

# Finance Committee AGENDA

### Wednesday, April 20, 2022 at 9:00 AM

CLSD Headquarters, 38901 Ocean Drive, Gualala, CA

 $\textbf{Meeting Link: } \underline{https://clsd.my.webex.com/clsd.my/j.php?MTID=m229489d55f58aec3acbc7f14bfc5c790}$ 

1.	Call to Order	Tilles
2.	Agenda Approval	Tilles
3.	Minutes Approval: March 16, 2022 meeting	Tilles
4.	Privilege of the floor	Tilles
5.	Old Business:  • Urgent Care RFP	Tilles
6.	Ambulance revenue – Wittman (YTD)	Crowl
7.	Expenses Summary	Crowl
8.	Cash Flow	Crowl
9.	Banking review	Crowl
10.	Ambulance transport data YTD	Crowl
11.	Other:  Non-transport District Billing update  GEMT, IGT and Grants update	Crowl
12.	Shout out	Open to all
13.	Next FC Meetings – Third Wednesdays of the month, 9:00 AM.  May 18, 2022  June 15, 2022  July 20, 2022	

Adjournment

14.



### **Finance Committee**

### Minutes of Meeting March 16th, 2022 at 9:00 am

- **1. Call to Order:** The meeting was called to order at 9:03 am by Director Michael Tilles. Directors Naomi Schwartz and Geoffrey Beaty were present. Also present: DA David Crowl and Captain Chris Ottolini.
- **2. Agenda Approval:** Director Schwartz moved to adopt the agenda, seconded by Director Beaty. All ayes.
- **3. Meeting Minutes Approval:** Director Schwartz moved to approve the 02/16/22 minutes seconded by Director Beaty Schwartz. All ayes. Director Tilles noted that the minutes were rather sparse.
- 4. Privilege of the floor: None.
- 5. Old Business
  - a. Urgent Care RFP: Joint meeting between RCMS and CLSD was conducted in February. A \$400,000 Urgent Care budget shortfall was presented with the reasons being that more advanced emergency care was being provided rather than less acute urgent care. A goal was set forth by the ad-hoc CLSD urgent care committee to explore how much if any increase in parcel tax should be asked for. Director Schwartz reaffirmed that the public needs to be educated how CLSD is administrating parcel tax monies. Director Beaty stated that the education needs to be nuanced by showing the care provided at RCMS. He went on to say that a goal should be to increase revenue while decreasing costs of urgent care. Director Tilles asked what would the community lose if RCMS only provided urgent care versus the emergency care currently being given? Another meeting with RCMS is scheduled at the end of March.
  - b. FY21 Audit Final: Presented by DA Crowl with noted typos which will be corrected by the auditor prior to final submission to the CLSD BOD. Director Tilles stated that the audit process went very smoothly and wanted to congratulate the CLSD finance team on a job well done.
- **6. Ambulance Revenue- Wittman:** Net payments for January totaled \$36,778 and continued to lag into February with total payments of \$50,852 which is still lower than the budgeted average of \$65,000. The A/R balance was \$488,807.
- **7. Expenses YTD:** Reviewed and within range. Line item 8000 was discussed and "Interest Expense" was noted as the interest of the new 2021 ambulance financing program. Wages and Benefits continue to be under budget. Please see pg 5 for footnotes.
- 8. Cash Flow: Reviewed
- **9. Banking and Investments Statement review**: Reviewed
- **10. Ambulance Transport data** The slow winter month trend continued with 38 billable incidents and 55 calls run by CLSD crews.
- 11. Other:

- a. GEMT, IGT and Grant updates: GEMT and IGT are proceeding as per years past without any notification of changes in the process. The DA is still seeking answers to IGT request for payment FY11. The Training Grant is up for renewal and application was submitted in March.
- **12.** Shout out: none
- **13.** Next FC Meeting: Third Monday of the month, at 9 am.
  - April 20<sup>th</sup>, 2022
  - May 18<sup>th</sup>, 2022
- **14.** Adjournment: at 10:02 am, Director Beaty made a motion to adjourn and seconded by Director Schwartz. All ayes.

Minutes approved:	
(Date)	
	Naomi Schwartz, Treasurer

### CLSD AMBULANCE REVENUE

	A		В	C	D	E	F	$\mathbf{G}$	Н	I	J	K	L	M
	BILLABLE INCIDENTS	CI	HARGES	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
FY21														
APR'21	73	\$	239,711				\$ 37,939	, , , , , , , , , , , , , , , , , , , ,	\$ 3,576			\$ 2,911		\$ 469,32
MAY'21	56	\$	218,020					\$ 47,754		\$ 47,544		\$ 245		
UN'21	74	\$	288,211	\$ 111,710	\$ 57,174	\$ 1,996	\$ 117,330	\$ 78,282	\$ -	\$ 78,282	\$ -	\$ -	\$ -	\$ 541,83
FY22														
UL'21	67	\$	273,034					• . ,	\$ -	\$ 72,141		\$ 1,150		
AUG'21	70	\$	273,104	\$ 143,968	\$ 49,921	\$ 12,441	\$ 66,774	\$ 69,074	\$ -	\$ 69,074	\$ 82,794			
SEPT'21	72	\$	284,162	\$ 110,904				\$ 56,790		\$ 44,700	\$ -	\$ 5,990		
OCT'21	65	\$	243,640	\$ 110,530	\$ 42,067	\$ 3,281	\$ 87,761	\$ 70,382		\$ 70,382		\$ -		\$ 537,41
NOV'21	56	\$	181,297	\$ 97,158	\$ 33,526	\$ 7,258	\$ 43,354	\$ 114,155		\$ 114,155	\$ 45,231	\$ 2,510	\$ 85	\$ 418,95
DEC'21	54	\$	277,301	\$ 116,218			\$ 113,462	\$ 66,081	\$ 3,892	\$ 62,189	\$ -	\$ -	\$ -	\$ 470,27
AN'22	40	\$	130,757	\$ 62,036	\$ 35,404	\$ 6,208	\$ 27,109	\$ 46,379	\$ 9,601	\$ 36,778	\$ -	\$ 945	\$ -	\$ 459,61
FEB'22	38	\$	169,002	\$ 50,014	\$ 37,976	\$ 1,466	\$ 79,546	\$ 56,555	\$ 5,703	\$ 50,852	\$ -	\$ -	\$ 50	\$ 488,80
MAR'22	68	\$	278,856	\$ 141,788	\$ 47,457	\$ 5,436	\$ 84,175	\$ 78,408	\$ 1,266	\$ 77,142	\$ 45,804	\$ 0	\$ 74	\$ 450,11
MAR'21	44	\$	165,670	\$ 62,820	\$ 36,698	\$ 8,928	\$ 57,223	\$ 75,587	\$ 330	\$ 75,257	\$ 40,118	\$ 20,365	\$ -	\$ 471,73.
FY To Date	530	\$	2,111,151	\$ 954,487	\$ 405,940	\$ 44,951	\$ 705,774	\$ 629,966	\$ 32,552	\$ 597,414	\$ 173,829	\$ 27,823	\$ 1,118	
Last 12 Months	733	\$	2,857,093	\$ 1,273,307	\$ 580,664	\$ 60,846	\$ 942,276	\$ 797,011	\$ 36,338	\$ 760,673	\$ 173,829	\$ 30,979	\$ 1,133	
Monthly Average FY To Date	59	\$	234,572	\$ 106,054	\$ 45,104	\$ 4,995	\$ 78,419	\$ 69,996	\$ 3,617	\$ 66,379	\$ 19,314	\$ 3,091	\$ 124	
Monthly Average Last 12 Months	61	\$	238,091	\$ 106,109	\$ 48,389	\$ 5,071	\$ 78,523	\$ 66,418	\$ 3,028	\$ 63,389	\$ 14,486	\$ 2,582	\$ 94	
	•	•		AGING 279	(286 Feb)	•	•	•	]	•		•	•	•
Month	Current (68)	31	-60 (38)	61-90 (33)	91-120 (39)	121-180 (35)	180+ (68)	Balance	1					

L	AGING 279 (286 Feb)														
ſ	Month	Curr	ent (68)	31-60 (38)			61-90 (33)	9	91-120 (39)	12	1-180 (35)		180+ (68)		Balance
	MAR	\$	108,281	\$	50,827	\$	43,896	\$	40,126	\$	54,101	\$	152,878	\$	450,110

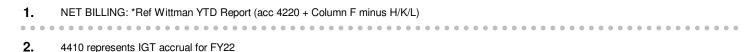
CMS TRANPOR	RTS ON -HOLD		_
TOTAL	\$ 2,329.03	MAR	5 CLAIMS (FY22)

10:51 AM 04/13/22 Accrual Basis

## Coast Life Support District Profit & Loss Budget Overview FY22

July 2021 through March 2022

	Jul '21 - Mar 22	Budget	\$ Over Budget	% of Budget
inary Revenue/Expense				
Revenue 4000 · CLSD Special Taxes				
4001 · Mendocino County Taxes	966,543.21	907,113.74	59,429.47	106.6%
4002 · Sonoma County Taxes	753,702.05	686,268.76	67,433.29	109.8%
Total 4000 · CLSD Special Taxes	1,720,245.26	1,593,382.50	126,862.76	108.0%
4100 · Interest Revenue	7.69	0.00	7.69	100.0%
4200 · Ambulance Revenue 4201 · Amb Transport Billings	707,996.07	594,274.50	113,721.57	119.1%
Total 4200 · Ambulance Revenue	707,996.07	594,274.50	113,721.57	119.1%
4400 · Miscellaneous Revenue	47,828.84	14,999.99	32,828.85	318.9%
4410 · Intergovermntl Transport(IGT) 4500G · Training Grant Revenue	187,499.98 134,427.43	187,499.98 149,999.99	0.00 -15,572.56	100.0% 89.6%
Total Revenue	2,798,005.27	2,540,156.96	257,848.31	110.2%
Expense 5000 · Wages and Benefits	1,307,119.43	1,392,622.25	-85,502.82	93.9%
5000G · Wages & Benefits-Training Grant	129,401.33	134,895.01	-5,493.68	95.9%
6000 · Ambulance Operations	161,809.02	131,191.48	30,617.54	123.3%
6000G · Training Grant Operations 6100G · T.Grant Station/Equipment/Train	1,593.28	21,674.98	-20,081.70	7.4%
Total 6000G · Training Grant Operations	1,593.28	21,674.98	-20,081.70	7.4%
66000 · Payroll Expenses 6700 · Overhead/Administration	0.00 177,195.10	0.00 154,237.50	0.00 22,957.60	0.0% 114.9%
6700G · Overhead/Administration-T.Grant	1,287.52	1,875.01	-587.49	68.7%
6971 · IGT 7000 · Urgent Care	0.00 623,998.44	0.00 623,998.49	0.00 -0.05	0.0% 100.0%
8000 · Interest Expense	3,715.23	599.99	3,115.24	619.2%
9000 · Other Expenses 9500 · Depreciation Expense	0.00 79,061.26	0.00 79,061.26	0.00 0.00	0.0% 100.0%
Total Expense	2,485,180.61	2,540,155.97	-54,975.36	97.8%
Net Ordinary Operating Surplus	312,824.66	0.99	312,823.67	
net Ordinary Operating Surplus	<u> </u>	0.99	312,023.07	



- 3. Training grant FY22 income as expected and within budget
- **4.** Training Grant expenses are as expected for the new FY21/22 grant.

10:51 AM 04/13/22

**Accrual Basis** 

### **Coast Life Support District** Profit & Loss Budget Overview FY22 July 2021 through March 2022

1.	NET BILLING: *Ref Wittman YTD Report (acc 4220 + Column F minus H/K/L)
2.	4410 represents IGT accrual for FY22
3.	Training grant FY22 income as expected and within budget
4.	Training Grant expenses are as expected for the new FY21/22 grant.

FY 22 Cash Projection	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Bank balance 3/31/22	652,466	973,674	1,245,193	1,448,510	1,245,318	1,042,126	838,934	635,742	432,550	753,758	1,181,786	978,594
SAMHSA Trng Grant			50,000			50,000			50,000			
Prop Tax EMS/UC	524,400	631,220							524,400	631,220		
GEMT or GEMT-QAF												·
IGT			406,509									
Ambulance Revenue	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000
Expenses	268,192	268,192	268,192	268,192	268,192	268,192	268,192	268,192	268,192	268,192	268,192	268,192
IGT funding		156,509										
	973,674	1,245,193	1,448,510	1,245,318	1,042,126	838,934	635,742	432,550	753,758	1,181,786	978,594	775,402
Charles Schwab Invest.	308,751	308,751	308,751	308,751	308,751	308,751	308,751	308,751	308,751	308,751	308,751	308,751
	Schwab due											

IGT FY21/22 +

DHCS aligning FY and CY - Two pending "Provider Match" periods: (1) 12 mos, (1) 6 mos. (see Apr/May 2022)

Eff. Range	Wire due:	Provider Match+fee	Est'd Net	Est'd IGT check
7/20-12/20	Q2 CY21	156,509	250,000	406,509
1/21-6/21	Q3/Q4 CY21	78,623	125,000	203,623

funding cycle(s) delayed due to Covid-19

SAMHSA Rural EMS Training Grant: just under \$200K in FY22. \$50K installments simply representational - not precise timing.

Measure J - EMS tax passed by voters Combined parcel tax levies above include the increased EMS levy and the maxed UC levy. Sonoma County pays in Dec and Apr

Mendocino County pays in Jan and May

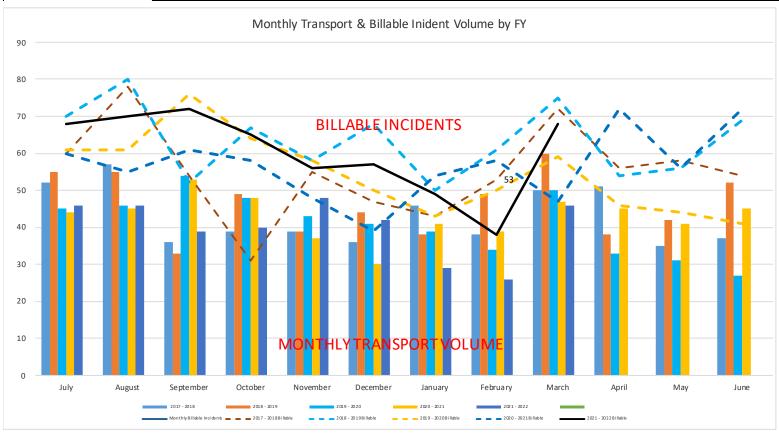
Long-Term Planning AB1705 - potential tripling/quadrupling of IGT/GEMT funding - Unknown yet when revenue might be realized

							CLSE	RUN					_		_	МО	NTHS	;								
	INCIDI	ENT	PC	R	RESI	DENT	Al	S		TIME	NIC		REVIOUS TO		LAND	ING	DRY	RUN		T&R	FROM	RCMS	АМВ	UNA	VAILA	BLE
MONTH MOST CURRENT ON TOP	DISPATO	CHED	PATIENT	CARE	RESIDENT	NON RESID.	ADVANO	CED LIFE PORT	9:00	АМ то 0 РМ	9:00 F		TRANSF		•		CANCEL	LED ON	7			LS	TOTAL		MISSED CALLS	
	Current	Year Prior	Current	Year Prior	BOTH CURF	RENT YEAR	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
Mar '22	88	61	68	47	58	10	64	47	63	43	25	18	46	47	7	6	7	14	15	15	4	14	19		0	
Feb '22	55	80	38	59	36	2	36	49	38	55	17	25	26	39	8	5	8	18	14	20	5	5	6		0	
Jan '22	57	67	49	54	44	5	46	41	39	64	18	3	29	41	4	7	5	17	20	13	3	8	12		0	1
Dec '21	66	60	57	43	50	7	53	30	50	43	16	17	42	30	2	5	7	18	10	13	6	5	25		1	
Nov '21	85	64	66	49	40	16	56	37	66	51	19	13	42	37	4	8	12	14	20	12	10	6	11		0	
Oct '21	80	84	67	63	52	15	60	47	55	68	25	16	40	48	8	9	12	22	19	11	8	13	21		3	
SEP '21	92	84	72	63	55	17	58	53	62	64	30	16	39	53	3	15	8	17	29	10	7	8	33		1	
AUG '21	106	79	70	56	56	14	62	45	74	63	32	16	46	45	6	5	17	22	23	11	10	4	26		2	
JULY '21	93	84	68	61	52	16	44	45	60	63	33	16	46	45	4	9	13	11	17	16	4	11	19		0	
JUNE '21	91	47	74	42	55	19	58	27	67		24		45	27	8	5	14	5	20	15	11	7	32		0	
MAY '21	74	67	56	38	43	13	31	29	57		16		41	30	10	7	17	18	15	27	6	10			0	
APRIL '21	88	65	72	44	67	5	37	31	67		21		45	33	7	4	18	10	27	11	10	6			0	
TOTAL	975	842	757	619	608	139	605	481	698	514	276	140	487	475	71	85	138	186	229	174	84	97	204	0	7	1
_	CALL	LS	PC	R	RESIDENT	NON RESID.	Al	s	AM	ТОРМ	PM T	ОАМ	TRANSF	PORTS	LZ	2	DRY	RUN	T8	kR	FROM	RCMS	AM	IB UNA	VAILABL	Æ

#### MONTHLY AMBULANCE DATA

Monthly Transports	July	August	September	October	November	December	January	February	March	April	May	June
2016 - 2017	47	47	37	37	45	48	45	37	48	40	28	49
2017 - 2018	52	57	36	39	39	36	46	38	50	51	35	37
2018 - 2019	55	55	33	49	39	44	38	49	60	38	42	52
2019 - 2020	45	46	54	48	43	41	39	34	50	33	31	27
2020 - 2021	44	45	53	48	37	30	41	39	47	45	41	45
2021 - 2022	46	46	39	40	48	42	29	26	46			

Monthly Billable Incidents												
2017 - 2018 Billable	60	78	54	31	55	47	43	53	72	56	58	54
2018 - 2019 Billable	70	80	52	67	58	68	50	61	75	54	56	69
2019 - 2020 Billable	61	61	76	64	58	50	43	50	59	46	44	41
2020 - 2021 Billable	60	55	61	58	48	39	54	58	47	72	56	72
2021 - 2022 Billable	68	70	72	65	56	57	49	38	68			



# Ambulance Run Data CLSD-2\*\*

Elite cvemsa

Runs by Response Request

Response Type Of Service Requested (eResponse.05)	Number of Runs	Percent of Total Runs
911 Response (Scene)	84	95.45%
Interfacility Transport	4	4.55%
	Total: 88	Total: 100.00%

Dunc	by	Diena	toh	Reason
Kuns	Dν	DISDA	tcn	Reason

Incident Complaint Reported By Dispatch (eDispatch.01)	Number of Runs	Percent of Total Runs
Chest Pain (Non-Traumatic)	12	13,64%
Traffic/Transportation Incident	12	13.64%
Breathing Problem	10	11.36%
Sick Person	10	11.36%
Abdominal Pain/Problems	9	10.23%
Unknown Problem/Person Down	6	6.82%
Falls	5	5.68%
Interfacility Transfer	5	5.68%
Heart Problems/AICD	3	3.41%
Stroke/CVA	3	3.41%
Traumatic Injury	3	3.41%
Back Pain (Non-Traumatic)	2	2,27%
Convulsions/Seizure	2	2.27%
Unconscious/Fainting/Near-Fainting	2	2.27%
Eye Problem/Injury	1	1.14%
Headache	1	1.14%
Other	1	1.14%
Pregnancy/Childbirth/Miscarriage	1	1.14%
	Total: 88	Total: 100.00%

### Runs by Response Disposition

Disposition Incident Patient Disposition (eDisposition.12)	Number of Runs	Percent of Total Runs
Treated, Transported by this EMS Unit	46	52.27%
Against Medical Advice (AMA)	10	11.36%
Canceled/Dispatch Error (Prior to En Route)	7	7.95%
Transported to Landing Zone, Care Transferred	7	<b>7</b> .95%
Canceled on Scene - No Patient Contact	_ 5	5.68%
Released at Scene (RAS)	5	5.68%
Treated, Transferred Care to Another EMS Unit	4	4.55%
Canceled Enroute - No Patient Contact	3	3.41%
Canceled (Request Transferred to Another Unit)	1	1.14%
	Total: 88	Total: 100.00%

### Runs by Provider Impression

Situation Provider Primary Impression (eSituation.11)	Number of Runs	Percent of Total Runs
	16	18.18%
Abdominal Pain / Problems (R10.84)	10	11.36%
Traumatic Injury (T14.90)	9	10.23%
Pain (G89.1)	8	9.09%
Respiratory Distress - Unspecified (J80)	6	6.82%
Chest Pain - Suspected Cardiac (I20.9)	4	4.55%
Altered Level of Consciousness (R41.82)	3	3.41%
Anxiety / Emotional Upset (F41.9)	3	3.41%
Cardiac Dysrhythmia - Unspecified (I49.9)	3	3.41%
Chest Pain - Non-cardiac (R07.89)	3	3.41%
Respiratory Distress - Pulmonary Edema / CHF (J81.0)		3.41%
Cardiac Dysrhythmia - Tachycardia (R00.0)	2	2.27%
Dizziness / Vertigo (R42)	2	2,27%

Situation Provider Primary Impression (eSituation.11)	Number of Runs	Percent of Total Runs
Nausea / Vomiting (R11.2)	2	2.27%
Stroke/CVA (I63.9)	2	2.27%
Alcohol Intoxication (F10.92)	1	1.14%
Behavioral / Psychiatric - Disorder/Issue (F99)	1	1.14%
Cardiac Dysrhythmia - Bradycardia (R00,1)	1	1.14%
Gastrointestinal System Issue (G.I.) (K92.9)	1	1.14%
Hypertension (I10)	1.	1,14%
No Apparent Illness/Injury (Adult) (Z00.00)	1	1.14%
OB / Pregnancy Related Complication (O99)	1	1.14%
Overdose / Poisoning / Ingestion (F19)	1	1.14%
Respiratory Distress - Bronchospasm (J98.01)	1	1.14%
Seizure - Post (G40.909)	1	1.14%
Sepsis (A41.9)	1	1.14%
Weakness (General) (R53.1)	1:	1.14%
	Total: 88	Total: 100.00%

### Call Volumes by Day and Hour Report

Incident Day Name	Number of Runs	Percent of Total Runs
Incident Three Hour Range Of Day 24: 00:00:0	00 - 02:59:59	
Monday	.1	1.14%
Tuesday	1	1.14%
Wednesday	1	1.14%
Friday	1	1.14%
	Total: 4	Total: 4.55%
	Avg: 1.00	
Incident Three Hour Range Of Day 24: 03:00:0	0 - 05:59:59	
Monday	3	3.41%
	Total: 3	Total: 3.41%
	Avg: 3.00	
Incident Three Hour Range Of Day 24: 06:00:0	0 - 08:59:59	
Sunday	3	3.41%
Monday	2	2.27%
Thursday	3	3.41%
Friday	2	2.27%
Saturday	2	2.27%
	Total: 12	Total: 13.64%
	Avg: 2.40	
Incident Three Hour Range Of Day 24: 09:00:0	0 - 11:59:59	
Sunday	1	1.14%
Monday	2	2.27%
Tuesday	2	2.27%
Wednesday	2	2.27%
Thursday	2	2.27%
Friday	1	1.14%
Saturday	1	1.14%
	Total: 11	Total: 12.50%
	Avg: 1.57	
ncident Three Hour Range Of Day 24: 12:00:0	0 - 14:59:59	
Sunday	2	2.27%
Monday	1	1.14%
Tuesday	3	3.41%
Thursday	4	4.55%
Saturday	8	9.09%
	Total: 18	Total: 20.45%
	Avg: 3.60	

Incident Day Name	Number of Runs	Percent of Total Runs
Sunday	1	1.14%
Monday	5	5.68%
Tuesday	3	3.41%
Wednesday	2	2.27%
Thursday	3	3.41%
Friday	5	5.68%
Saturday	1	1.14%
	Total: 20	Total: 22.73%
	Avg: 2.86	
incident Three Hour Range Of Day 24: 18:00:00 - 2	20:59:59	
Sunday	3	3.41%
Monday	2	2.27%
Tuesday	2	2.27%
Wednesday	3	3.41%
Friday	2	2.27%
Saturday	2	2.27%
	Total: 14	Total: 15.91%
	Avg: 2.33	
Incident Three Hour Range Of Day 24: 21:00:00 - 2	23:59:59	
Sunday	2	2.27%
Tuesday	1	1.14%
Wednesday	1	1.14%
Thursday	1	1.14%
Friday	1	1.14%
	Total: 6	Total: 6.82%
	Avg: 1.20	
	Total: 88	Total: 100.00%
	Avg: 2.20	
Report Criteria		
Agency Name (Dagency 03): Is In Coast Life Support District Amb	ulance	
Incident Date: Is Between 3/1/2022 and 3/31/2022		

[ DAY CAUS (0900-2100) -7 63 NIGH CAUS (2100-0900) > 25

M122 DISPATCHED 17 TIMES

II TOTAL HOURS UNCOVERED: 18.86 (6.13 HRS IN FEBRUARY)

MISSED CAUS \_O