,366</b>	<b>17,367</b>	<b>51.08%</b>

REVISED 4/21/17 (DC)



**Coast Life Support District  
Year to Date Report**

	CHARGES	MCARE WRITE DOWNS	MCAL WRITE DOWNS	OTHER CONTRACTUAL WRITE DOWNS	NET CHARGES	PAYMENTS	REFUNDS	NET PAYMENTS	BAD DEBT WRITE OFFS	OTHER WRITE OFFS	ADJUSTMENTS	NEW A/R BALANCE
APRIL '16	\$ 184,394.20	\$ 76,165.20	\$ 29,277.89	\$ 5,881.90	\$ 73,069.21	\$ 38,715.61	\$ -	\$ 38,715.61	\$ -	\$ -	\$ -	\$ 583,805.79
MAY '16	\$ 294,423.40	\$ 110,351.07	\$ 55,530.92	\$ 50.00	\$ 128,491.41	\$ 49,411.32	\$ 1,180.52	\$ 48,230.80	\$ 30,997.90	\$ -	\$ -	\$ 633,068.50
JUNE '16	\$ 196,073.40	\$ 121,644.68	\$ 45,210.77	\$ 5,589.80	\$ 23,628.15	\$ 74,812.87	\$ -	\$ 74,812.87	\$ -	\$ -	\$ 32.78	\$ 581,916.56
JULY '16	\$ 214,203.40	\$ 100,241.73	\$ 40,757.42	\$ 13,306.83	\$ 59,897.42	\$ 38,546.83	\$ -	\$ 38,546.83	\$ -	\$ 1,340.00	\$ -	\$ 601,927.15
AUGUST '16	\$ 210,141.00	\$ 100,470.04	\$ 42,856.02	\$ 2,020.79	\$ 64,794.15	\$ 62,639.13	\$ -	\$ 62,639.13	\$ 109,593.70	\$ 118.87	\$ -	\$ 494,369.60
SEPTEMBER '16	\$ 196,638.88	\$ 107,297.19	\$ 49,069.31	\$ 11,544.16	\$ 28,728.22	\$ 51,800.66	\$ -	\$ 51,800.66	\$ -	\$ 488.00	\$ 96.59	\$ 470,905.75
OCTOBER '16	\$ 196,349.32	\$ 102,512.05	\$ 24,756.58	\$ (47.90)	\$ 69,128.59	\$ 78,359.30	\$ -	\$ 78,359.30	\$ -	\$ -	\$ -	\$ 461,675.04
NOVEMBER '16	\$ 232,993.80	\$ 90,082.43	\$ 32,507.29	\$ 638.60	\$ 109,765.48	\$ 65,480.62	\$ -	\$ 65,480.62	\$ -	\$ 0.01	\$ -	\$ 505,959.89
DECEMBER '16	\$ 191,565.00	\$ 85,425.39	\$ 35,904.12	\$ 76.96	\$ 70,158.53	\$ 44,376.73	\$ 917.38	\$ 43,459.35	\$ 29,016.67	\$ 3,902.68	\$ -	\$ 499,739.72
JANUARY '17	\$ 295,900.10	\$ 135,364.56	\$ 31,435.52	\$ 10,840.81	\$ 118,259.21	\$ 76,233.22	\$ -	\$ 76,233.22	\$ -	\$ -	\$ -	\$ 541,765.71
FEBRUARY '17	\$ 181,704.60	\$ 66,854.12	\$ 54,733.20	\$ 13,899.32	\$ 46,217.96	\$ 48,692.55	\$ 8,002.56	\$ 40,689.99	\$ -	\$ -	\$ -	\$ 547,293.68
MARCH '17	\$ 231,975.80	\$ 130,377.38	\$ 48,901.17	\$ 1,832.80	\$ 50,864.45	\$ 58,969.91	\$ 2,000.00	\$ 56,969.91	\$ (727.00)	\$ 8,318.00	\$ -	\$ 533,597.22
<b>YEAR TO DATE TOTALS</b>	<b>\$ 2,626,362.90</b>	<b>\$ 1,226,785.84</b>	<b>\$ 490,940.21</b>	<b>\$ 65,634.07</b>	<b>\$ 843,002.78</b>	<b>\$ 688,038.75</b>	<b>\$ 12,100.46</b>	<b>\$ 675,938.29</b>	<b>\$ 168,881.27</b>	<b>\$ 14,167.56</b>	<b>\$ 129.37</b>	
<b>YTD PERCENTAGE OF REVENUE</b>		46.71%	18.69%	2.50%	32.10%	26.20%	1.76%	25.74%	6.43%	0.54%	0.01%	
<b>YTD PERCENTAGE OF NET REVENUE</b>								80.18%				

CMS → PCMS 35,370.00  
\$ 498,774



Coast Life Support District  
Summary P&L FY17  
July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
Income				
4000 · CLSD Special Taxes	1,283,712.57	1,179,959.00	103,753.57	108.8%
4100 · Interest Income	16.41			
4200 · Ambulance Income	593,040.12	401,682.00	191,358.12	147.6% <small>Budg=net rec' vs. gross chrg'</small>
4400 · Miscellaneous Income	5,071.36	1,613.00	3,458.36	314.4% <small>Donations,CPR etc.</small>
4410 · Intergovernmentl Transport(l...	0.00	61,125.00	-61,125.00	0.0%
4420 · Ground Emerg Med Trans...	0.00	7,500.00	-7,500.00	0.0%
<b>Total Income</b>	<b>1,881,840.46</b>	<b>1,651,879.00</b>	<b>229,961.46</b>	
<b>Gross Profit</b>	<b>1,881,840.46</b>	<b>1,651,879.00</b>	<b>229,961.46</b>	
Expense				
5000 · Wages and Benefits	832,463.32	805,496.00	26,967.32	103.3%
6000 · Ambulance Operations	97,473.51	129,540.00	-32,066.49	75.2%
6700 · Overhead/Administration	113,712.75	127,441.00	-13,728.25	89.2%
7000 · Urgent Care	481,138.00	485,563.00	-4,425.00	99.1%
8000 · Interest Expense	3,094.28	3,064.00	30.28	101.0%
9500 · Depreciation Expense	60,490.41	60,595.00	-104.59	99.8%
<b>Total Expense</b>	<b>1,588,372.27</b>	<b>1,611,699.00</b>	<b>-23,326.73</b>	
<b>Net Ordinary Income</b>	<b>293,468.19</b>	<b>40,180.00</b>	<b>253,288.19</b>	
Other Income/Expense				
Other Expense				
Other Miscellaneous Expense	0.00			
<b>Total Other Expense</b>	<b>0.00</b>			
<b>Net Other Income</b>	<b>0.00</b>			
<b>Net Income</b>	<b>293,468.19</b>	<b>40,180.00</b>	<b>253,288.19</b>	

Coast Life Support District  
DETAILED P&L FY17  
July through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4000 · CLSD Special Taxes				
4001 · Mendocino County Taxes				
4004 · Mendocino Ambulance Tax	379,161.20	355,509.00	23,652.20	106.7%
4009 · Mendocino Urgent Care Tax	268,543.25	251,376.00	17,167.25	106.8%
4010 · Mendocino Special Tax	77,073.63	69,504.00	7,569.63	110.9%
4001 · Mendocino County Taxes - Other	0.00	0.00	0.00	0.0%
<b>Total 4001 · Mendocino County Taxes</b>	<b>724,778.08</b>	<b>676,389.00</b>	<b>48,389.08</b>	
4002 · Sonoma County Taxes				
4024 · Sonoma Ambulance Tax	306,571.88	276,474.00	30,097.88	110.9%
4029 · Sonoma Urgent Care Tax	252,362.61	227,096.00	25,266.61	111.1%
<b>Total 4002 · Sonoma County Taxes</b>	<b>558,934.49</b>	<b>503,570.00</b>	<b>55,364.49</b>	
<b>Total 4000 · CLSD Special Taxes</b>	<b>1,283,712.57</b>	<b>1,179,959.00</b>	<b>103,753.57</b>	
4100 · Interest Income	16.41			
4200 · Ambulance Income				
4201 · Amb Transport Billings				
4220 · Writedowns - Misc.	-78,886.26	-30,000.00	-48,886.26	263.0%
4225 · Writedowns - MediCare/Cal	-1,279,545.52			
4201 · Amb Transport Billings - Other	1,951,471.90	431,682.00	1,519,789.90	452.1%
<b>Total 4201 · Amb Transport Billings</b>	<b>593,040.12</b>	<b>401,682.00</b>	<b>191,358.12</b>	budgeted=net receipts, vs. gross charges
<b>Total 4200 · Ambulance Income</b>	<b>593,040.12</b>	<b>401,682.00</b>	<b>191,358.12</b>	
4400 · Miscellaneous Income	5,071.36	1,613.00	3,458.36	314.4% Donations, CPR, etc
4410 · Intergovernmental Transport(IGT)	0.00	61,125.00	-61,125.00	0.0%
4420 · Ground Emerg Med Transport	0.00	7,500.00	-7,500.00	0.0%
<b>Total Income</b>	<b>1,881,840.46</b>	<b>1,651,879.00</b>	<b>229,961.46</b>	
<b>Gross Profit</b>	<b>1,881,840.46</b>	<b>1,651,879.00</b>	<b>229,961.46</b>	
<b>Expense</b>				
5000 · Wages and Benefits				
5200 · Health Insurance	87,092.76	72,000.00	15,092.76	121.0% HSA catch up
5300 · Payroll Taxes Empir Costs	25,467.65	23,293.00	2,174.65	109.3%
5350 · PERS Employer Costs	74,196.60	88,197.00	-14,000.40	84.1%
5405 · Administration Salaries				
5405.1 · Admin Salaries-Alloc/UC	-12,571.00	-17,010.00	4,439.00	73.9%
5405 · Administration Salaries - Other	154,879.27	141,585.00	13,294.27	109.4%
<b>Total 5405 · Administration Salaries</b>	<b>142,308.27</b>	<b>124,575.00</b>	<b>17,733.27</b>	
5410 · Ambulance Operations Wages	434,277.42	449,612.00	-15,334.58	96.6%
5430 · Extra Duty/Stipend Pay/DA	29,254.00	24,606.00	4,648.00	118.9% Distribution Tra
5500 · Work Comp Insurance	39,866.62	23,213.00	16,653.62	171.7% Annual Pymt
<b>Total 5000 · Wages and Benefits</b>	<b>832,463.32</b>	<b>805,496.00</b>	<b>26,967.32</b>	
6000 · Ambulance Operations				
6030 · Med. Director Fee-non AHUC	28,350.00	28,350.00	0.00	100.0%
6040 · Dispatch Services	12,906.00	23,265.00	-10,359.00	55.5% So. Co. Serv. Rch
6100 · Station/Crew Expenses				
5100 · Uniforms & Med Tests	5,408.97	3,750.00	1,658.97	144.2% New Hires



Coast Life Support District  
DETAILED P&L FY17  
July through March 2017

	Jul '16 - Ma...	Budget	\$ Over Bu...	% of Bud...
6110 · Supps, Rental, Clean. etc	6,024.54	16,350.00	-10,325.46	36.8%
6210 · Veh. Repair & Maintenance	10,307.38	11,250.00	-942.62	91.6%
6240 · Vehicle Fuel	7,498.89	11,250.00	-3,751.11	66.7%
6410 · Radios & Comm Equip	2,551.49	6,075.00	-3,523.51	42.0%
6510 · Medical Supplies & Equip	22,063.77	21,675.00	388.77	101.8%
<b>Total 6100 · Station/Crew Expenses</b>	<b>53,855.04</b>	<b>70,350.00</b>	<b>-16,494.96</b>	
6980 · Misc. Employee Train. Exps	2,362.47	7,575.00	-5,212.53	31.2%
<b>Total 6000 · Ambulance Operations</b>	<b>97,473.51</b>	<b>129,540.00</b>	<b>-32,066.49</b>	
<b>6700 · Overhead/Administration</b>				
6180 · Utilities	8,310.45	9,000.00	-689.55	92.3%
6188 · Telephone	5,499.43	9,000.00	-3,500.57	61.1%
6300 · Insurance	12,197.00	12,263.00	-66.00	99.5%
6713 · Ambulance Billing	32,539.84	24,774.00	7,765.84	131.3% <small>Const. Based on Revenue</small>
6718 · Office Supp/Equip/Software				
6718.1 · Office Supplies	497.69			
6718.3 · Software	165.29			
6718 · Office Supp/Equip/Software - O...	2,347.22	3,975.00	-1,627.78	59.0%
<b>Total 6718 · Office Supp/Equip/Software</b>	<b>3,010.20</b>	<b>3,975.00</b>	<b>-964.80</b>	
6720 · Board Expenses	-72.00	3,750.00	-3,822.00	-1.9%
6730 · Consultants				
6734 · IT	809.25	5,063.00	-4,253.75	16.0%
6735 · EMS Survey	0.00	875.00	-875.00	0.0%
6737 · Financial/Bookkeeping	12,134.75	10,500.00	1,634.75	115.6% <small>Moving In-house</small>
6738 · Legal	5,905.50	7,500.00	-1,594.50	78.7%
6740 · Audit	0.00	0.00	0.00	0.0%
6741 · Tax Administration	7,710.42	7,759.00	-48.58	99.4%
<b>Total 6730 · Consultants</b>	<b>26,559.92</b>	<b>31,697.00</b>	<b>-5,137.08</b>	
6742 · Bank/Merchant Fees	2,355.92	750.00	1,605.92	314.1% <small>LOC Fees</small>
6755 · Property Tax Admin	10,490.96	15,982.00	-5,491.04	65.6%
6760 · Education/Professional Dev	0.00	1,875.00	-1,875.00	0.0%
6765 · Election Costs/Reserve	0.00	5,000.00	-5,000.00	0.0%
6770 · Dues, Subscrip, Membership	7,854.74	3,375.00	4,479.74	232.7% <small>LAPCO Annual</small>
6788 · Printing & Reproduction	566.83	1,500.00	-933.17	37.8%
6795 · Travel/Transportation	1,229.69	1,125.00	104.69	109.3%
6970 · Community Dev/Training	3,169.77	3,375.00	-205.23	93.9%
<b>Total 6700 · Overhead/Administration</b>	<b>113,712.75</b>	<b>127,441.00</b>	<b>-13,728.25</b>	
<b>7000 · Urgent Care</b>				
7011 · Admin Salaries-Alloc to UC	12,571.00	17,010.00	-4,439.00	73.9%
7050 · UC Contract	468,567.00	468,553.00	14.00	100.0%
<b>Total 7000 · Urgent Care</b>	<b>481,138.00</b>	<b>485,563.00</b>	<b>-4,425.00</b>	
8000 · Interest Expense	3,094.28	3,064.00	30.28	101.0%
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<b>Total Expense</b>	<b>1,588,372.27</b>	<b>1,611,699.00</b>	<b>-23,326.73</b>	
<b>Net Ordinary Income</b>	<b>293,468.19</b>	<b>40,180.00</b>	<b>253,288.19</b>	

Coast Life Support District  
**DETAILED P&L FY17**  
July through March 2017

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	Jul '16 - Ma...	Budget	\$ Over Bu...	% of Bud...
Other Income/Expense				
Other Expense				
Other Miscellaneous Expense	0.00			
Total Other Expense	0.00			
Net Other Income	0.00			
<b>Net Income</b>	<b><u>293,468.19</u></b>	<b><u>40,180.00</u></b>	<b><u>253,288.19</u></b>	<u>                    </u>



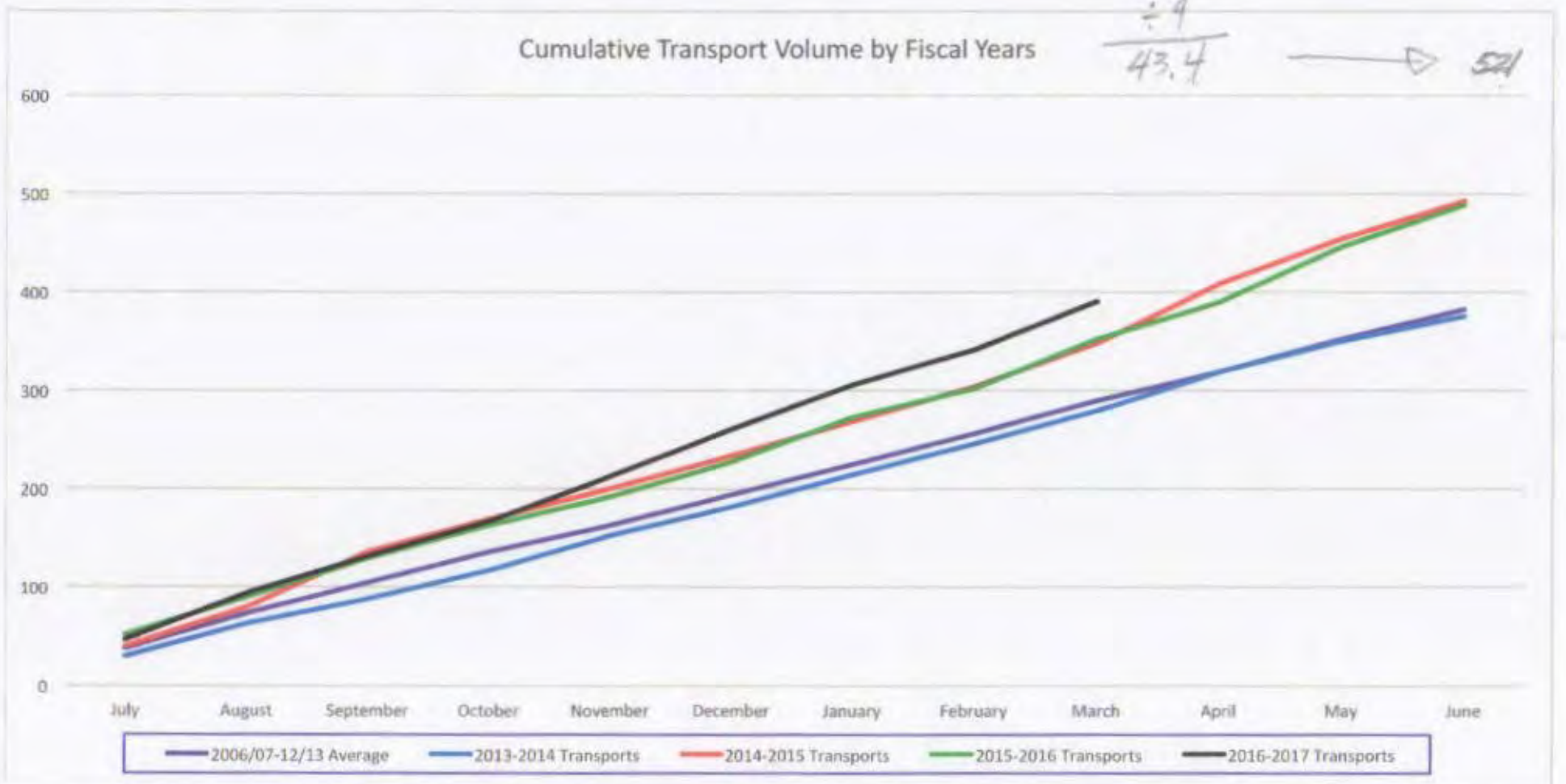
CLSD AMBULANCE RUN DATA (Month/Cumulative)

Monthly Transports	July	August	September	October	November	December	January	February	March	April	May	June
2006/07-12/13 Average	38	36	32	32	27	31	31	31	33	30	33	30
2013-2014 Transports	30	33	26	29	35	29	33	31	34	40	30	26
2014-2015 Transports	40	41	55	34	31	32	36	35	45	59	47	38
2015-2016 Transports	52	39	39	34	28	35	47	29	49	38	57	42
2016-2017 Transports	47	47	37	37	45	48	45	37	48			

Monthly Transport Volume by Fiscal Years





Cumulative Transports	July	August	September	October	November	December	January	February	March	April	May	June
2006/07-12/13 Average	38	73	105	137	164	195	226	257	290	320	353	383
2013-2014 Transports	30	63	89	118	153	182	215	246	280	320	350	376
2014-2015 Transports	40	81	136	170	201	233	269	304	349	408	455	493
2015-2016 Transports	52	91	130	164	192	227	274	303	352	390	447	489
2016-2017 Transports	47	94	131	168	213	261	306	343	391			





### CLSD RUN DATA for the PRECEDING 12 MONTHS

MONTH	A/O		PCR		ALS		ALS>BLS		BLS		BLS>ALS		TOTAL		LANDING		DRY RUN		T&R		TO RCMS				FROM RCMS							
	AUTHORIZED		PATIENT		ADVANCED				BASIC								CANCELLED				ALS		BLS		ALS		BLS					
	ORDER		CARE		LIFE				LIFE				TRANSPORTS				ON															
ON TOP	DISPATCHED		RECORD		SUPPORT				SUPPORT						ROUTE																	
	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price	Current	Year Price
17-Mar	91	91	60	70	34	31	4	6	14	18	4	0	48	49	8	5	23	20	12	13	1	2	0	1	6	7	6	7				
17-Feb	72	59	53	47	28	18	3	8	9	11	1	0	37	29	3	4	13	12	16	10	4	1	0	0	4	2	3	0				
17-Jan	87	83	60	68	34	34	2	4	11	12	1	1	45	46	7	6	25	15	15	16	5	5	0	0	7	4	4	5				
16-Dec	95	67	92	57	32	29	6	3	18	6	3	2	48	35	7	5	25	10	10	14	4	2	1	1	3	4	4	0				
16-Nov	89	66	58	42	33	19	2	2	12	9	1	0	45	28	5	4	27	24	15	12	5	4	1	2	5	2	6	2				
16-Oct	83	72	57	50	24	28	4	2	13	6	1	1	37	34	6	7	22	22	20	16	3	4	0	0	2	5	5	2				
16-Sep	74	82	56	50	25	30	1	2	12	9	0	0	37	39	4	5	15	20	19	8	1	4	0	0	8	7	8	2				
16-Aug	90	78	61	61	35	31	3		12	10	2		47	41	8	10	23	14	10	16	6	5	1	3	6	8	5	2				
16-Jul	106	96	71	82	30	36	7	7	17	16	1	1	47	52	9	10	31	14	17	16	5	1	1	2	6	7	6	2				
16-Jun	90	80	63	57	26	32	6		16	6	2		42	38	8		18	23	23	12	1	3			3	8	4					
16-May	101	92	77	73	32	39	10		25	8	0		57	47	5		24	28	10	16	3	4	2	1	6	7	10	1				
16-Apr	67	93	57	80	23	45	6		15	14	0		38	59	5		13	32	13	18	1	4	1	0	5	7	6	1				
	1045	959	765	737	356	372	54	34	174	125	16	5	528	497	75	56	259	234	180	167	39	39	7	10	61	68	67	24				
	A/O		PCR		ALS		ALS>BLS		BLS		BLS>ALS		TOTAL		LZ		DRY RUN		T&R		TO RCMS				FROM RCMS							

ALL SHADED COLUMNS ARE PREVIOUS YEAR DATA

Last update Apr 14, 2017

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