



Finance Committee

AGENDA

Wednesday, October 19, 2022 at 9:00 AM

CLSD Headquarters, 38901 Ocean Drive, Gualala, CA

Meeting Link: <https://clsd.my.webex.com/clsd.my/j.php?MTID=m017dc2727c5024c0f923679cbe974856>

- | | |
|--|-------------|
| 1. Call to Order | Tilles |
| 2. Agenda Approval | Tilles |
| 3. Minutes Approval: September 21, 2022 meeting | Tilles |
| 4. Privilege of the floor | Tilles |
| 5. Old Business: | |
| • Training Grant | Crowl |
| 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: | |
| • UC RFP update | Crowl |
| • Used ambulance gurneys | |
| 12. Shout out | Open to all |
| 13. Next FC Meetings – Third Wednesdays of the month, 9:00 AM. | |
| • November 16, 2022 | |
| • December 21, 2022 | |
| 14. Adjournment | |



PO Box 1056 • Gualala, California
95445 www.clsd.ca.gov

Finance Committee

Minutes of Meeting Sept. 21st, 2022, at 9:00 am - Bill Platt Training Center

This meeting conducted by teleconference and in person.

1. **Call to Order:** The meeting called to order at 9:03 am by Treasurer Michael Tilles. Also present: Director Geoffrey Beaty, Director Naomi Schwartz, DA David Crowl, Captain Bronwyn Golly, Captain Chris Ottolini, and Bookkeeper Robin Dills.
2. **Agenda Approval:** Director Beaty moved to adopt the agenda, seconded by Director Schwartz. All ayes.

Meeting Minutes Approval: Director Beaty moved to approve the Aug 17th, 2022; Director Schwartz seconded meeting minutes. All ayes.

3. **Privilege of the floor:** none

4. Old Business

- a. **GEMT/IGT:** Cost Reports submitted for 3 years of GEMT (FY19,20 & 21) and partial IGT 1.5 years. Both programs have now been consolidated.

5. **Ambulance Revenue-** Net payments for Aug 2022 totaled \$57,193 with A/R of \$387,846.

6. **Expenses YTD:** Reviewed and within range. Please see pg.4 for footnotes.

7. **Cash Flow:** Reviewed.

8. **Banking review:** Reviewed

9. **Ambulance Transport data** Aug 62 billable incidents with 32 transports. CLSD continues the downward trend compared to last year. District only had ~10 hrs. uncovered with 0 call missed.

10. Other:

- a. FY23 Training Grant: CLSD does not have an update yet. The amount, if any, currently is unknown for FY23.
- b. FY22 Training Grant: \$198,000 has been draw down in September.
- c. Collections (Aging): 5 Claims over \$5,000 (per CLSD's policy) have been reviewed. Director Schwartz moved to approve the list going to collections, Director Beaty seconded. All ayes.

- d. Charles Schwab Investment: Current Balance: \$308,751. Director Geoffrey Beaty posed the question (at the discretion of the D.A.) if it would be possible to move \$150k-\$200k over to the account and if it would be worth it (2% gain). Treasurer Michael Tilles asked that it be noted to discuss with the BOD. DA Crowl to investigate.
- e. Redcom: Dispatch for CLSD. Captain Bronwyn Golly gave a detailed description on how CLSD receive calls (active by 911) and that this system is currently working well.
- f. 12. Shout out: none

Next FC Meeting: Third Wednesday of the month, at 9 am.

- October 19th, 2022, November 16th, 2022, December 21st, 2022.

Adjournment: at 9:47 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	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
FY22													\$ 444,753
OCT'21	65	\$ 243,640	\$ 110,530	\$ 42,067	\$ 3,281	\$ 87,761	\$ 70,382	\$ -	\$ 70,382	\$ -	\$ -	\$ 7	\$ 537,413
NOV'21	56	\$ 181,297	\$ 97,158	\$ 33,526	\$ 7,258	\$ 43,354	\$ 114,155	\$ -	\$ 114,155	\$ 45,231	\$ 2,510	\$ 85	\$ 418,955
DEC'21	54	\$ 277,301	\$ 116,218	\$ 46,589	\$ 1,033	\$ 113,462	\$ 66,081	\$ 3,892	\$ 62,189	\$ -	\$ -	\$ -	\$ 470,277
JAN'22	40	\$ 130,757	\$ 62,036	\$ 35,404	\$ 6,208	\$ 27,109	\$ 46,379	\$ 9,601	\$ 36,778	\$ -	\$ 945	\$ -	\$ 459,613
FEB'22	38	\$ 169,002	\$ 50,014	\$ 37,976	\$ 1,466	\$ 79,546	\$ 56,555	\$ 5,703	\$ 50,852	\$ -	\$ -	\$ 50	\$ 488,807
MAR'22	68	\$ 278,856	\$ 141,788	\$ 47,457	\$ 5,436	\$ 84,175	\$ 78,408	\$ 1,266	\$ 77,142	\$ 45,804	\$ 0	\$ 74	\$ 450,110
APR'22	57	\$ 212,767	\$ 116,563	\$ 41,492	\$ 826	\$ 53,885	\$ 70,745	\$ 561	\$ 70,185	\$ -	\$ -	\$ -	\$ 433,811
MAY'22	77	\$ 271,373	\$ 105,853	\$ 44,429	\$ 12,080	\$ 109,011	\$ 66,939	\$ 3,091	\$ 63,847	\$ -	\$ 6,705	\$ 15	\$ 472,285
JUN'22	45	\$ 165,192	\$ 78,867	\$ 19,828	\$ 864	\$ 65,634	\$ 91,875	\$ -	\$ 91,875	\$ -	\$ 1,537	\$ 246	\$ 444,753
FY23													
JUL'22	54	\$ 187,272	\$ 45,127	\$ 69,096	\$ 1,407	\$ 71,642	\$ 78,972	\$ -	\$ 78,972	\$ 47,333	\$ 1,395	\$ -	\$ 388,695
AUG'22	62	\$ 220,864	\$ 110,760	\$ 51,756	\$ 2,004	\$ 56,344	\$ 57,193	\$ -	\$ 57,193	\$ -	\$ -	\$ -	\$ 387,846
SEPT'22	75	\$ 245,461	\$ 87,388	\$ 62,212	\$ 3,999	\$ 91,862	\$ 75,904	\$ 6,628	\$ 69,275	\$ -	\$ 0	\$ 5,076	\$ 415,508

<i>SEPT'21</i>	<i>72</i>	<i>\$ 284,162</i>	<i>\$ 110,904</i>	<i>\$ 40,511</i>	<i>\$ 6,044</i>	<i>\$ 126,702</i>	<i>\$ 56,790</i>	<i>\$ 12,090</i>	<i>\$ 44,700</i>	<i>\$ -</i>	<i>\$ 5,990</i>	<i>\$ 191</i>	<i>\$ 520,027</i>
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FY To Date	191	\$ 653,597	\$ 243,275	\$ 183,064	\$ 7,410	\$ 219,848	\$ 212,069	\$ 6,628	\$ 205,440	\$ 47,333	\$ 1,395	\$ 5,076
Last 12 Months	691	\$ 2,583,781	\$ 1,122,303	\$ 531,832	\$ 45,862	\$ 883,785	\$ 873,589	\$ 30,742	\$ 842,847	\$ 138,368	\$ 13,091	\$ 5,553

Monthly Average FY To Date	64	\$ 217,866	\$ 81,092	\$ 61,021	\$ 2,470	\$ 73,283	\$ 70,690	\$ 2,209	\$ 68,480	\$ 15,778	\$ 465	\$ 1,692
Monthly Average Last 12 Months	58	\$ 215,315	\$ 93,525	\$ 44,319	\$ 3,822	\$ 73,649	\$ 72,799	\$ 2,562	\$ 70,237	\$ 11,531	\$ 1,091	\$ 463

AGING 280 (259)							
Month	Current (75)	31-60 (29)	61-90 (38)	91-120 (28)	121-180 (24)	180+ (78)	Balance
SEPT	\$ 99,962	\$ 45,792	\$ 29,500	\$ 23,479	\$ 39,365	\$ 177,410	\$ 415,508

CMS TRANSPORTS ON -HOLD	
TOTAL	\$ 1,427.07

3 ALL FY23

Coast Life Support District

Profit & Loss Budget Overview FY23

July through September 2022

	Jul - Sep 22	Budget	\$ Over Budget	% of Budget
Ordinary Revenue/Expense				
Revenue				
4000 · CLSD Special Taxes	557,684.06	557,684.06	0.00	100.0% ¹
4100 · Interest Revenue	0.00	0.00	0.00	0.0%
4200 · Ambulance Revenue				
4201 · Amb Transport Billings	211,824.75	199,999.97	11,824.78	105.9%
Total 4200 · Ambulance Revenue	211,824.75	199,999.97	11,824.78	105.9% ²
4400 · Miscellaneous Revenue	6,279.97	5,000.01	1,279.96	125.6%
4410 · Intergovernmentl Transport(IGT)	62,500.03	62,500.03	0.00	100.0% ³
4420 · Ground Emerg Med Transport	0.00	0.00	0.00	0.0%
4500G · Training Grant Revenue	37,636.44	49,999.97	-12,363.53	75.3% ⁴
Total Revenue	875,925.25	875,184.04	741.21	100.1%
Expense				
5000 · Wages and Benefits	450,913.21	495,331.22	-44,418.01	91.0%
5000G · Wages & Benefits-Training Grant	35,783.49	47,220.28	-11,436.79	75.8%
6000 · Ambulance Operations	56,492.53	44,730.65	11,761.88	126.3% ⁵
6000G · Training Grant Operations	31.00	3,750.00	-3,719.00	0.8%
66000 · Payroll Expenses	0.00	0.00	0.00	0.0%
6700 · Overhead/Administration	42,646.38	47,037.38	-4,391.00	90.7%
6700G · Overhead/Administration-T.Grant	1,821.95	625.03	1,196.92	291.5% ⁶
6971 · IGT	-11,083.33	0.00	-11,083.33	100.0%
7000 · Urgent Care	209,077.70	209,077.69	0.01	100.0%
8000 · Interest Expense	0.00	199.97	-199.97	0.0%
9000 · Other Expenses	0.00	0.00	0.00	0.0%
9500 · Depreciation Expense	26,353.78	26,353.78	0.00	100.0%
Total Expense	812,036.71	874,326.00	-62,289.29	92.9%
Net Ordinary Operating Surplus	63,888.54	858.04	63,030.50	

8:04 PM

10/12/22

Accrual Basis

Coast Life Support District
Profit & Loss Budget Overview FY22
July through September 2022

1. Total 4000- CLSD Special Taxes is actual revenue - Recieved recieved 7% Tetter Mendocino Co Tax in Sept shift to FY22

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

3. 4410 represents IGT accrual for FY23

4. Training grant FY22 income as expected and within budget. T.G. is from Sept 1, 2021- Aug 31, 2022 (Correction from: Oct 1 2021 -Sep 30 2022).

5. 6000-Ambulance Operations: unexpected Veh. Repair totaling ~\$8k. Fuel is also responsible for increased.

6. 6700G- FY22(prior year) T. Grant has some overlape with FY23. Expense is within Budget.

FY 22 Cash Projection	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep
Bank balance 9/30/2022	633,720	430,528	70,827	392,035	820,063	616,871	257,170	460,487	781,695	1,209,723	1,006,531	803,339
Prop Tax EMS/UC GEMT or GEMT-QAF IGT			524,400	631,220				524,400	631,220			
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				156,509						
	430,528	70,827	392,035	820,063	616,871	257,170	460,487	781,695	1,209,723	1,006,531	803,339	600,147
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											



GEMT FY21/22 +

SAMHSA Rural EMS Training Grant: just under \$200K in FY23. \$50K installments simply representational - not precise timing.

Sonoma County pays in Dec and Apr
Mendocino County pays in Jan and May

CLSD RUN DATA for the PRECEEDING 12 MONTHS

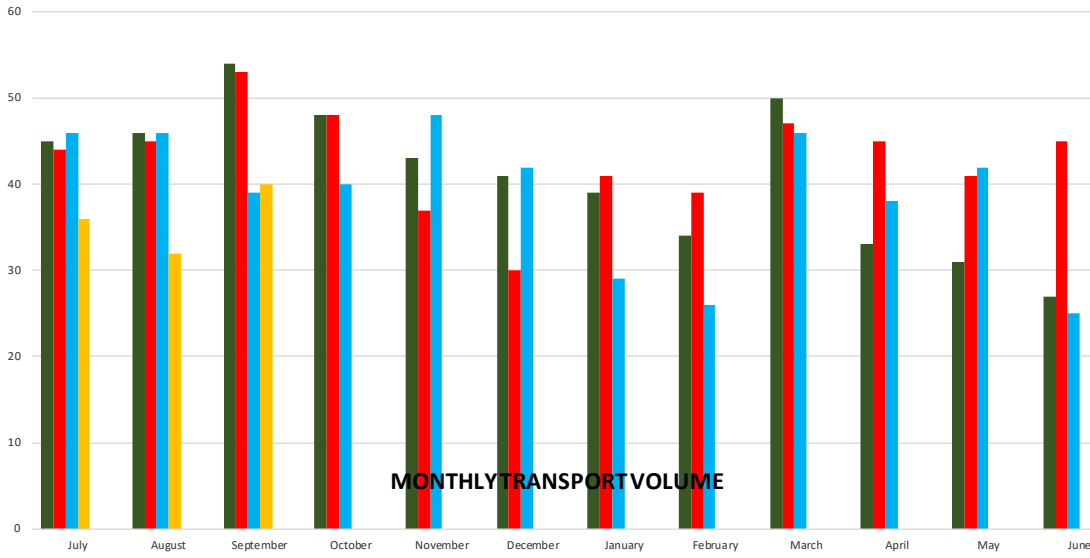
ALL SHADED COLUMNS ARE PREVIOUS YEAR DATA

MONTH <small>MOST CURRENT ON TOP</small>	INCIDENT		PCR		RESIDENT		ALS		DAYTIME		NIGHT		TOTAL		LANDING		DRY RUN		T&R		FROM RCMS		AMB UNAVAILABLE			
	DISPATCHED CALLS		PATIENT CARE RECORD		RESIDENT	NON RESID.	ADVANCED LIFE SUPPORT		9:00 AM TO 9:00 PM		9:00 PM TO 9:00 AM		TRANSPORTS			CANCELLED ON ROUTE			ALS		TOTAL HRS		MISSED CALLS			
	Current	Year Prior	Current	Year Prior	BOTH 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
Sep '22	94	92	75	72	56	19	60	58	79	62	15	30	36	39	4	3	14	8	32	29	10	7	20	33	1	1
Aug '22	92	106	62	70	40	22	58	62	73	74	19	32	32	46	9	6	14	17	19	23	11	10	10	26	0	2
July '22	81	93	54	68	34	20	50	45	51	63	30	16	36	46	6	4	6	13	22	17	7	4	9	19	1	0
June '22	65	91	45	74	28	17	41	56	44	67	21	24	25	45	6	8	6	14	15	20	7	11	12	32	0	0
May '22	99	74	77	56	64	13	72	31	69	57	30	16	42	41	9	10	17	17	27	15	6	6	24		2	
Apr '22	88	88	65	72	54	11	44	37	68	67	20	21	39	45	6	18	19	18	21	27	6	10	14		0	
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	
TOTAL	950	960	723	727	556	157	640	540	695	714	255	231	435	504	73	89	127	190	234	215	83	99	183	110	8	4
	CALLS		PCR		RESIDENT	NON RESID.	ALS		AM TO PM		PM TO AM		TRANSPORTS		LZ		DRY RUN		T&R		FROM RCMS		AMB UNAVAILABLE			

MONTHLY AMBULANCE DATA

Monthly Transport Volume	July	August	September	October	November	December	January	February	March	April	May	June
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	38	42	25
2022 - 2023	36	32	40									

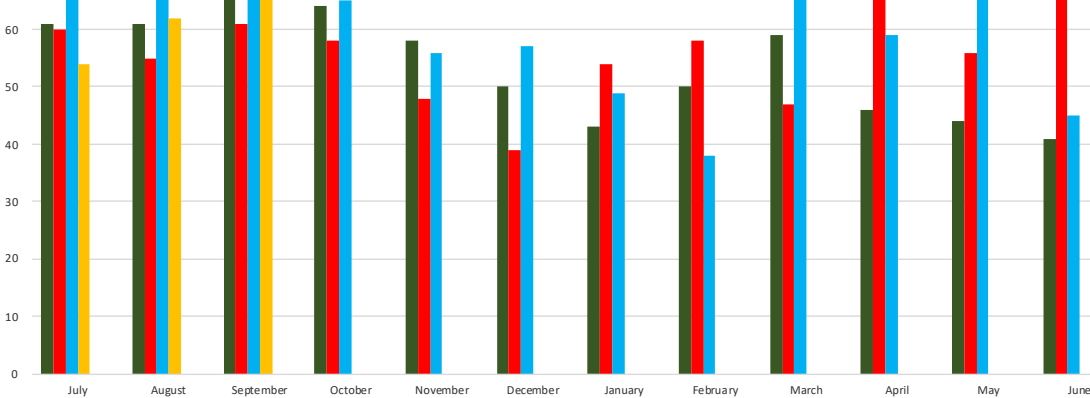
Monthly Transport Volume by FY



MONTHLY AMBULANCE DATA

Billable Incident	July	August	September	October	November	December	January	February	March	April	May	June
2019 - 2020	61	61	76	64	58	50	43	50	59	46	44	41
2020 - 2021	60	55	61	58	48	39	54	58	47	72	56	72
2021 - 2022	68	70	72	65	56	57	49	38	68	59	77	45
2022 - 2023	54	62	75									

BILLABLE INCIDENTS



SEPT

Ambulance Run Data CLSD-2**

2022
RUN DATA

Runs by Response Request

Response Type Of Service Requested (eResponse.05)	Number of Runs	Percent of Total Runs
911 Response (Scene)	83	88.30%
Interfacility Transport	10	10.64%
Standby	1	1.06%
Total: 94		Total: 100.00%

Runs by Dispatch Reason

Incident Complaint Reported By Dispatch (eDispatch.01)	Number of Runs	Percent of Total Runs
Traffic/Transportation Incident	14	14.89%
Interfacility Transfer	12	12.77%
Falls	11	11.70%
Sick Person	8	8.51%
Traumatic Injury	6	6.38%
Abdominal Pain/Problems	5	5.32%
Breathing Problem	4	4.26%
Chest Pain (Non-Traumatic)	4	4.26%
Unknown Problem/Person Down	4	4.26%
Hemorrhage/Laceration	3	3.19%
Allergic Reaction/Stings	2	2.13%
Cardiac Arrest/Death	2	2.13%
Convulsions/Seizure	2	2.13%
Medical Alarm	2	2.13%
Stroke/CVA	2	2.13%
Unconscious/Fainting/Near-Fainting	2	2.13%
Assault	1	1.06%
Back Pain (Non-Traumatic)	1	1.06%
Choking	1	1.06%
Eye Problem/Injury	1	1.06%
Headache	1	1.06%
Heart Problems/AICD	1	1.06%
Industrial Accident/Inaccessible Incident/Other Entrapments (Non-Vehicle)	1	1.06%
Overdose/Poisoning/Ingestion	1	1.06%
Psychiatric Problem/Abnormal Behavior/Suicide Attempt	1	1.06%
Standby	1	1.06%
Well Person Check	1	1.06%
Total: 94		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	36	38.30%
Against Medical Advice (AMA)	21	22.34%
Released at Scene (RAS)	11	11.70%
Canceled Enroute - No Patient Contact	10	10.64%
Canceled on Scene - No Patient Contact	4	4.26%
Transported to Landing Zone, Care Transferred	4	4.26%
Canceled (Request Transferred to Another Unit)	3	3.19%
Treated, Transferred Care to Another EMS Unit	2	2.13%
Field Pronouncement - No Interventions	1	1.06%
Public/Lift Assist	1	1.06%
Standby - Events, etc.	1	1.06%
Total: 94		Total: 100.00%

Runs by Provider Impression

Situation Provider Primary Impression (eSituation.11)	Number of Runs	Percent of Total Runs
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Situation Provider Primary Impression (eSituation.11)	Number of Runs	Percent of Total Runs
Traumatic Injury (T14.90)	14	14.89%
Pain (G89.1)	10	10.64%
Abdominal Pain / Problems (R10.84)	7	7.45%
No Apparent Illness/Injury (Adult) (Z00.00)	4	4.26%
Respiratory Distress - Unspecified (J80)	4	4.26%
Anxiety / Emotional Upset (F41.9)	3	3.19%
Chest Pain - Non-cardiac (R07.89)	3	3.19%
Stroke/CVA (I63.9)	3	3.19%
Syncope/Near Syncope (R55)	3	3.19%
Allergic Reaction (T78.40)	2	2.13%
Altered Level of Consciousness (R41.82)	2	2.13%
Nausea / Vomiting (R11.2)	2	2.13%
Sepsis (A41.9)	2	2.13%
Weakness (General) (R53.1)	2	2.13%
Alcohol Intoxication (F10.92)	1	1.06%
Cardiac Arrest (I46.9)	1	1.06%
Cardiac Dysrhythmia - Unspecified (I49.9)	1	1.06%
Chest Pain - Suspected Cardiac (I20.9)	1	1.06%
Dizziness / Vertigo (R42)	1	1.06%
Environment - Hypothermia/Cold Injury (T68)	1	1.06%
Epistaxis (Non-Traumatic) (R04.0)	1	1.06%
Fever (R50.9)	1	1.06%
Gastrointestinal System Issue (G.I.) (K92.9)	1	1.06%
Genitourinary System Issue (Urinary) (N39.9)	1	1.06%
Hypertension (I10)	1	1.06%
No Apparent Illness/Injury (Pediatric) (Z00.129)	1	1.06%
Overdose / Poisoning / Ingestion (F19)	1	1.06%
Seizure - Post (G40.909)	1	1.06%
TIA (G45.9)	1	1.06%
	Total: 94	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: 00:00:00 - 02:59:59		
Thursday	1	1.06%
	Total: 1	Total: 1.06%
	Avg: 1.00	
Incident Three Hour Range Of Day 24: 03:00:00 - 05:59:59		
Monday	1	1.06%
Tuesday	1	1.06%
	Total: 2	Total: 2.13%
	Avg: 1.00	
Incident Three Hour Range Of Day 24: 06:00:00 - 08:59:59		
Monday	2	2.13%
Wednesday	1	1.06%
Friday	1	1.06%
Saturday	1	1.06%
	Total: 5	Total: 5.32%
	Avg: 1.25	
Incident Three Hour Range Of Day 24: 09:00:00 - 11:59:59		
Sunday	1	1.06%
Tuesday	3	3.19%
Thursday	4	4.26%
Friday	4	4.26%
Saturday	7	7.45%
	Total: 19	Total: 20.21%

Incident Day Name	Number of Runs	Percent of Total Runs
Avg: 3.80		
Incident Three Hour Range Of Day 24: 12:00:00 - 14:59:59		
Sunday	3	3.19%
Monday	4	4.26%
Tuesday	2	2.13%
Wednesday	2	2.13%
Thursday	4	4.26%
Friday	4	4.26%
Saturday	4	4.26%
Total: 23		Total: 24.47%
Avg: 3.29		
Incident Three Hour Range Of Day 24: 15:00:00 - 17:59:59		
Sunday	1	1.06%
Monday	3	3.19%
Tuesday	1	1.06%
Thursday	1	1.06%
Friday	1	1.06%
Saturday	8	8.51%
Total: 15		Total: 15.96%
Avg: 2.50		
Incident Three Hour Range Of Day 24: 18:00:00 - 20:59:59		
Sunday	5	5.32%
Monday	1	1.06%
Tuesday	4	4.26%
Wednesday	2	2.13%
Thursday	4	4.26%
Friday	4	4.26%
Saturday	2	2.13%
Total: 22		Total: 23.40%
Avg: 3.14		
Incident Three Hour Range Of Day 24: 21:00:00 - 23:59:59		
Sunday	2	2.13%
Monday	1	1.06%
Tuesday	1	1.06%
Thursday	1	1.06%
Friday	1	1.06%
Saturday	1	1.06%
Total: 7		Total: 7.45%
Avg: 1.17		
Total: 94		Total: 100.00%
Avg: 2.47		

Report Criteria

Agency Name (Dagency.03): Is In Coast Life Support District Ambulance

Incident Date: Is Between 9/1/2022 and 9/30/2022

☐ DAY CALLS (0900-2100) 79, NIGHT CALLS (2100-0900) 15

☐ M122 DISPATCHED 23 TIMES (18 in August)

☐ TOTAL HOURS UNCOVERED 20.35 (9.9 in August)

☐ MISSED CALLS 1

☐ B121 VPSTAFFED 1 TIME

☐ M124 VPSTAFFED 3 OF 3 FOR 1 CALL + 1 VACCINE CLINIC

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