



Finance Committee

AGENDA

Wednesday, Jan 20th, 2021 at 2:00 PM

CLSD Headquarters, 38901 Ocean Drive, Gualala, CA

Due to the Covid-19 pandemic and Governor Newsom's Executive order, all Brown Act Board meetings are temporarily conducted via teleconference. To join the board meeting, please:

Phone in: 510-338-9438

Meeting number: 126 994 2076

PW: 1234

1. Call to Order Tilles
2. Agenda Approval Tilles
3. Minutes Approval: December 16, 2020 meeting Tilles
4. Privilege of the floor Tilles
5. Ambulance revenue – Wittman (YTD) Crowl/_{Caley}
6. Expenses YTD Crowl/_{Caley}
7. Cash Flow Crowl/_{Caley}
8. Banking and Investment statements review Crowl/_{Caley}
9. Ambulance transport data YTD Crowl/_{Caley}
10. Requested educational session with auditor Tilles
11. Other: Crowl/_{Caley}
 - Reinvestment of treasury draw down funds
 - CalPERS pension update
 - GEMT-QAF / IGT updates
 - Covid-19 vaccination efforts
 - COVID 80 hour sick time renewal
12. Closed session: Crowl/_{Caley}
 - Public Employment (\$54957); Benefits Part Time Employees
13. Shout out Open to all
14. Next FC Meetings – Third Wednesdays of the month, 9 AM. During the pandemic, public access is available at the CLSD Bill Platt Training Room.
 - Feb 17th 2021
 - Mar 17th 2021
 - April 21st 2021
15. Adjournment



Finance Committee

Minutes of Meeting December 16th, 2020 at 9:00 AM - Bill Platt Training Center

Due to the COVID 19 threat and Shelter in Place order, this meeting was held by teleconference (via audio participation) and public access at the CLSD Headquarters.

1. **Call to Order:** The meeting was called to order at 9:34 AM by Treasurer Michael Tilles. FC Directors also present: Geoffrey Beaty and Naomi Schwartz. Also attending District Administrator Dave Crowl, ex-officio District Administrator David Caley, Ops Manager Evan Dilks, Executive Assistant/Bookkeeper Robin Dills.
2. **Agenda Approval:** Director Beaty moved to adopt the agenda as written, seconded by Director Schwartz, then amended. All ayes.
3. **Meeting Minutes Approval:** Director Beaty moved to approve the Nov18th, 2020 FC meeting minutes and was seconded by Director Schwartz. All ayes.
4. **Privilege of the floor:** None.
5. **Ambulance Billing, Write-off, and Hardship Policies review:**
 - a. A revised Billing Policy and Procedure was presented to the FC sub-committee for review. The purpose of the revision was to bridge identified gaps in the former policy and create a more comprehensive billing protocols, especially when considering hardship and write off.
 - b. FC sub-committee agreed that the Billing Policy and Procedure could move forward to BOD meeting with minor grammatical edits.
 - c. The FC sub-committee also agreed to not further delay bills that were brought to CLSD's attention by Wittman and move the backlog of claims forward. CLSD staff will proactively begin reviewing the backlog and creating a list of claims (using the drafted policy).
6. **FY20 Drafted Audit:** The first Draft of the Audit was reviewed. Director Beaty pointed out a small typo. A discussion relating to revenue ensued. Directors Beaty and Tilles requested that the auditor be available at the January Finance Meeting for some questions about how to interpret the data presented in the audit. FY20 Drafted Audit: Director Schwartz moved to present the Audit to the BOD to adopt, seconded by Director Beaty. All ayes.
7. **Ambulance revenue – Wittman (YTD)** Net payments for Nov 2020 totaled \$95,678 with A/R of \$486,631. Nov had 48 billable incidents with 48 transports. Cumulative are 282 billable incidents with 227 transports for the fiscal year.
8. **Expenses YTD:** Expenses continue to be within expectations.
9. **Cash Flow:** CLSD is showing a positive Cash flow (in respect to the budget) and is within expectations.
 - a. Treasury Account: Authorized to draw down up to \$250K from investments while awaiting parcel tax revenues in December, DA Caley drew \$200K. The return on investment is very poor and the FC will consider alternatives in January meeting.
10. **Bank Statement, Check Register Review and Schwab Investment:** The Financial statements and check register were reviewed. Questions were answered to provide clarification as needed.
11. **Ambulance Transport data –** see reports in the agenda packet or #7 above.
12. **Other:**
 - a. Sonoma parcel tax revenue is expected in December and Mendocino parcel tax revenue is expected in January. Due to the potential ramifications of COVID it is unknown if property owners will be able to timely pay their parcel taxes.
 - b. We continue to draw down revenue from the Training Grant based on monthly expenses.
 - c. New Ambulance: The 1st annual installment payment has been paid on the Ambulance loan.
 - d. CARES round 3: Stimulus check received. Addition \$2130. Overall, we have received ~\$20k.
 - e. CalPERS pension claim update. A letter from CLSD will be drafted with an agreement and resolution to be signed by both parties. Director Tilles moved to go forward, Director Schwartz Seconded. All ayes.

- f. GEMT and GEMT-Quality Assurance Fee: DA Caley has the invoices for four quarters. CLSD is paying ~\$32 per transport. however, receiving an “add-on” higher rate (additional revenue) for transports.
- g. IGT: DA Caley has signed and sent in the documents for the next fiscal year.
- h. “Shout Out”: Ops Mgr. Dilks, Director Schwartz and Director Tilles commended outgoing DA Caley for his dedication to the organization and fiscal management. DA Caley responded by stating he was looking forward to a smooth handoff to the New DA Crowl and has confidence he is the right candidate for the job.
- i. Aviation Weather Observation System donation from 2007: Sea Ranch Weather Station. There is a line item sitting stagnant on the books and we will research the history of this \$7,000 placeholder. It was found that it was put on the books as a value of the equipment. This was not funds given to CLSD. When the equipment was installed it had to be a governmental entity handling it. The FC sub-committee all agreed to remove it from the books in FY21. This is old equipment that is not worth anything so it can be written-off.
- j. The auditor’s suggested Journal Entries are ready to being presented to the BOD for approval.

13. Next FC Meeting: Third Wednesdays of the month, shifting to 9:30 AM to accommodate the DA attending weekly County-related Covid meetings.

- Jan 20, 2021, Feb 17, 2021, Mar 17, 2021

14. Adjournment: at 11:29 AM, Director Schwartz made a motion to adjourn and seconded by Director Beaty. All ayes.

Minutes approved:

_____(Date)_____

Michael Tilles, Treasurer

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
FY20													
JANUARY '20	43	\$ 199,161	\$ 92,162	\$ 46,979	\$ 1,937	\$ 58,084	\$ 85,951	\$ 146	\$ 85,805	\$ (750)	\$ 750	\$ -	\$ 397,308
FEBRUARY '20	50	\$ 190,789	\$ 134,677	\$ 31,850	\$ 600	\$ 23,663	\$ 54,253	\$ -	\$ 54,253	\$ -	\$ 499	\$ 3,907	\$ 370,126
MARCH '20	59	\$ 261,643	\$ 110,627	\$ 48,243	\$ 3,907	\$ 98,866	\$ 52,109	\$ 1,137	\$ 50,972	\$ -	\$ 1,000	\$ 30	\$ 417,051
APR '20	46	\$ 179,336	\$ 61,654	\$ 36,685	\$ 9,182	\$ 71,815	\$ 42,942	\$ 848	\$ 42,094	\$ -	\$ -	\$ -	\$ 446,772
MAY '20	44	\$ 178,031	\$ 89,447	\$ 30,422	\$ 778	\$ 57,384	\$ 71,715	\$ 196	\$ 71,519	\$ -	\$ -	\$ 306	\$ 432,943
JUNE '20	41	\$ 143,060	\$ 61,140	\$ 25,637	\$ 11,898	\$ 44,385	\$ 80,126	\$ -	\$ 80,126	\$ -	\$ 8,269	\$ -	\$ 388,932
FY21													
JULY '20	60	\$ 234,039	\$ 100,164	\$ 39,824	\$ 11,326	\$ 82,725	\$ 53,954	\$ 250	\$ 53,704	\$ 9,460	\$ 3,477	\$ 243	\$ 405,260
AUG '20	55	\$ 250,373	\$ 110,193	\$ 38,146	\$ 4,986	\$ 97,048	\$ 71,580	\$ 1,154	\$ 70,426	\$ -	\$ (0.19)	\$ -	\$ 431,882
SEPT '20	61	\$ 252,324	\$ 96,311	\$ 43,517	\$ 7,999	\$ 104,497	\$ 68,602	\$ -	\$ 68,602	\$ -	\$ 4,929	\$ -	\$ 462,848
OCT '20	58	\$ 253,498	\$ 99,962	\$ 39,992	\$ 2,269	\$ 111,276	\$ 70,665	\$ -	\$ 70,665	\$ -	\$ -	\$ -	\$ 503,459
NOV '20	48	\$ 204,221	\$ 75,028	\$ 47,860	\$ 2,579	\$ 78,754	\$ 95,678	\$ -	\$ 95,678	\$ -	\$ -	\$ 96	\$ 486,631
DEC '20	39	\$ 156,802	\$ 94,882	\$ 10,651	\$ 21,820	\$ 29,449	\$ 54,496	\$ -	\$ 54,496	\$ -	\$ -	\$ -	\$ 461,583
DECEMBER '19													
	50	\$ 199,255	\$ 132,913	\$ 26,184	\$ 10,389	\$ 29,770	\$ 109,483	\$ -	\$ 109,483	\$ 15,870	\$ 6,211	\$ -	\$ 425,030
FY To Date													
	321	\$ 1,351,256	\$ 576,538	\$ 219,989	\$ 50,979	\$ 503,749	\$ 414,975	\$ 1,404	\$ 413,571	\$ 9,460	\$ 8,405	\$ 339	
Last 12 Months													
	604	\$ 2,503,277	\$ 1,126,245	\$ 439,805	\$ 79,281	\$ 857,947	\$ 802,071	\$ 3,730	\$ 798,341	\$ 8,710	\$ 18,924	\$ 4,582	

Monthly Average FY To Date	54	\$ 225,209	\$ 96,090	\$ 36,665	\$ 8,497	\$ 83,958	\$ 69,163	\$ 234	\$ 68,929	\$ 1,577	\$ 1,401	\$ 56
Monthly Average Last 12 Months	50	\$ 208,606	\$ 93,854	\$ 36,650	\$ 6,607	\$ 71,496	\$ 66,839	\$ 311	\$ 66,528	\$ 726	\$ 1,577	\$ 382

AGING							
Month	Current	31-60	61-90	91-120	121-180	180+	Balance
DEC	\$ 65,626	\$ 46,614	\$ 77,481	\$ 35,412	\$ 65,546	\$ 170,905	\$ 461,583

Coast Life Support District

Profit & Loss Budget Overview FY21

July through December 2020

	Jul - Dec 20	Budget	\$ Over Budget	% of Budget
Ordinary Revenue/Expense				
Revenue				
4000 · CLSD Special Taxes	1,209,178.35	1,075,520.46	133,657.89	112.4%
4100 · Interest Revenue	8.95	0.00	8.95	100.0%
4200 · Ambulance Revenue	493,601.17	324,999.98	168,601.19	151.9% ¹
4400 · Miscellaneous Revenue	1,681.49	0.00	1,681.49	100.0%
4410 · Intergovernmental Transport(IGT)	0.00	125,000.00	-125,000.00	0.0%
4420 · Ground Emerg Med Transport	0.00	10,000.00	-10,000.00	0.0%
4421 · GEMT QAF Income	0.00	0.00	0.00	0.0%
4500G · Training Grant Revenue	70,281.10	62,498.00	7,783.10	112.5% ²
Total Revenue	1,774,751.06	1,598,018.44	176,732.62	111.1%
Expense				
5000 · Wages and Benefits	909,446.02	843,868.56	65,577.46	107.8% ³
5000G · Wages & Benefits-Training Grant	51,831.42	64,768.50	-12,937.08	80.0%
6000 · Ambulance Operations	101,306.27	91,148.51	10,157.76	111.1%
6000G · Training Grant Operations	23,782.11	8,403.46	15,378.65	283.0%
66000 · Payroll Expenses	0.00	0.00	0.00	0.0%
6700 · Overhead/Administration	93,170.03	114,337.50	-21,167.47	81.5%
6700G · Overhead/Administration -Training Grant	2,500.00	6,200.50	-3,700.50	40.3%
6971 · IGT	0.00	0.00	0.00	0.0%
7000 · Urgent Care	415,423.94	415,423.98	-0.04	100.0%
8000 · Interest Expense	893.51	0.00	893.51	100.0%
9000 · Other Expenses	0.00	0.00	0.00	0.0%
9500 · Depreciation Expense	52,707.73	52,707.73	0.00	100.0%
9999 · Prior Period Adjustment	0.00	0.00	0.00	0.0%
Total Expense	1,651,061.03	1,596,858.74	54,202.29	103.4%
Net Ordinary Operating Surplus	123,690.03	1,159.70	122,530.33	10,665.7%
Net Revenue	123,690.03	1,159.70	122,530.33	10,665.7%

1. NET BILLING: *Ref Wittman YTD Report (acc 4220 + Column F minus H/K/L)

2. Training Grant - reimbursement of Services, payroll, employer taxes, training equipment.

3. 5000-wages & benefits

5405-Admin Salary: Higher than normal due to the New DA Step increase and retention salary. The Opt's Manager's Ambulance Wage not split out from his Admin Salary (Budgeted to 5410), as well as, three pay periods in July & Dec FY21

5430-Some expense not just realized.

5500-Work Comp Insurance: billing based on the Annual SDRMA-WC PAYROLL RECONCILIATION REPORT. Billing adjustments (charges/credits) are made based on those finding. Received a rebate/refund of 5,489.04 in Oct. (based on Annual PR Reconciliation). An increase to wages in FY21 (Operations and REMSTC Grant) are expected. Part of the Work Comp is being coded to the Training Grant.

Coast Life Support District

Profit & Loss Budget Overview FY21

July through December 2020

	Jul - Dec 20	Budget	\$ Over Bud...	% of Budget
Ordinary Revenue/Expense				
Revenue				
4000 · CLSD Special Taxes				
4001 · Mendocino County Taxes				
4004 · Mendocino Ambulance Tax	364,229.25	332,419.50	31,809.75	109.6%
4009 · Mendocino Urgent Care Tax	239,390.00	218,670.00	20,720.00	109.5%
4010 · Mendocino Ad Valorem Tax	61,893.36	52,875.00	9,018.36	117.1%
Total 4001 · Mendocino County Taxes	665,512.61	603,964.50	61,548.11	110.2%
4002 · Sonoma County Taxes				
4024 · Sonoma Ambulance Tax	310,323.21	260,561.48	49,761.73	119.1%
4029 · Sonoma Urgent Care Tax	233,342.53	196,950.98	36,391.55	118.5%
4030 · Sonoma County Special Tax	0.00	14,043.50	-14,043.50	0.0%
Total 4002 · Sonoma County Taxes	543,665.74	471,555.96	72,109.78	115.3%
Total 4000 · CLSD Special Taxes	1,209,178.35	1,075,520.46	133,657.89	112.4%
4100 · Interest Revenue	8.95	0.00	8.95	100.0%
4200 · Ambulance Revenue				
4201 · Amb Transport Billings	493,601.17	324,999.98	168,601.19	151.9%
Total 4200 · Ambulance Revenue	493,601.17	324,999.98	168,601.19	151.9% ¹
4400 · Miscellaneous Revenue	1,681.49	0.00	1,681.49	100.0%
4410 · Intergovernmental Transport(IGT)	0.00	125,000.00	-125,000.00	0.0%
4420 · Ground Emerg Med Transport	0.00	10,000.00	-10,000.00	0.0%
4421 · GEMT QAF Revenue	0.00	0.00	0.00	0.0%
4500G · Training Grant Revenue	70,281.10	62,498.00	7,783.10	112.5%
Total Revenue	1,774,751.06	1,598,018.44	176,732.62	111.1%
Expense				
5000 · Wages and Benefits				
5200 · Health Insurance	62,128.48	71,148.00	-9,019.52	87.3%
5300 · Payroll Taxes Emplr Costs	22,971.29	16,814.48	6,156.81	136.6%
5350 · PERS Employer Costs	96,348.34	89,927.48	6,420.86	107.1%
5405 · Administration Salaries				
5405.1 · Admin Salaries-Alloc/UC	-15,423.98	-15,423.98	0.00	100.0%
5405 · Administration Salaries - Other	282,979.15	172,902.52	110,076.63	163.7%
Total 5405 · Administration Salaries	267,555.17	157,478.54	110,076.63	169.9%
5410 · Ambulance Operations Wages	428,454.95	451,011.52	-22,556.57	95.0%
5430 · Extra Duty/Stipend Pay/DA	19,835.41	28,223.02	-8,387.61	70.3%
5500 · Work Comp Insurance	12,152.38	29,265.52	-17,113.14	41.5%
Total 5000 · Wages and Benefits	909,446.02	843,868.56	65,577.46	107.8%
5000G · Wages & Benefits-Training Grant				
5200G · Health Insurance	3,631.84	5,676.00	-2,044.16	64.0%
5300G · Payroll Taxes Emplr Costs	1,539.79	4,218.52	-2,678.73	36.5%
5350G · PERS Employer Costs	3,498.79	4,392.00	-893.21	79.7%
5405G · Administration Salaries	28,387.68	34,350.98	-5,963.30	82.6%
5410G · Ambulance Operations Wages	13,997.50	15,396.52	-1,399.02	90.9%
5500G · Work Comp Insurance	775.82	734.48	41.34	105.6%
Total 5000G · Wages & Benefits-Training Grant	51,831.42	64,768.50	-12,937.08	80.0%
6000 · Ambulance Operations				
6030 · Med. Director Fee-non AHUC	18,900.00	18,900.00	0.00	100.0%
6040 · Dispatch Services	13,904.33	11,561.01	2,343.32	120.3%
6050 · Misc Reimbursements	0.00	0.00	0.00	0.0%
6100 · Station/Crew Expenses				
5100 · Uniforms & Med Tests	1,311.28	3,750.00	-2,438.72	35.0%

Coast Life Support District

Profit & Loss Budget Overview FY21

July through December 2020

	Jul - Dec 20	Budget	\$ Over Bud...	% of Budget
6101 · Facility Repair & Maintenance	2,655.45	3,750.00	-1,094.55	70.8%
6102 · Facility Furniture	169.99	0.00	169.99	100.0%
6110 · Supps, Rental, Clean. etc	3,904.84	3,750.00	154.84	104.1%
6210 · Veh. Repair & Maintenance	22,024.02	11,250.00	10,774.02	195.8% ⁹
6240 · Vehicle Fuel	9,536.82	12,500.00	-2,963.18	76.3%
6410 · Radios & Comm Equip				
6410.1 · ATT Tower Lease	375.00	437.50	-62.50	85.7%
6410 · Radios & Comm Equip - Other	3,145.14	1,500.00	1,645.14	209.7%
Total 6410 · Radios & Comm Equip	3,520.14	1,937.50	1,582.64	181.7%
6510 · Medical Supplies & Equip	25,423.61	20,000.00	5,423.61	127.1% ¹⁰
Total 6100 · Station/Crew Expenses	68,546.15	56,937.50	11,608.65	120.4%
6980 · Misc. Employee Train. Exps	-44.21	3,750.00	-3,794.21	-1.2%
Total 6000 · Ambulance Operations	101,306.27	91,148.51	10,157.76	111.1%
6000G · Training Grant Operations				
6100G · Training Grant Station/Equipment/Train				
6101G · A/V System Equipment	1,562.11	1,625.02	-62.91	96.1%
6102G · Training Room Equipment	0.00	2,049.98	-2,049.98	0.0%
6103G · Training Equipment	22,220.00	1,125.00	21,095.00	1,975.1% ¹¹
6110G · CPR Training Equipment	0.00	399.98	-399.98	0.0%
6210G · Responder Training Bag Equip	0.00	1,200.00	-1,200.00	0.0%
6240G · EMR & EMT Textbooks	0.00	2,003.48	-2,003.48	0.0%
Total 6100G · Training Grant Station/Equipment/Tr...	23,782.11	8,403.46	15,378.65	283.0%
Total 6000G · Training Grant Operations	23,782.11	8,403.46	15,378.65	283.0%
66000 · Payroll Expenses	0.00	0.00	0.00	0.0%
6700 · Overhead/Administration				
6180 · Utilities	7,391.66	7,000.00	391.66	105.6%
6188 · Telephone	3,419.09	3,250.00	169.09	105.2%
6300 · Insurance	8,977.00	8,975.00	2.00	100.0%
6713 · Ambulance Billing	21,544.52	19,500.00	2,044.52	110.5%
6714 · GEMT QAF Expense	3,811.40	7,012.50	-3,201.10	54.4%
6718 · Office Supp/Equip/Software				
6718.1 · Office Supplies	774.10	1,500.00	-725.90	51.6%
6718.2 · Computer Equipment	26.95	2,500.00	-2,473.05	1.1%
6718.3 · Software	4,641.21	2,000.00	2,641.21	232.1%
6718 · Office Supp/Equip/Software - Other	0.00	0.00	0.00	0.0%
Total 6718 · Office Supp/Equip/Software	5,442.26	6,000.00	-557.74	90.7%
6720 · Board Expenses	6,455.71	12,500.00	-6,044.29	51.6% ¹²
6730 · Consultants				
6731 · Administration	4,069.77	0.00	4,069.77	100.0%
6734 · IT	0.00	3,250.00	-3,250.00	0.0%
6735 · EMS Survey	553.80	1,750.00	-1,196.20	31.6%
6737 · Financial/Bookkeeping	0.00	4,500.00	-4,500.00	0.0%
6738 · Legal	3,036.00	2,500.00	536.00	121.4%
6739 · Policy Development	0.00	0.00	0.00	0.0%
6740 · Audit	0.00	4,750.00	-4,750.00	0.0%
6741 · Tax Administration - NBS	5,804.12	6,000.00	-195.88	96.7%
Total 6730 · Consultants	13,463.69	22,750.00	-9,286.31	59.2%
6742 · Bank/Merchant Fees	840.83	850.00	-9.17	98.9%
6755 · Property Tax Admin	13,341.50	8,750.00	4,591.50	152.5%
6760 · Education/Professional Dev	23.00	2,500.00	-2,477.00	0.9%
6765 · Election Costs/Reserve	0.00	0.00	0.00	0.0%
6770 · Dues, Subscrip, Membership	6,142.62	7,500.00	-1,357.38	81.9%
6788 · Printing & Reproduction	904.96	1,500.00	-595.04	60.3%
6795 · Travel/Transportation	0.00	2,500.00	-2,500.00	0.0%
6970 · Community Dev/Training	1,411.79	3,750.00	-2,338.21	37.6%

Coast Life Support District

Profit & Loss Budget Overview FY21

July through December 2020

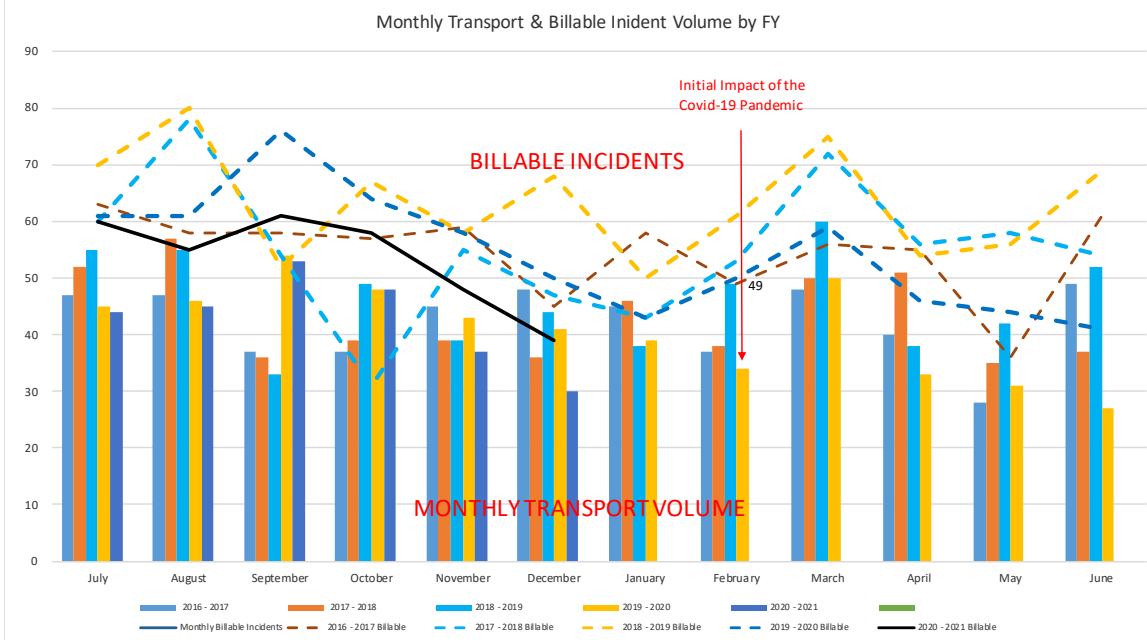
	Jul - Dec 20	Budget	\$ Over Bud...	% of Budget
Total 6700 · Overhead/Administration	93,170.03	114,337.50	-21,167.47	81.5%
6700G · Overhead/Administration -Training Grant				
6730G · Consultants				
6732G · EAP - Employee Assist Prog	2,500.00	2,500.00	0.00	100.0%
Total 6730G · Consultants	2,500.00	2,500.00	0.00	100.0%
6795G · Travel & Conferences	0.00	3,475.50	-3,475.50	0.0%
6970G · Meals (annual conference)	0.00	225.00	-225.00	0.0%
Total 6700G · Overhead/Administration -Training Grant	2,500.00	6,200.50	-3,700.50	40.3%
6971 · IGT	0.00	0.00	0.00	0.0%
7000 · Urgent Care				
7011 · Admin Salaries-Alloc to UC	15,423.98	15,423.98	0.00	100.0%
7050 · UC Contract	399,999.96	400,000.00	-0.04	100.0%
7000 · Urgent Care - Other	0.00	0.00	0.00	0.0%
Total 7000 · Urgent Care	415,423.94	415,423.98	-0.04	100.0%
8000 · Interest Expense	893.51	0.00	893.51	100.0%
9000 · Other Expenses	0.00	0.00	0.00	0.0%
9500 · Depreciation Expense	52,707.73	52,707.73	0.00	100.0%
9999 · Prior Period Adjustment	0.00	0.00	0.00	0.0%
Total Expense	1,651,061.03	1,596,858.74	54,202.29	103.4%
Net Ordinary Operating Surplus	123,690.03	1,159.70	122,530.33	10,665.7%
Net Revenue	123,690.03	1,159.70	122,530.33	10,665.7%

1. NET BILLING: *Ref Wittman YTD Report (acc 4220 + Column F minus H/K/L)
2. IGT Receivable: the amount receivable for IGT/transporters historically will not reflect until later in FY21
3. GEMT Receivable: the amount receivable for IGT/transporters historically will not reflect until later in FY21
4. Training Grant - reimbursement of Services, payroll, employer taxes, training equipment.
5. Payroll Taxes - Higher than normal due to transition of District Administrators, DA step increase, retention salary. Also, there were three pay periods in July and Dec FY21
6. Admin Salary: Higher than normal due to the New DA Step increase and retention salary. The Opt's Manager's Ambulance Wage not split out from his Admin Salary (Budgeted to 5410), as well as, three pay periods in July & Dec FY21
7. Some expense not just realized.
8. 5500 Work Comp Insurance: billing based on the Annual SDRMA-WC PAYROLL RECONCILIATION REPORT. Billing adjustments (charges/credits) are made based on those finding. Received a rebate/refund of 5,489.04 in Oct. (based on Annual PR Reconciliation). An increase to wages in FY21 (Operations and REMSTC Grant) are expected. Part of the Work Comp is being coded to the Training Grant.
9. Veh Repair & Maintenance: two large unexpected ambulance repairs in Dec
10. 6510-Medical Supplies: more supplies ordered during COVID pandemic
11. Purchase of Training Grant equipment hit in Dec. Budgeted expense are split over 12 months FY21
12. DA Recruitment

MONTHLY AMBULANCE DATA

Monthly Transports	July	August	September	October	November	December	January	February	March	April	May	June
2015 - 2016	52	39	39	34	28	35	47	29	49	38	57	42
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						

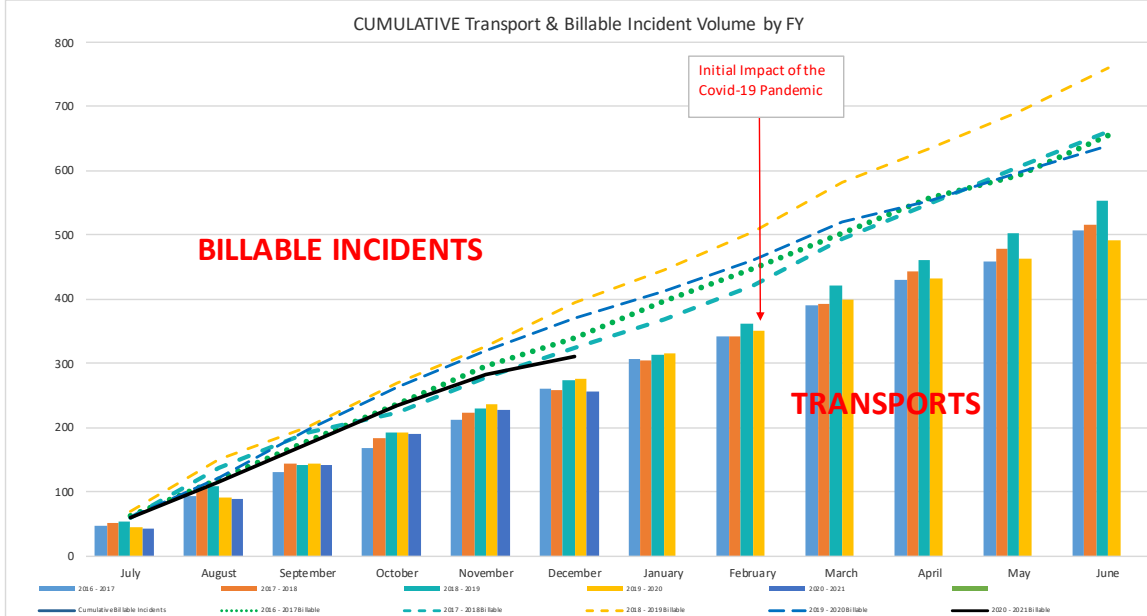
Monthly Billable Incidents	July	August	September	October	November	December	January	February	March	April	May	June
2016 - 2017 Billable	63	58	58	57	59	45	58	49	56	55	36	61
2017 - 2018 Billable	60	78	54	31	55	47	43	53	72	56	58	54
2018 - 2019 Billable	70	80	52	67	58	68	50	61	75	54	56	69
2019 - 2020 Billable	61	61	76	64	58	50	43	50	59	46	44	41
2020 - 2021 Billable	60	55	61	58	48	39						





CUMULATIVE AMBULANCE DATA

Cumulative Transports	July	August	September	October	November	December	January	February	March	April	May	June
2015 - 2016	52	91	130	164	192	227	274	303	352	390	447	489
2016 - 2017	47	94	131	168	213	261	306	343	391	431	459	508
2017 - 2018	52	109	145	184	223	259	304	343	393	444	479	516
2018 - 2019	55	110	143	192	231	275	313	362	422	460	502	554
2019 - 2020	45	91	145	193	236	277	316	350	400	433	464	491
2020 - 2021	44	89	142	190	227	257						

Cumulative Billable Incidents	July	August	September	October	November	December	January	February	March	April	May	June
2016 - 2017 Billable	63	121	179	236	295	340	398	447	503	558	594	655
2017 - 2018 Billable	60	138	192	223	278	325	368	421	493	549	607	661
2018 - 2019 Billable	70	150	202	269	327	395	445	506	581	635	691	760
2019 - 2020 Billable	61	122	198	262	320	370	413	462	521	554	598	639
2020 - 2021 Billable	60	115	176	234	282	311						



MONTH MOST CURRENT ON TOP	INCIDENTS		PCR		RESIDENT		ALS		DAYTIME		NIGHT		TOTAL		LANDING		DRY RUN		T&R		TO RCMS		FROM RCMS			
	PATIENT CONTACT IN-FIELD		PATIENT CARE RECORD		RESI- DENT	NON RES	ADVANCED LIFE SUPPORT		9:00 AM TO 9:00 PM	9:00 PM TO 9:00 AM	TRANSPORTS				CANCELLED ON ROUTE				ALS		ALS		BLS			
	Current	Year Prior	Current	Year Prior	Current 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
20-Dec	60	67	43	51	37	2	30	36	43		17		30	40	5	4	18	7	13	11	0	1	5	10	0	0
20-Nov	64	84	49	63	41	7	37	47	51		13		37	48	8	9	14	22	12	11	1	0	6	13	0	0
20-Oct	84	84	63	58	54	16	47	47	68		16		48	48	9	7	22	17	11	16	0	2	13	11	0	0
20-Sep	84	94	63	66	43	18	53	51	64		16		53	54	15	12	17	20	10	23	1	0	9	13	0	1
20-Aug	79	85	56	61	57	9	45	41	63		16		45	45	5	11	22	22	11	13	3	1	14	13	0	3
20-Jul	79	84	57	61	53	14	44	45	63		16		44	45	7	9	18	11	13	16	2	2	19	11	0	0
20-Jun	47	67	42	38	31	10	27	29					27	30	5	7	5	15	15	8	0	0	7	7	0	7
20-May	67	87	38	58	39	10	29	41					30	42	7	5	15	19	8	14	0	4	7	10	1	0
20-Apr	65	78	44	53	43	5	31	31					33	38	4	5	10	20	11	15	1	1	6	8	2	3
20-Mar	73	108	61	79	55	13	47	49					49	60	6	8	10	27	10	17	3	7	14	10	0	8
20-Feb	69	82	47	63	47	10	30	35					34	49	1	6	16	20	16	13	1	4	11	10	0	6
20-Jan	64	71	49	47	40	6	38	27					39	38	6	4	14	17	11	9	1	2	8	5	0	7
	835	991	612	698	540	120	458	479	352	0	94	0	469	537	78	87	181	217	141	166	13	24	119	121	3	35
	Patient Contacts		PCR		RES / NON RES		ALS		Daytime		Night		T:Transports		LZ		DRY RUN		T&R		TO RCMS		FROM RCMS			