

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 August 28, 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. Customer Survey feedback | Caley |
| b. Employee Engagement Survey feedback | Caley |
| 6. Old Business | |
| a. Board goals – update | Hughes |
| 7. Reports: | |
| a. Finance: YTD | Beaty/Hughes |
| i. Wittman ambulance revenue – YTD | |
| ii. Expenses | |
| b. Communication Committee | Bower/André |
| c. MHA update | Tittle |
| 8. DA report | Caley |
| a. Ambulance run data | |
| 9. Adjourn | Hughes |

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

Upcoming meetings are:

Sep 25, 2017

Oct 23, 2017

Nov 27, 2017



MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS
July 24th, 2017

Call to Order: Director Hughes called the meeting to order at 4:30 p.m. at the Bill Platt Training Room. Present: Directors: Bower, Beaty, Perry, Schwartz and Tittle. Also, present: District Administrator Caley, Ops Manager Evan Dilks, and Executive Assistant Robin Bean. Excused Absence: Director André (after the Closed Session and Board Goal setting session).

Closed Session – All BOD present: District Administrator’s semi-annual District Administrator’s Performance Evaluation: meeting called to order at 3 pm.

The Board of Directors in the closed session evaluated the performance of the District Administrator.

3:30 pm: Begin Open Session and report back from Closed Session

- In the open session, the Board voted unanimously to give the District Administrator \$5,000 for his high work productivity and quality.

3:30 – 4:30 pm: Board Goals setting for FY18: The BOD discussed, refined and prioritized the goals for FY18.

4:30 pm: Open Session - Regular Meeting of the Board of Directors

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

Approval of July 24th, 2017 Board Minutes: Director Beaty moved to approve the July 24th meeting minutes and was seconded by Director Perry. All ayes.

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

Reports:

a. Finance: YTD

- Wittman ambulance revenue – FY17 June:** June gross charges \$256,096.60. Net receipts received for June. \$32,321.51
- Expenses – FY17 YTD:** Expenses continue to be within budget.

b. P&L Actuals vs Budget: FY17 Report:

- Board of Directors reviewed the “P&L Actuals vs Budget” Report.
- Director Beaty shared with the BOD the monthly ambulance runs. Historically, ambulance billing and revenue has always had fluctuations. Over the last two years, CLSD has seen a spike in transportations. CLSD expenses have always been stable and controlled within budget. There were (49) transports in June. The FY17 cumulative volume (508) is historically the highest annual transport volume for CLSD.

- 180+ Day Aging:** In June, a new batch was populated in the amount of ~\$35K. This batch was approved by the Finance Sub-Committee to be sent over to collections and will be reflected on the July CLSD YTD report. By isolating the Medicare transports to RCMS in limbo, CLSD’s true A/R Balance is ~436K (fluctuations up/down is expected as claim age or are paid). EA Bean continues to closely monitor CLSD’s aging claims.

New Business: NONE

Old Business:

- a. **Update Legal Services Agreement and Conflict Waiver with County Counsel - ACTION:**
Director Beaty moved to approve the Legal Services Agreement and Conflict Waiver with Sonoma County Counsel and was seconded by Director Hughes. All ayes.
- b. **Resolutions No 248: CLSD Adoption of Ambulance Rates for Fiscal Year 2018 - ACTION:**
The above RESOLUTION (initially on the May agenda as new business) was moved for adoption by Director Perry and seconded by Director Tittle, and passed on this 24th day of July 2017.
- c. **Resolution No 250: Prop 4 Appropriations Limit FY18-ACTION:**
Director Perry moved for adoption of the above RESOLUTION, seconded by Director Schwartz, and passed on this 24th day of July 2017 by the following roll call vote: Directors: Hughes (Aye), Beaty (Aye), Bower (Aye), Schwartz (Aye), Perry (Aye), André (Absent), Tittle (Ayes). Total 6 (Ayes), 0 (Noes), and 1 (Absent).

Communications Committee:

- a. **CLSD Website Update:** Director Bowers shared with the BOD that the CLSD website is very close to completion, with the exception of a few minor details it should be released to view in the next few months.

MHA update:

- Director Tittle shared with the BOD that MHA received three grant funds over the last several months. The first (in April) was \$25K from St. Joseph's Health of Santa Rosa to support MHA admin. In July, two grants were awarded from the U.S. Department of Health Resources and Services Administration (HRSA). These Rural Healthcare Network grants are: 1) (\$900K over three years) for the implementation of the Planning grant received a year ago; and 2) to develop a telemedicine strategic plan increasing access to specialty care and pilot home monitoring equipment for chronic conditions.
- Director Perry requested a joint meeting of St. Joseph's, RCMS and CLSD to review the current status of MHA and steps forward. It was agreed to place on the BOD agenda in the near future.

DA report:

- Letter of appreciation read to the BOD from a patient appreciative of CLSD services
- Job descriptions and reimbursement for Extra Duties/Projects have been released to staff to apply.
- Distant learning application submitted with the CA Telehealth Network (shared cost with RCMS). It will be at least six months to learn of award.
- Performance Management with staff completed (first time used replacing the former Performance Evaluation process). Feedback from staff is positive.
- Met with Mendocino County Office of Education and EMT/EMR instructor Anthony Macedo. Due to deficit budgets and MCOE mandate to fund K-12 (not Adult Ed), we would need to seek creative solutions offering the classes in the future.
- Sonoma County Ambulance Ordinance update: It has been pulled and a new approach will be initiated. I have been invited to participate in drafting the new ordinance
- RE: costs associated with being on the Ballot 2018 – Special Election v. General Election –research is not persuasive advocating best voter attention or costs on special election ballot vs. potentially crowded general election ballot. Further research pending.
- Training Room: we have purchased carpet and lighting. Color scheme finalized. Work to be accomplished over the next two months.

Deployment / Staffing

- ALS (M-120) and second out BLS (B-121) was staffed 100%
- Three EMT's start paramedic school in August. Hoping to recruit a few new hires from the most recent EMT class.

Facilities

- Training room improvements being implemented
- Spare bay storage room conversion (to extra sleeping room/work space) in progress
- Revamping the back wall of Ambulance Bay for quicker inventory and restocking. New tip out shelves have arrived.

Vehicles/Equipment

- All employees received 1:1 training and got checked off on the new power cots. All in three cots are in service. All fire departments had an in-service except RCVFD (currently busy with fires). Gurneys have been well received.
- We are researching the best opportunities (donate vs. sell) our old manual gurneys
- We have several demos on the power chair including the fire departments. Will start the in-service and it will go be placed on M-120. Old stair chair to go on B-121.

Community events / Training

- Provided an ambulance for the Point Arena fireworks (Julian King)
- Finished teaching all of The Sea Ranch employees CPR and first aid. Four classes scheduled (40-50 employees). Multiple instructors- good feedback
- CLSD had 6 participants in community CPR taught by Steve McLaughlin.
- Taught South Coast VFD CPR...very appreciative. Class taught by Evan

Adjournment: at 5: pm. Director Perry moved for adjournment, Director Bowers seconded, all ayes.

- Monday, Aug 28th, 2017
- Monday, Sept 25th, 2017
- Monday, Oct 23rd, 2017

Minutes Approved:

(Date)

CLSD Goals FY 17-18

1. Financial Management

Highest Priority

| | | |
|---|--|--|
| 1.1 Develop Reserve Policy (both EMS and UC) Size Purpose Invest Capital targets | | |
| 1.2 Complete 3 – 5 year financial projection, including Equipment replacement | | |
| 1.3 Consider (if needed) Parcel Tax increase Revised rates Branding Campaign Election Verify outcomes Assessor's Office changes property tax bills | | |

CLSD Goals FY 17-18

Continue:

1. Financial Management

Important

| | | |
|--|--|--|
| 1.4 Continue efforts to maximize Medicare reimbursement for EMS and UC | | |
| 1.5 Review/Evaluate Parcel Tax Rates EMS Urgent Care | | |
| 1.6 Continue to explore alternative funding streams | | |

As time permits

| | | |
|--|--|--|
| 1.7 Review DA salary in light of work schedule | | |
|--|--|--|

CLSD Goals FY 17-18

2. Personnel Development

Highest Priority

| | | |
|---|--|--|
| 2.1 Insure EMR / EMT training sustainability | | |
| 2.2 Develop plan and implement changes related to the employee engagement survey | | |
| 2.3 Develop options and implement one so Board and CLSD staff know each other better. | | |

As Time Permits

| | | |
|---|--|--|
| 2.4 Complete SOP's for all key EMS activities | | |
| 2.5 Complete Board orientation manual | | |

CLSD Goals FY 17-18

3. Community Relations and Service Improvement

Highest Priority

| | | |
|---|--|--|
| 3.1 Assess feasibility of expanding % time paramedics in District | | |
| 3.2 Insure positive relationships exist with other fire and EMS agencies and that CLSD understands and meets their needs. | | |

Do as time permits

| | | |
|---|--|--|
| 3.3 Develop and implement a plan for Board member involvement in various community activities | | |
|---|--|--|

CLSD Goals FY 17-18

4. Mendonoma Health Alliance

Highest Priority

4.1 Expand Emergency Medical Services capacity through MHA

As time permits

4.2 Participate in any changes to the tri-party agreement

5. Communications

Highest Priority

5.1 Launch the new website and other media outlets

5.2 Develop detailed communication plan for FY 19 election, including an open house for students/parents

5.3 Develop an accessible annual report

As time permits

5.4 Assess logo and rebranding options for CLSD

CLSD Goals FY 17-18

6. Measure of Success6. Measure of Success

High Priority

| | | |
|---|--|--|
| 6.1 Review customer satisfaction surveys and make changes where appropriate | | |
|---|--|--|

7. Facilities

Important

| | | |
|---|--|--|
| 7.1 Complete renovation of Bill Platt Training Center | | |
| 7.2 Complete renovation of Quarters | | |

CLSD AMBULANCE REVENUE

| | A | B | C | D | E | F | G | H | I | J | K | L | M |
|---------------|--------------------|---------|-------------------|------------------|-------------------------------|-------------|----------|---------|--------------|---------------------|------------------|-------|-----------------|
| | BILLABLE INCIDENTS | CHARGES | MCARE WRITE DOWNS | MCAL WRITE DOWNS | OTHER CONTRACTUAL WRITE DOWNS | NET CHARGES | PAYMENTS | REFUNDS | NET PAYMENTS | BAD DEBT WRITE OFFS | OTHER WRITE OFFS | ADJ | NEW A/R BALANCE |
| FY 17 | | | | | | | | | | | | | |
| AUGUST '16 | 58 | 210,141 | 100,470 | 42,856 | 2,021 | 64,794 | 62,639 | | 62,639 | 109,594 | 119 | | 494,370 |
| SEPTEMBER '16 | 58 | 196,639 | 107,297 | 49,069 | 11,544 | 28,728 | 51,801 | | 51,801 | | 488 | 97 | 470,906 |
| OCTOBER '16 | 57 | 196,349 | 102,512 | 24,757 | (48) | 69,129 | 78,359 | | 78,359 | | | | 461,675 |
| NOVEMBER '16 | 59 | 232,994 | 90,082 | 32,507 | 639 | 109,765 | 65,481 | | 65,481 | | | | 505,960 |
| DECEMBER '16 | 45 | 191,565 | 85,425 | 35,904 | 77 | 70,159 | 44,377 | 917 | 43,459 | 29,017 | 3,903 | | 499,740 |
| JANUARY '17 | 58 | 295,900 | 135,365 | 31,436 | 10,841 | 118,259 | 76,233 | | 76,233 | | | | 541,766 |
| FEBRUARY '17 | 49 | 181,705 | 66,854 | 54,733 | 13,899 | 46,218 | 48,693 | 8,003 | 40,690 | | | | 547,294 |
| MARCH '17 | 56 | 231,976 | 130,377 | 48,901 | 1,833 | 50,864 | 58,970 | 2,000 | 56,970 | (727) | 8,318 | | 533,597 |
| APRIL '17 | 55 | 197,865 | 98,027 | 52,662 | 5,417 | 41,759 | 51,484 | | 51,484 | | 3,399 | | 520,474 |
| MAY '17 | 36 | 142,371 | 79,567 | 38,383 | 1,337 | 23,085 | 65,743 | 230 | 65,513 | 32,757 | | 1,076 | 446,364 |
| JUNE '17 | 61 | 256,097 | 112,884 | 42,394 | 5,226 | 95,593 | 32,542 | 220 | 3,222 | | | | 509,635 |

| | | | | | | | | | | | | | |
|-------------|----|---------|---------|--------|--------|--------|--------|---|--------|--------|-------|----|---------|
| FY18 | | | | | | | | | | | | | |
| JULY '17 | 60 | 239,510 | 135,540 | 45,593 | 13,973 | 44,404 | 62,114 | - | 62,114 | 34,781 | 1,988 | 11 | 455,167 |

| | | | | | | | | | | | | | |
|-----------------------|-----|-----------|-----------|---------|--------|---------|---------|--------|---------|---------|--------|-------|--|
| FY TO DATE | 60 | 239,510 | 135,540 | 45,593 | 13,973 | 44,404 | 62,114 | - | 62,114 | 34,781 | 1,988 | 11 | |
| LAST 12 MONTHS | 652 | 2,573,111 | 1,244,401 | 499,195 | 66,758 | 762,757 | 698,435 | 11,371 | 657,964 | 205,422 | 18,215 | 1,183 | |

| | | | | | | | | | | | | | |
|-----------------------------------|----|---------|---------|--------|--------|--------|--------|-----|--------|--------|-------|----|--|
| Average FY To Date | 60 | 239,510 | 135,540 | 45,593 | 13,973 | 44,404 | 62,114 | - | 62,114 | 34,781 | 1,988 | 11 | |
| Average YTD Last 12 Months | 54 | 214,426 | 103,700 | 41,600 | 5,563 | 63,563 | 58,203 | 948 | 54,830 | 17,118 | 1,518 | 99 | |

9:26 AM
08/21/17
Accrual Basis

Coast Life Support District
Profit & Loss Budget vs. Actual
July 2017

| | Jul 17 | Budget | \$ Over Bu... | % of Budg... |
|---------------------------------------|-------------------|-------------------|-------------------|---------------------|
| Ordinary Revenue/Expense | | | | |
| Revenue | | | | |
| 4000 · CLSD Special Taxes | 132,147.59 | 132,147.59 | 0.00 | 100.0% |
| 4100 · Interest Revenue | 0.00 | 0.00 | 0.00 | 0.0% |
| 4200 · Ambulance Revenue | 42,404.43 | 46,666.66 | -4,262.23 | 90.9% |
| 4400 · Miscellaneous Revenue | 805.00 | 250.00 | 555.00 | 322.0% ¹ |
| 4410 · Intergovermntl Transport(I... | 0.00 | 0.00 | 0.00 | 0.0% |
| 4420 · Ground Emerg Med Transp... | 0.00 | 0.00 | 0.00 | 0.0% |
| 4430 · Transfer Frm Urgent Care r... | 10,833.34 | 10,833.34 | 0.00 | 100.0% |
| Gross Revenue | 186,190.36 | 189,897.59 | -3,707.23 | |
| Expense | | | | |
| 5000 · Wages and Benefits | 52,240.07 | 99,772.59 | -47,532.52 | 52.4% |
| 6000 · Ambulance Operations | 9,757.99 | 11,850.01 | -2,092.02 | 82.3% |
| 6700 · Overhead/Administration | 18,477.66 | 23,229.82 | -4,752.16 | 79.5% |
| 7000 · Urgent Care | 64,790.00 | 64,788.50 | 1.50 | 100.0% |
| 8000 · Interest Expense | 291.95 | 375.00 | -83.05 | 77.9% |
| 9500 · Depreciation Expense | 8,055.80 | 8,055.80 | 0.00 | 100.0% |
| Total Expense | 153,613.47 | 208,071.72 | -54,458.25 | 73.8% |
| Net Ordinary Operating Surplus | 32,576.89 | -18,174.13 | 50,751.02 | -179.2% |
| Other Income/Expense | | | | |
| Other Expense | | | | |
| Other Miscellaneous Expense | | | | |
| Total Other Expense | | | | |
| Net Other Revenue | | | | |
| Net Revenue | 32,576.89 | -18,174.13 | 50,751.02 | |

1. DONATIONS, CPR, AND AMERICAN CAPITAL COLLECTIONS








6:00 PM
08/18/17
Accrual Basis

Coast Life Support District
Profit & Loss Budget vs. Actual
July 2017

| | Jul 17 | Budget | \$ Over Bud... | % of Bu... |
|-------------------------------------|-------------------|-------------------|------------------|------------|
| Ordinary Revenue/Expense | | | | |
| Income | | | | |
| 4000 · CLSD Special Taxes | | | | |
| 4001 · Mendocino County Taxes | | | | |
| 4004 · Mendocino Ambulan... | 39,805.34 | 39,805.34 | 0.00 | 100.0% |
| 4009 · Mendocino Urgent C... | 28,160.59 | 28,160.59 | 0.00 | 100.0% |
| 4010 · Mendocino Special T... | 7,722.66 | 7,722.66 | 0.00 | 100.0% |
| 4001 · Mendocino County T... | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 4001 · Mendocino Count... | 75,688.59 | 75,688.59 | 0.00 | 100.0% |
| 4002 · Sonoma County Taxes | | | | |
| 4024 · Sonoma Ambulance ... | 31,048.84 | 31,048.84 | 0.00 | 100.0% |
| 4029 · Sonoma Urgent Care... | 25,410.16 | 25,410.16 | 0.00 | 100.0% |
| Total 4002 · Sonoma County T... | 56,459.00 | 56,459.00 | 0.00 | 100.0% |
| Total 4000 · CLSD Special Taxes | 132,147.59 | 132,147.59 | 0.00 | 100.0% |
| 4100 · Interest Revenue | 0.00 | 0.00 | 0.00 | 0.0% |
| 4200 · Ambulance Revenue | | | | |
| 4201 · Amb Transport Billings | | | | |
| 4220 · Writedowns - Misc. | -15,971.99 | 0.00 | -15,971.99 | 100.0% |
| 4225 · Writedowns - MediCa... | -181,133.18 | 0.00 | -181,133.18 | 100.0% |
| 4201 · Amb Transport Billin... | 239,509.60 | 50,000.00 | 189,509.60 | 479.0% |
| Total 4201 · Amb Transport Bi... | 42,404.43 | 50,000.00 | -7,595.57 | 84.8% |
| 4228 · Writedowns-District Re... | 0.00 | -3,333.34 | 3,333.34 | 0.0% |
| Total 4200 · Ambulance Revenue | 42,404.43 | 46,666.66 | -4,262.23 | 90.9% |
| 4400 · Miscellaneous Revenue | 805.00 | 250.00 | 555.00 | 322.0% |
| 4410 · Intergovermntl Transport(... | 0.00 | 0.00 | 0.00 | 0.0% |
| 4420 · Ground Emerg Med Trans... | 0.00 | 0.00 | 0.00 | 0.0% |
| 4430 · Transfer Frm Urgent Care... | 10,833.34 | 10,833.34 | 0.00 | 100.0% |
| Gross Revenue | 186,190.36 | 189,897.59 | -3,707.23 | |
| Expense | | | | |
| 5000 · Wages and Benefits | | | | |
| 5200 · Health Insurance | 2,383.87 | 9,000.00 | -6,616.13 | 26.5% |
| 5300 · Payroll Taxes Emplr Co... | 1,352.57 | 2,677.00 | -1,324.43 | 50.5% |
| 5350 · PERS Employer Costs | 4,946.61 | 7,589.09 | -2,642.48 | 65.2% |
| 5405 · Administration Salaries | | | | |
| 5405.1 · Admin Salaries-All... | -1,893.67 | -1,893.66 | -0.01 | 100.0% |
| 5405 · Administration Salari... | 9,950.24 | 17,464.91 | -7,514.67 | 57.0% |
| Total 5405 · Administration Sa... | 8,056.57 | 15,571.25 | -7,514.68 | 51.7% |
| 5410 · Ambulance Operations ... | 25,602.52 | 51,281.59 | -25,679.07 | 49.9% |
| 5430 · Extra Duty/Stipend Pay/... | 0.00 | 3,755.66 | -3,755.66 | 0.0% |
| 5500 · Work Comp Insurance | 9,897.93 | 9,898.00 | -0.07 | 100.0% |
| Total 5000 · Wages and Benefits | 52,240.07 | 99,772.59 | -47,532.52 | 52.4% |
| 6000 · Ambulance Operations | | | | |
| 6030 · Med. Director Fee-non ... | 3,150.00 | 3,150.00 | 0.00 | 100.0% |
| 6040 · Dispatch Services | 0.00 | 0.00 | 0.00 | 0.0% |

6:00 PM
08/18/17
Accrual Basis

Coast Life Support District
Profit & Loss Budget vs. Actual
July 2017

| | Jul 17 | Budget | \$ Over Bud... | % of Bu... |
|---------------------------------------|-----------|-----------|----------------|--|
| 6100 · Station/Crew Expenses | | | | |
| 5100 · Uniforms & Med Tests | 0.00 | 416.66 | -416.66 | 0.0% |
| 6101 · Facility Repair & Mai... | 2,160.50 | 783.34 | 1,377.16 | 275.8%  |
| 6102 · Facility Furniture | 0.00 | 833.33 | -833.33 | 0.0% |
| 6110 · Supps, Rental, Clean... | 881.70 | 1,083.34 | -201.64 | 81.4% |
| 6210 · Veh. Repair & Mainte... | 32.61 | 1,500.00 | -1,467.39 | 2.2% |
| 6240 · Vehicle Fuel | 988.39 | 1,250.00 | -261.61 | 79.1% |
| 6410 · Radios & Comm Equip | 0.00 | 333.34 | -333.34 | 0.0% |
| 6510 · Medical Supplies & E... | 2,544.79 | 2,000.00 | 544.79 | 127.2%  |
| Total 6100 · Station/Crew Exp... | 6,607.99 | 8,200.01 | -1,592.02 | 80.6% |
| 6980 · Misc. Employee Train. ... | 0.00 | 500.00 | -500.00 | 0.0% |
| Total 6000 · Ambulance Operati... | 9,757.99 | 11,850.01 | -2,092.02 | 82.3% |
| 6700 · Overhead/Administration | | | | |
| 6180 · Utilities | 1,205.18 | 1,375.00 | -169.82 | 87.6% |
| 6188 · Telephone | 350.58 | 500.00 | -149.42 | 70.1% |
| 6300 · Insurance | 4,282.25 | 4,250.00 | 32.25 | 100.8% |
| 6713 · Ambulance Billing | 1,939.29 | 3,229.41 | -1,290.12 | 60.1% |
| 6718 · Office Supp/Equip/Soft... | | | | |
| 6718.1 · Office Supplies | 193.64 | 416.66 | -223.02 | 46.5% |
| 6718.2 · Computer Equipme... | 269.99 | 250.00 | 19.99 | 108.0% |
| 6718.3 · Software | 931.20 | 131.25 | 799.95 | 709.5%  |
| 6718 · Office Supp/Equip/S... | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 6718 · Office Supp/Equi... | 1,394.83 | 797.91 | 596.92 | 174.8% |
| 6720 · Board Expenses | 0.00 | -208.34 | 208.34 | 0.0% |
| 6730 · Consultants | | | | |
| 6734 · IT | 0.00 | 875.00 | -875.00 | 0.0% |
| 6735 · EMS Survey | 2,252.25 | 291.66 | 1,960.59 | 772.2%  |
| 6737 · Financial/Bookkeeping | 525.00 | 416.66 | 108.34 | 126.0%  |
| 6738 · Legal | 635.00 | 833.34 | -198.34 | 76.2% |
| 6740 · Audit | 0.00 | 708.34 | -708.34 | 0.0% |
| 6741 · Tax Administration | 0.00 | 869.16 | -869.16 | 0.0% |
| Total 6730 · Consultants | 3,412.25 | 3,994.16 | -581.91 | 85.4% |
| 6742 · Bank/Merchant Fees | 117.34 | 83.34 | 34.00 | 140.8%  |
| 6755 · Property Tax Admin | 0.00 | 2,416.66 | -2,416.66 | 0.0% |
| 6760 · Education/Professional... | 0.00 | 208.34 | -208.34 | 0.0% |
| 6765 · Election Costs/Reserve | 0.00 | 3,916.66 | -3,916.66 | 0.0% |
| 6770 · Dues, Subscrip, Memb... | 5,026.38 | 833.34 | 4,193.04 | 603.2%  |
| 6788 · Printing & Reproduction | 0.00 | 833.34 | -833.34 | 0.0% |
| 6795 · Travel/Transportation | 0.00 | 250.00 | -250.00 | 0.0% |
| 6970 · Community Dev/Training | 749.56 | 750.00 | -0.44 | 99.9% |
| Total 6700 · Overhead/Administr... | 18,477.66 | 23,229.82 | -4,752.16 | 79.5% |
| 7000 · Urgent Care | | | | |
| 7011 · Admin Salaries-Alloc to... | 1,893.67 | 1,893.66 | 0.01 | 100.0% |
| 7050 · UC Contract | 62,896.33 | 62,894.84 | 1.49 | 100.0% |
| Total 7000 · Urgent Care | 64,790.00 | 64,788.50 | 1.50 | 100.0% |

6:00 PM
08/18/17
Accrual Basis

Coast Life Support District
Profit & Loss Budget vs. Actual
July 2017

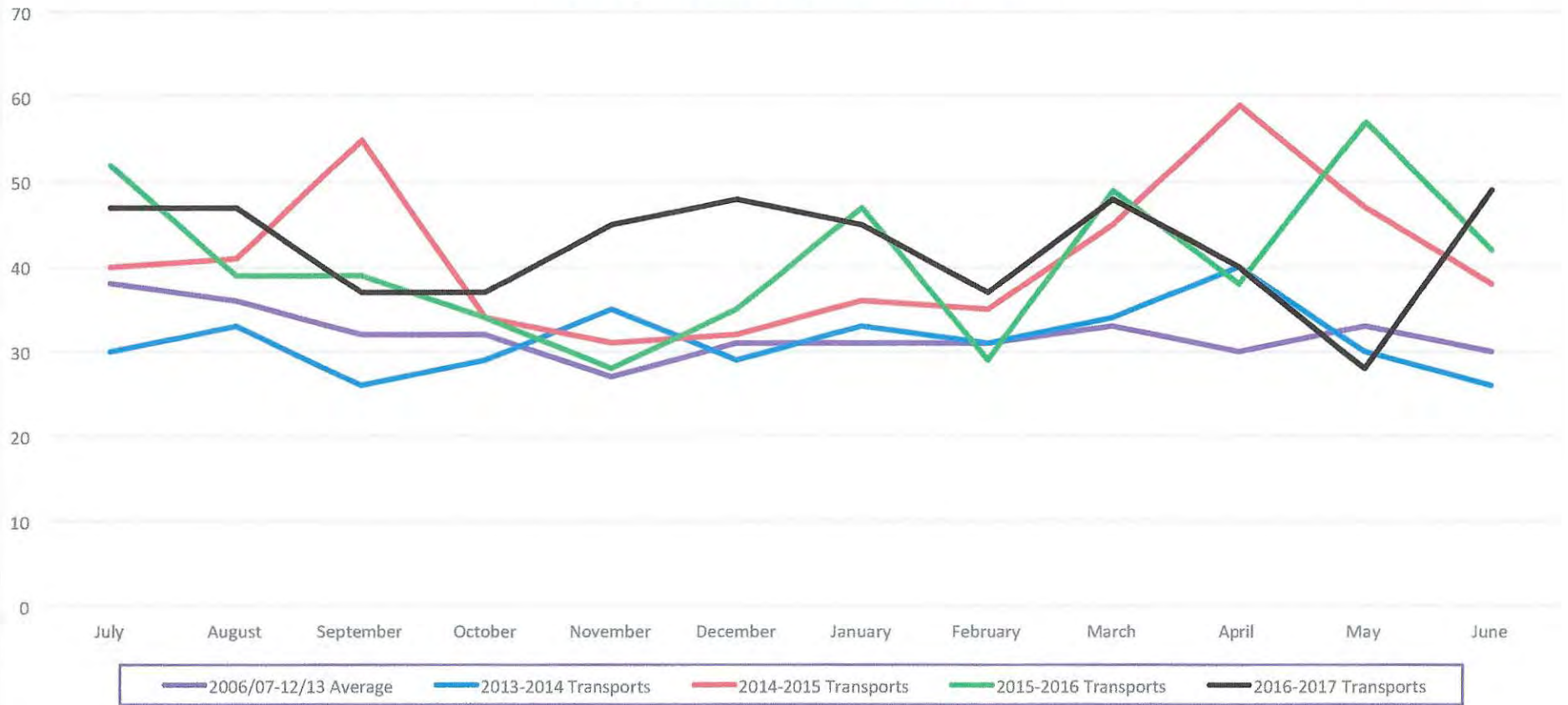
| | Jul 17 | Budget | \$ Over Bud... | % of Bu... |
|---------------------------------------|-------------------|-------------------|-------------------|----------------|
| 8000 · Interest Expense | | | | |
| 8005 · EMS Interest Expense | 0.00 | 125.00 | -125.00 | 0.0% |
| 8000 · Interest Expense - Other | 291.95 | 250.00 | 41.95 | 116.8% |
| Total 8000 · Interest Expense | 291.95 | 375.00 | -83.05 | 77.9% |
| 9500 · Depreciation Expense | 8,055.80 | 8,055.80 | 0.00 | 100.0% |
| Total Expense | 153,613.47 | 208,071.72 | -54,458.25 | 73.8% |
| Net Ordinary Operating Surplus | 32,576.89 | -18,174.13 | 50,751.02 | -179.2% |
| Other Revenue/Expense | | | | |
| Other Expense | | | | |
| Other Miscellaneous Expense | | | | |
| Total Other Expense | | | | |
| Net Other Revenue | | | | |
| Net Revenue | 32,576.89 | -18,174.13 | 50,751.02 | |

1. GROSS BILLING (SEE TOTAL 4200 FOR TOTAL AMB REV)
2. DONATIONS, CPR, AND AMERICAN CAPITAL COLLECTIONS
3. REMODEL OF TRAINING ROOM
4. INVENTORY REVIEWED LARGE ORDER
5. QUICKBOOKS, DROPBOX
6. ANNUAL SURVEY DUE'S AND MAR. - JUNE CUSTOMER SURVEY
7. JANE KELLEY PRIOR CATCH-UP SERVICES
8. MERCHANT CREDIT CARD FEE
9. LAFCO, CSDA ANNUAL
10. SANTANDERS INTEREST ON LOAN

CLSD AMBULANCE RUN DATA (Month/Cumulative)

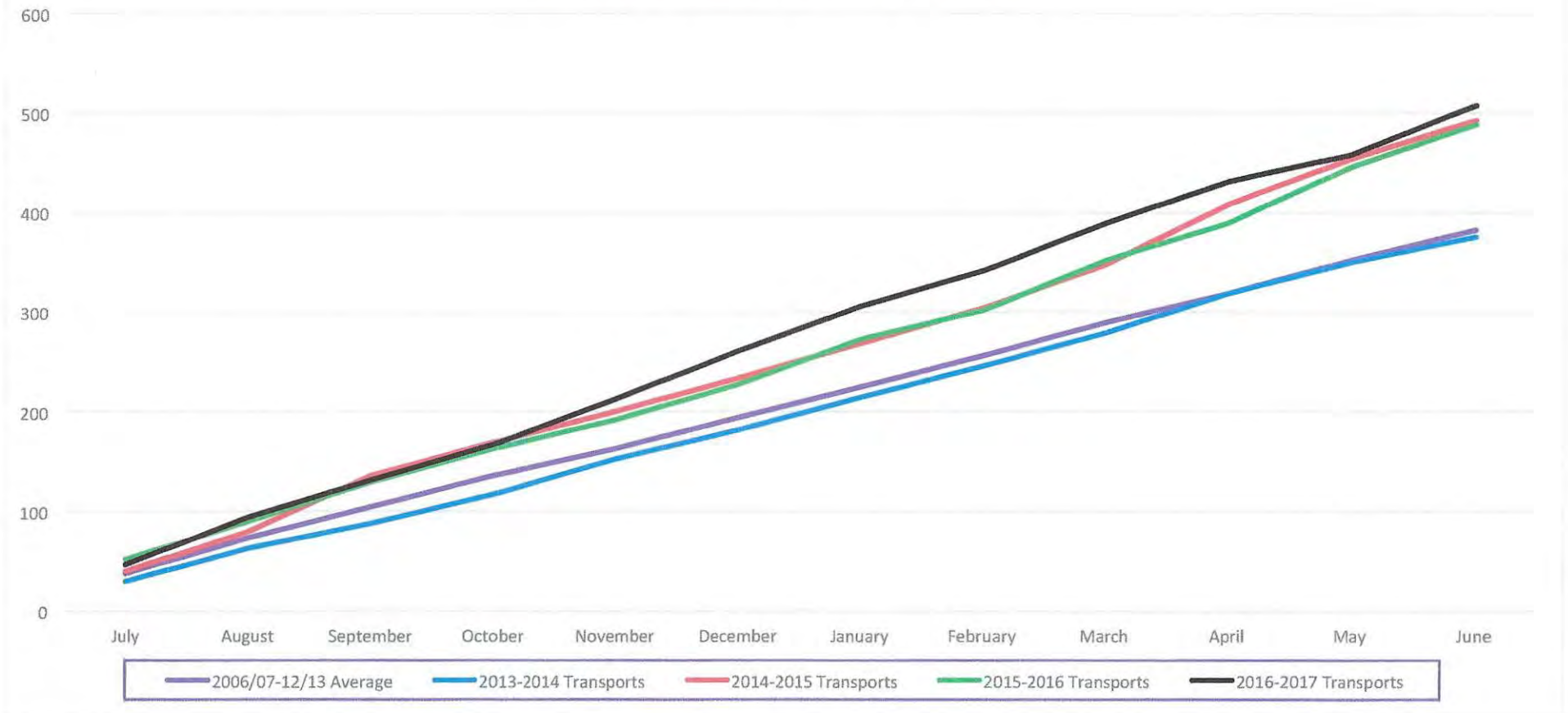
| Monthly Transports | July | August | September | October | November | December | January | February | March | April | May | June |
|-----------------------|------|--------|-----------|---------|----------|----------|---------|----------|-------|-------|-----|------|
| 2006/07-12/13 Average | 38 | 36 | 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 | 40 | 28 | 49 |
| 2017-2017 Transports | 52 | | | | | | | | | | | |

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 | 431 | 459 | 508 |
| 2017-2018 Transports | 52 | | | | | | | | | | | |

Cumulative Transport Volume by Fiscal Years



CLSD RUN DATA for the PRECEEDING 12 MONTHS

| MONTH | A/O | | PCR | | ALS | | ALS>BLS | | BLS | | BLS>ALS | | TOTAL | | LANDING | | DRY RUN | | T&R | | TO RCMS | | | | FROM RCMS | | | | | |
|--------|---------------------------|------------|---------|------------|----------|------------|---------|------------|---------|------------|---------|------------|---------|------------|---|--------------------------|---|------------|---------|------------|---------|------------|---------|------------|-----------|------------|---------|------------|---------|------------|
| | MOST CURRENT ON TOP | AUTHORIZED | PATIENT | | ADVANCED | | | | BASIC | | | | | |  | CANCELLED ON ROUTE |  | | | | | | | | | | | | | |
| | | ORDER | CARE | | LIFE | | LIFE | | | | | | | | | | | | | | | | | | | | | | | |
| | | DISPATCHED | RECORD | | SUPPORT | | SUPPORT | | | | | | | | | | | | | | | | | | | | | | | |
| | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior | Current | Year Prior |
| 17-Jul | 98 | 106 | 62 | 71 | 37 | 30 | 4 | 7 | 15 | 17 | 1 | 1 | 52 | 47 | 9 | 9 | 31 | 31 | 15 | 17 | 4 | 5 | 0 | 1 | 8 | 6 | 7 | 6 | | |
| 17-Jun | 99 | 90 | 61 | 63 | 33 | 26 | 4 | 6 | 16 | 16 | 2 | 2 | 49 | 42 | 7 | 8 | 28 | 18 | 15 | 23 | 2 | 1 | 1 | 0 | 6 | 3 | 10 | 4 | | |
| 17-May | 67 | 101 | 42 | 77 | 20 | 32 | 2 | 10 | 5 | 25 | 0 | 0 | 28 | 57 | 7 | 5 | 21 | 24 | 21 | 10 | 0 | 3 | 0 | 0 | 5 | 3 | 1 | 4 | | |
| 17-Apr | 84 | 91 | 58 | 60 | 27 | 34 | 2 | 4 | 13 | 14 | 1 | 4 | 40 | 48 | 4 | 8 | 23 | 23 | 18 | 12 | 2 | 1 | 0 | 0 | 10 | 6 | 6 | 6 | | |
| 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 | | |
| | 1029 | 986 | 720 | 716 | 362 | 342 | 37 | 54 | 150 | 153 | 17 | 11 | 513 | 495 | 75 | 76 | 276 | 233 | ### | 167 | 37 | 37 | 4 | 8 | 70 | 57 | 65 | 40 | | |
| | 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 Aug 18, 2017