



El Dorado County Emergency Services Authority

Finance Committee Meeting January 4, 2012, 1:30 p.m. Diamond Springs Fire Station #49 – Conference Room

AGENDA

1. Call to Order Keating
2. Approval of Agenda Keating
3. Approval of Finance Committee Minutes from the November 2, 2011 Keating
4. Fiscal Items
 - 4.1 Discuss Current Status of Outstanding Audit Issues Hackett
 - 4.2 Discuss MDC Program Participation Hackett
 - 4.3 Review Diamond Springs Fire Notification Regarding Injury/Budget Impact Hackett
 - 4.4 Review/Approve Supply Committee Recommendation on Linen vs. Disposable Hackett
 - 4.5 Request for Vehicle Remount RFP Hackett
 - 4.6 Review/Approve Zoll Technician Equipment Purchase Hackett
 - 4.7 Review/Approve Zoll Technician Agreement Hackett
 - 4.8 Review CSA 7 Revenue Report Hackett
 - 4.9 Review Wittman Revenue Projections Hackett
 - 4.10 Review JPA FY 12-13 Draft Preliminary Budget Hackett
5. Adjournment Keating



El Dorado County Emergency Services Authority

Finance Committee Meeting

Wednesday, November 2, 2011, 1:30 p.m.
Diamond Springs/El Dorado Fire Station #49

Minutes

Present: Chief Thomas Keating, Rescue Fire; Chief Dave Roberts, El Dorado Hills Fire; Chief Robert Gill, Pioneer Fire; Chief Bill Dekker, Garden Valley Fire; Chief Todd Cunningham, Diamond Springs Fire; alternate for CAL FIRE, Deputy Chief Jody Gossner; Battalion Chief Joe Tyler, CAL FIRE and Marty Hackett, JPA Executive Director

1. Call to Order

Chairman Keating called the meeting to order at 1:30 p.m.

2. Approval of Agenda

Director Gill motioned to approve the agenda as presented. Director Roberts seconded the motion which carried unanimously.

3. Approval of Minutes from the October 5, 2011 Meeting

Director Gill motioned to approve the minutes from the October 5, 2011 meeting. Director Roberts seconded the motion which carried unanimously.

4. Fiscal Items

4.1 Discuss Linen/Laundry Rental and Cleaning Services Bid RFP Submissions

Executive Director Hackett stated that, based on a previous recommendation from the Equipment – Supply Committee to not move to disposable products, a linen RFP was distributed to three (3) vendors. Two (2) declined participation and the third did not comply with the bid requirements. The JPA contacted Marshall Hospital to discuss potentially contracting with them for linen service or utilizing a space at their facility for centralized delivery and pick-up. Marshall Hospital has advised that they do not have space available for the JPA to use for linen storage nor can the JPA enter into a contract with them for the service. Currently the JPA spends approximately \$47,000 on linen service annually.

Director Cunningham stated that from a monetary perspective that disposables are a better option. He requested that Executive Director Hackett take the issue back to the Equipment – Supply Committee and have them develop a proposal based on measurable, cost savings data that would support maintaining linen service over the use of disposables. Battalion Chief Tyler agreed with Director Cunningham on the monetary aspect of disposables vs. linen and stated that disposables can provide the same level of service.

4.2 Review/Approve Agreement between the El Dorado County Emergency Services Authority and the Georgetown Fire Protection District for the Services of an Accounting Technician

Executive Director Hackett stated that Chief Schwab inquired if the JPA would be willing and able to provide his district with accounting technician services for a fee. The work would include processing accounts receivables – payables and payroll. He estimates the amount of staff time needed would not exceed five (5) hours per week. The matter has been discussed with Ms. Kelley who stated that she can absorb the added work load since she is processing much of the billing through the county already. Entering into an agreement to provide these services would benefit both agencies. The JPA will be able to charge a fee that will off-set employee costs and in addition generate revenue. The fee schedule includes staff salary and stipend, office expenses, office and copier rental and a ten percent (10%) administrative fee. The contract language provides for both a ninety (90) day trial period and a ninety (90) day “out clause” if one or both parties wish to terminate the contract. The benefit to Georgetown Fire Protection District (GFPD) is that they will be able to have their accounting-technician work completed at a significantly reduced cost. This kind of consolidation of services is one of the recommendations outlined in the City Gate report.

Executive Director Hackett stated that the draft agreement has been reviewed and approved by the GFPD Board of Directors and requested the Finance Committee’s recommendation to the JPA Board of Directors to approve the contract and move forward with the ninety (90) day trial period.

Director Gill motioned to recommend for approval by the JPA Board of Directors the agreement between the El Dorado County Emergency Services Authority and the Georgetown Fire Protection District for the services of an accounting technician. Director Roberts seconded the motion.

Director Cunningham questioned if there will be an hour limitation on the workload assigned. Executive Director Hackett stated that the contract outlines a five (5) hour workload per week. The JPA will be tracking the workload during the ninety (90) day trial period and an update will be provided to the committee at the March 2012 meeting.

The motion carried unanimously.

4.3 Review/Approve FY 11/12 Variance Report

Executive Director Hackett stated that at the time the variance report was published the JPA had not received the salary data from Cameron Park Fire. He then stated that expenditures for all districts are appropriate for this point in the fiscal year.

Director Keating stated that he will contact Terri Daly, Chief Administrative Officer, to discuss why the JPA is not receiving the revenue report on a continual basis.

4.4 Review/Approve Revised Fire Protection Agreement for Dispatch Services

Executive Director Hackett stated that based on an audit finding by Glen Eastman and a critical error in the agreement a revision has been made to the CAL FIRE Cooperative Agreement #2CA01541.

Battalion Chief Tyler updated the committee on the following pertaining to the agreement:

On June 15, 2011 the CAL FIRE Cooperative Agreement 2CA01541 was brought before the El Dorado County Emergency Services Authority Board of Directors. It was approved by the Board and subsequently returned to CAL FIRE, signed by Director Schwab. The agreement was submitted to CAL FIRE Local Government Programs shortly thereafter. Since that time, the agreement has been rejected by the Department of General Services due to an error within the agreement.

The following errors and/or omissions were noted for correction

1. Agreement number was noted on the LG-1 Fire Protection Reimbursement Agreement as 2CA01451.
2. The term of the agreement on the LG-1 was noted as 7/1/11 through 6/30/2014.
3. Exhibit C reflected 5 pages on the page count.
4. The Board resolution reflects the agreement number as 2CA01451.
5. The Board resolution reflects the agreement was approved by the Board on June 22, 2011.
However, the LG-1 and Board resolution were signed on June 15, 2011, one week before the Board of Directors approved the agreement.

The following corrections or amendments have been made to the LG-1 Fire Protection Reimbursement Agreement for your review and re-approval

1. Agreement number corrected to reflect 2CA01541 throughout entire agreement.
2. The term of the agreement was corrected to reflect July 1, 2011 through June 30, 2014.
3. Exhibit C page count accurately reflected as 6 pages (no changes made to agreement).
4. A new or amended Board resolution should reflect the corrected agreement number as 2CA01541
5. If approved, the LG-1 and Board resolution should reflect a date on or after the date in which the Board of Directors approved the agreement.
6. At the JPA's request, CAL FIRE has added one page in Exhibit E to mitigate the concern of Auditor Glenn Eastman regarding the fiscal responsibility of unplanned overtime invoicing of the ECC Fire Captain. (Audit Finding 19)

Director Gill motioned to recommend for approval by the JPA Board of Directors the revised CAL FIRE Cooperative Agreement 2CA01541. Director Roberts seconded the motion which carried unanimously.

5. New Business

5.1 Nominations for 2012 Finance Committee Chair and Vice Chair Positions

Director Gill motioned to recommend for approval by the JPA Board of Directors the following officer structure for the 2012 JPA Finance Committee.

Chair = Chief Keating

Vice Chair = Battalion Chief Tyler

Director Roberts seconded the motion which carried unanimously.

Non-Agendized Items

Audit Findings Resolution

Executive Director Hackett stated that the JPA invoiced El Dorado County Fire Protection District and Diamond Springs – El Dorado Fire Protection District for the amounts outlined in the letter and invoice dated September 22, 2011 that the JPA received from the El Dorado County Public Health Department. The committee discussed the following items related to the topic:

- The county's decision to proceed forward with invoicing the JPA was based only on Mr. Eastman's findings, as the report from El Dorado County Fire's auditor has yet to be submitted. The county expects payment in January, but understands that there could potentially be a delay.
- Chief Lacher was scheduled to meet with his internal auditor last week to review the draft findings. The draft report will then be taken to County Fire's Board for review in November.
- The JPA has requested that County Fire's internal auditor meet with county representatives as soon as possible to review his findings.

- Director Cunningham stated that Diamond Springs Fire should not have to pay until the issue is resolved between County Fire and county representatives. He also stated that at some point the committee and/or the JPA Board of Directors should take a position on the conduct of County Fire and their delay in bringing the matter to resolution.
- Executive Director Hackett was requested to review the arbitration and resolution language in the master contract with the districts.
- Executive Director Hackett discussed the delays that have occurred in the process and stated that he is targeting the December JPA Board of Directors meeting for resolution on the matter.
- The county has stated that they will take over the audit function and that the districts cannot conduct their own JPA audits. The county will not issue an RFP for the FY 09/10 and 10/11 audits until the current issues are resolved.

6. Adjournment

Director Gill motioned to adjourn the meeting at 2:18 p.m. Director Roberts seconded the motion which carried unanimously.

The next meeting will occur on Wednesday, December 7 at 1:30 p.m. in the conference room at Diamond Springs Fire

From: Marty Hackett [mhackett@edcjpa.org]
Sent: Monday, November 07, 2011 3:40 PM
To: Sherrie Kelley; Greg Schwab
Subject: Fwd: Injury Notification

FYI.

----- OriginalMessage-----

Subject: Injury Notification
From: Todd Cunningham <tcunningham@diamondfire.org>
To: Marty Hackett <mhackett@edcjpa.org>
CC: Rob Combs <rcombs@diamondfire.org>, Greg Schwab
<gschwab@georgetownfiredepartment.com>, Debra Thompson <dthompson@diamondfire.org>

Mr. Hackett:

Please be advised that one of the Districts' JPA funded personnel has sustained an off duty injury. This will cause a vacancy for up to 90 days. The District anticipates an impact to overtime and may utilize modified duty assignments as needed and required by policy. I will keep you advised.

Best regards,

Todd

Todd Cunningham

Fire Chief

Diamond Springs - El Dorado

Fire Protection District

The information contained in this message may be CONFIDENTIAL and is for the intended addressee

From: [Sherrie Kelley](#)
To: "[Marty Hackett](#)"
Cc: "[Bob Davis](#)"; "[Chris Couper](#)"; [Curtis Schleth](#); [Dusty Martin](#); [Jeff Michel](#); [Joel Warman](#); [Joshua Huffman](#); [Ricky Branaugh](#); [Rob Poseley](#); [Robert Gill](#); "[Robyn Toy](#)"; [Sherrie Kelley](#); [Spencer Morgan](#)
Subject: Supply Committee Meeting Recap
Date: Wednesday, December 28, 2011 11:57:01 AM

The following is a recap of the December Supply Committee meeting.

RECOMMENDATIONS:

1. Cease linen service and move to disposables for the following items:

Pillow slip
Twin sheet
Thermal blanket
Massage towel (14 x 20)
Bath towel (24 x 48)
Bath blanket
Bio-hazard laundry bag
Laundry bag

2. Maintain the ability to purchase linen 20 x 40 bath towels.

JPA ASSIGNMENTS:

1. Request pricing from Life Assist on a linen 20 x 40 bath towel. (Having the option to purchase this item from Life Assist would eliminate the need for AlSCO service). *** Life Assist provided pricing of \$37.20 case/12 or \$3.10 each for a cotton towel. There is a minimum of 5 cases per order. Life Assist also offers a disposable option that can be included on the master supply list if needed. The cost for disposable is \$54.00 case/100 or \$0.51 each.*

2. Obtain pricing on a better quality disposable twin sheet. Currently item BS928 is on the approved Life Assist supply list. The committee requested that the JPA obtain Life Assist pricing on item BS0588. *** Life Assist provided a price of \$58.50 case/50 or \$1.17 each.*

3. Create a Product Review sub-committee to review new items as they enter the marketplace:

Membership: One representative from each district

Process: If/when a new item is identified for a trial review, the staff member will contact the JPA Executive Director who will obtain samples of the product and provide to each member of the sub-committee. Upon conclusion of the trial period, the results will be presented to the Supply Committee for consideration.

Currently the JPA spends approximately \$44,000 annually for linen service. Based on this recommendation from the committee, the cost annually for disposables will be approximately \$27,000, thus resulting in a \$17,000 savings.

Sherrie Kelley
El Dorado County JPA
530.642.0622
530.642.0628 Fax
www.edcjpa.org

From: [Marty Hackett](#)
To: skelley@edcjpa.org
Subject: FW: ZOLL Medical Corporation - PREVENTIVE MAINTENANCE AND EXTENDED WARRANTY OPTIONS - ZOLL DEFIBRILLATORS - Customer #100395
Date: Friday, November 04, 2011 3:31:04 PM
Attachments: [100395-El Dorado County JPA-11-4-11.pdf](#)

FYI - Info on the costs for Zoll to do the maintenance, calibration and repair work on the defibrillators.

From: Maria Mara [<mailto:MMara@zoll.com>]
Sent: Friday, November 04, 2011 3:24 PM
To: mhackett@edcjpa.org
Cc: Kim Wood
Subject: ZOLL Medical Corporation - PREVENTIVE MAINTENANCE AND EXTENDED WARRANTY OPTIONS - ZOLL DEFIBRILLATORS - Customer #100395

Dear Marty,

It was a pleasure speaking with you today and thank you for your time and interest. Attached are two options for servicing your defibrillators:

- **Extended Warranty and an Annual Preventive Maintenance check**
 - ✓ There are 9 E-Series units that were purchased in April 2009 that have extended warranty through April 2014. Therefore, I have added these units to the PM line only on this contract. With this plan you receive the discounts noted below as well as a discount on the PM. The PM will certify the unit for use. If any repair needs to be performed, the parts and labor will be included (abuse of the unit is not covered – see benefits sheet).
- **Annual Preventive Maintenance**
 - ✓ This contract will provide an annual preventive maintenance check on 19 units. The PM will certify the unit for use.
- **No Extended Warranty Contract**
 - ✓ Hourly rate for a repair is \$150 per hour (minimum of 4 hours=\$450). The average cost of a repair is \$700-\$1400.

I have also attached 2 benefit documents so that you can see the value of each of the services. Extended warranty customers receive the benefit of purchasing batteries at a **25%-50%** discount and cables at a **20%** discount.

I will follow-up with you on December 8th after the board meeting. In the meantime, please feel free to contact me if I can be of further assistance.

Kind regards,
Maria

Maria C. Mara
 Service Contracts Administrator
mmara@zoll.com
 Office: 800-242-9150 X9766
 Direct: 978 421-9766
 Fax: 978 421-0022
www.zoll.com
 Worldwide Headquarters
 269 Mill Road
 Chelmsford, Massachusetts 01824-4105



PREVENTIVE MAINTENANCE CONTRACT

P.O.# _____

ZOLL Medical Corporation
269 Mill Road
Chelmsford, Massachusetts 01824-4105
www.zoll.com
(978) 421-9655
(800) 348-9011
(978) 421-0022 Fax

CUST#: 100395
NAME: El Dorado County JPA
480 Locust Road
Diamond Springs, CA 95619

DATE: 11/4/2011
ATTN: Marty Hackett
TEL. #: (530) 642-0622
CELL#: (530) 409-2070
EMAIL: mhackett@edc.jpa.org

<u>PART NUMBER</u>	<u>DESCRIPTION</u>	<u>QTY</u>	<u>LIST PRICE</u>	<u>EXTENDED PRICE</u>
8889-000011	Preventive Maintenance (PM) 1 PM's per unit per year	19	\$255.00	\$4,845.00

Serial Numbers: TBD

CONTRACT DATES:

TBD at receipt of contract

Performance of Preventive Maintenance Includes:

- *Clean and disinfect per OSHA standard on Blood Borne Pathogens (29 CFR 1910.1030)
- *Perform visual inspection to ensure integrity of the unit.
- *Perform diagnostic checks of device's internal CPU.
- *Test Power Supply, ECG, Pacer Outputs & Rates, Defib Times and Output Energy.
- *Test of MFC functions.
- *Test Real Time Clock of the system.
- *Perform operational check of all system level functions per device Service Manual.
- *Recertify device for clinical use.

Notes:

- * List prices quoted are firm for 60 days.
- * Terms are Net 30 Days.
- * Customer is responsible for all applicable taxes.

Preventive Maintenance Also Includes:

- *The use of a Service Loaner during the PM.
- *The cost of the freight for the Service Loaner to the Customer and back to ZOLL.
- *The freight of the Customer's Equipment to and from ZOLL or On Site PM Service (If availab

Authorized Signature / Date

Maria Mara
Service Contracts Administrator



EXTENDED WARRANTY CONTRACT

P.O.# _____

ZOLL Medical Corporation
269 Mill Road
Chelmsford, Massachusetts 01824-4105
www.zoll.com
(978) 421-9655
(800) 348-9011
(978) 421-0022 Fax

CUST#: 100395
NAME: El Dorado County JPA
480 Locust Road
Diamond Springs, CA 95619

DATE: 11/4/2011
ATTN: Marty Hackett
TEL. #: (530) 642-0622
CELL#: (530) 409-2070
EMAIL: mhackett@edc.jpa.org

<u>PART NUMBER</u>	<u>DESCRIPTION</u>	<u>QTY</u>	<u>LIST PRICE</u>	<u>DISCOUNTED PRICE</u>	<u>EXTENDED PRICE</u>
8889-0001	ONE (1) Year Extended Warranty ZOLL Defibrillator	10	\$1,145.00	\$1,030.50	\$10,305.00
8889-1991	ONE (1) Year Preventive Maintenance (PM)** 1 PM per unit per year	19	\$230.00	\$230.00	\$4,370.00

Serial Number: TBD

CONTRACT DATES:
TBD

TOTAL \$14,675.00

ONE (1) YEAR EXTENDED WARRANTY INCLUDES:

- * 10% New Extended Warranty Customer Discount
- * 20% Discount on New Cables and Paddles.
- * 25% Discount on Lithium SurePower Batteries.
- * 50% Discount on Sealed Lead Acid Batteries.
- * The use and shipping of a Service Loaner at no cost during repairs.
- * No charge for shipping of unit being repaired.

PREVENTIVE MAINTENANCE

- **Preventive maintenance pricing is based on the purchase of the extended warranty contract.
- * Preventive maintenance to be fulfilled during the term of the extended warranty contract.

NOTES:

- * Extended Warranty is a continuation of the Standard Factory Warranty.
- * List prices quoted are firm for 60 days.
- * Terms are Net 30 Days.
- * Customer is responsible for all applicable taxes.

CANCELLATION POLICY:

The request to cancel an Extended Warranty must be sent in writing to the Service Contracts Department. The Extended Warranty Contract will be terminated 60 days after receipt of request to cancel.

Authorized signature / Date

Maria Mara
Service Contracts Administrator



El Dorado County Emergency Services Authority

AGREEMENT BETWEEN THE EL DORADO COUNTY EMERGENCY SERVICES AUTHORITY AND THE EL DORADO HILLS COUNTY WATER DISTRICT (FIRE DEPARTMENT) FOR THE SERVICES OF ZOLL DEFIBRILATOR – MONITOR MAINTENANCE AND REPAIR

This Agreement is entered into this ____ day of _____, 20__ by and between the El Dorado County Emergency Services Authority (“JPA”), a joint powers agency formed pursuant to the State Law in 1997 located at 480 Locust Road, Diamond Springs, CA 95619, and the El Dorado Hills County Water District (“EDHFD”), a fire protection district formed pursuant to the Fire Protection Law of 1987 as provided in Health and Safety Code Section 13800 with principal office located at 1050 Wilson Boulevard, El Dorado Hills, CA 95762-7263.

RECITALS

A. PURPOSE:

To establish an agreement between the JPA and the EDHFD for the purposes of maintaining and repairing Zoll defibrillators-monitors.

B. BENEFIT TO THE PARTIES:

The JPA and EDHFD have determined it is in their mutual best interests both financially and for convenience, to utilize locally available, certified defibrillator-monitor technicians and invest in the equipment necessary for the on-going maintenance and repair of the Zoll equipment.

AGREEMENT

NOW, THEREFORE, IN CONSIDERATION OF THE ACTS AND PROMISES CONTAINED HEREIN, the parties agree as follows:

1. The EDHFD will maintain through the period of this agreement personnel who are certified in the maintenance, calibration and repair of Zoll “M” and “E” series defibrillator-monitors.
2. The JPA will purchase the equipment necessary for the defibrillator-monitor technicians to perform their work. The JPA will also be responsible for the maintenance and repair of

this equipment.

3. EDHFD will not charge the JPA for “Annual Preventative Maintenance & Calibration” (APM&C) work performed on JPA owned Zoll units for a period of two (2) years. The no-cost “APM&C” Service will also be extended to JPA non-provider agencies for a period of one (1) year. The JPA and its non-provider agencies will be responsible for any replacement parts that are needed to complete the APM&C.
4. Following the “no cost” period described in #3 above, the EDHFD fee for “APM&C Service” will be one hundred and fifty (\$150) dollars per unit plus the cost of any parts that may be required.
5. EDHFD technicians are also authorized to conduct repairs on Zoll units. All out of warranty repairs will be billed at a rate of \$75 per hour plus needed parts. Non-Warranty Repairs are not included in the “no-cost” term described in #3 above.
6. EDHFD will perform all service work at the site where the Zoll equipment is normally stationed.
7. EDHFD will maintain a record of the work performed on the Zoll equipment and make copies available to the JPA provider and non-provider agencies.
8. Payment for services shall be made within 30 days of receipt of invoice.
9. Both parties agree that it is their intention and covenant that this agreement and performance under this agreement and all suits and special proceedings under this agreement be construed in accordance with and under and pursuant to the laws of the State of California and that in any action, special proceeding, or other proceeding that may be brought arising out of, in connection with, or by reason of this agreement, the laws of the State of California shall be applicable and shall govern, to the exclusion of the law of any other forum, without regard to the jurisdiction in which any action or special proceeding may be instituted.
10. If either party becomes unable to perform, or shall be prevented from performing services as described in this agreement, the parties shall meet within thirty (30) days to determine any necessary modifications to the agreement.
11. The contract period shall remain for five (5) years from its effective date, unless extended by mutual agreement of the parties. Either the JPA or EDHFD may terminate this agreement prior to the expiration date by giving the other party at minimum of a ninety (90) day written notice of its intent to do so.
12. EDHFD shall defend, indemnify, and hold the JPA harmless against and from any and all claims, suits, losses, damages and liability for damages of every name, kind and description, including attorney’s fees and costs incurred, brought for, or on account of, injuries to or death of any person, including but not limited to workers, employees, and the public, or damage to property, or any economic or consequential losses, which are

claimed to or in any way arise out of or are connected with the services provided to the JPA regardless of the existence or degree of fault or negligence on the part of the JPA, except for the sole, or active negligence of the JPA, its officers and employees, or as expressly prescribed by statute. This duty of the EDHFD to indemnify and save JPA harmless includes the duties to defend set forth in California Civil Code Section 2778.

The JPA shall defend, indemnify, and hold the EDHFD harmless against and from any and all claims, suits, losses, damages and liability for damages of every name, kind and description, including attorney's fees and costs incurred, brought for, or on account of, injuries to or death of any person, including but not limited to workers, employees, and the public, or damage to property, or any economic or consequential losses, which are claimed to or in any way arise out of or are connected with EDHFD regardless of the existence or degree of fault or negligence on the part of EDHFD except for the sole, or active negligence of the EDHFD, its officers and employees, or as expressly prescribed by statute. This duty of JPA to indemnify and save EDHFD harmless includes the duties to defend set forth in California Civil Code Section 2778.

El Dorado County Emergency Services Authority

Marty Hackett, Executive Director

Date: _____, 2012

El Dorado Hills County Water Department

Dave Roberts, Fire Chief

Date: _____, 2012

CSA 7 FY 11-12 Revenues (408210)

DESCRIPTION	FY 11-12 ACTUAL REVENUES												ESTIMATED REVENUE	TOTAL ACTUAL REVENUE	% OF REVENUE
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN			
Property Tax	\$0	\$1,467	\$44,700	\$68,406	\$127,379	\$1,087,991	\$0	\$0	\$0	\$0	\$0	\$0	\$2,503,555	\$1,329,943	53%
Special Tax	\$0	\$4,246	\$3,498	\$53,008	\$88,563	\$697,080	\$0	\$0	\$0	\$0	\$0	\$0	\$1,574,600	\$846,395	54%
Ambulance Fees	\$0	\$532,899	\$515,142	\$599,122	\$357,530	\$486,531	\$0	\$0	\$0	\$0	\$0	\$0	\$6,146,000	\$2,491,224	41%
Miwok Tribe	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$546,978	\$0	0%
Interest	\$1,885	\$1,881	\$1,906	\$2,239	\$2,202	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$20,300	\$10,113	50%
Penalty	\$0	\$796	\$774	\$718	\$1,769	\$893	\$0	\$0	\$0	\$0	\$0	\$0	\$15,000	\$4,950	33%
State: HOPTR	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$29,000	\$0	0%
Sale of Fixed Assest(s)	\$324,023	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$324,023	0%
TOTAL PER MONTH	\$325,908	\$541,289	\$566,020	\$723,493	\$577,443	\$2,272,495	\$0	\$0	\$0	\$0	\$0	\$0	\$10,835,433	\$5,006,648	46%

EI Dorado West Slope projection for FY 2011-2012

Item 4.9

Total Runs 8,294 **Emergency**
 ALS 80% of Total Runs 6,635
 BLS 20% of Total Runs 1,659

Average ALS Run Charge \$1,560.00
 Average BLS Run Charge \$1,500.00

PaySource	Run Percentage			Charges		Payments		% of Charges
		ALS	BLS	ALS	BLS	ALS	BLS	
Insurance	26.30%	1,745	436	\$2,722,289.86	\$654,396.60	\$2,534,451.86	\$609,243.23	93%
Private	6.10%	405	101	\$631,405.63	\$151,780.20	\$66,297.59	\$15,936.92	10%
Medicare	51.10%	3,391	848	\$5,289,316.03	\$1,271,470.20	\$1,639,687.97	\$381,441.06	30%
MediCal	16.50%	1,095	274	\$1,707,900.48	\$410,553.00	\$170,790.05	\$41,055.30	10%
	100.00%			\$10,350,912.00	\$2,488,200.00	\$4,411,227.47	\$1,047,676.52	
				Grand Total	\$12,839,112.00	\$5,458,903.98		
				Gross Percentage	42.52%			

Total Runs 867 **Non Emergency**
 ALS Hosp to Hosp 22% of Total Runs 191
 BLS Non Emergent 78% of Total Runs 676

Average ALS Run Charge \$2,167.00
 Average BLS Run Charge \$1,614.00

PaySource	Run Percentage			Charges		Payments		% of Charges
		ALS	BLS	ALS	BLS	ALS	BLS	
Insurance	14.30%	27	97	\$59,106.70	\$156,082.16	\$55,264.77	\$145,936.82	93%
Private	4.30%	8	29	\$17,773.34	\$46,933.80	\$6,220.67	\$16,426.83	35%
Medicare	68.10%	130	461	\$281,480.17	\$743,300.36	\$81,629.25	\$215,557.10	29%
MediCal	13.30%	25	90	\$54,973.37	\$145,167.32	\$4,947.60	\$13,065.06	9%
	100.00%			\$413,333.58	\$1,091,483.64	\$148,062.29	\$390,985.81	
				Grand Total	\$1,504,817.22	\$539,048.10		
				Gross Percentage	35.82%			

Using calendar year 2010 call volume, payor mix, call type, and ALS/BLSE ratios
 We took the proposed 10% MediCal reduction beginning 07/01/2011
 Average Charge from 07/01/2010-02/28/2011 dos

Grand Total \$5,997,952.08