

**LAKE FORK HEALTH SERVICE DISTRICT**  
**BOARD OF DIRECTORS MONTHLY MEETING AGENDA**

**MISSION STATEMENT**

*The mission of the Lake Fork Health Service District is to enhance the quality of life in our community by compassionately promoting wellness and providing quality health services.*

**Tuesday, November 29, 2022 – Moseley Health Care Complex, Zeller Wellness Center**

**I. CALL TO ORDER-** Approximately 8:30AM

**II. ROLL CALL**

**III. WORKSHOP**

A. Executive Director Report

1. Financial (Lynn, Medical Director, Executive Director, Katie):
  - a. 2023 BUDGET
  - b. October Financials
  - c. End of year bonuses
2. Business Development (Katie)
3. Community Relations (Jerry)
4. Personnel (Bob, Executive Director, Lynn, Jerry)
  - a. \$20,000 wellness grant from Colorado Health Foundation
  - b. LFHSD By Laws Review
  - c. Workforce Housing Project
  - d. Safety/Security update
  - e. Snow mitigation update
  - f. Nursing staff
5. SDA Manual Review Chapter III Conflicts of Interest

B. Board Members Report

- a. Lynn
- b. Jerry
- c. Katie
- d. Hector
- e. Jordan

C. Medical Director Report

D. Dental Director Report

E. Strategic Planning

- a. One Day Strategic Planning Workshop
- b. Marketing/advertising clinic staff/services in different media sources

F. Any other items

- a. Move December BOD meeting from December 27 to 13

**IV. MEETING AGENDA ITEMS**

- A. Consider any updates to and approvals of the meeting agenda.
- B. Consider approval of year-end bonuses.
- C. Consider approval to move December BOD from the 27<sup>th</sup> to the 13<sup>th</sup>.
- D. Consider approval of minutes from prior board meeting- 9/27/2022.

**V. CITIZEN COMMENTS FROM THE FLOOR**

**VI. EXECUTIVE SESSION**

Consider motion for executive session per CRS 24-6-402(4)(f), C.R.S, discussion of personnel matters pertaining to William Gattis, MD two year review and Rachel Moore one year review.

**VII. ADJOURN**

Times stated are approximate and the agenda may be modified as necessary at the discretion of the Board.

1	<b>LAKE FORK HEALTH SERVICES DISTRICT</b>							
2	<b>BUDGET</b>							
3	<b>2023</b>							
4								
5		<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>			
6	Dental Pt Count	609	608	723	600			
7	Medical Pt Count	3081	3570	3100	3300			
8		<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>			
9		<u>Actual</u>	<u>Actual</u>	<u>Budget</u>	<u>Budget</u>			
10								
11	<b>Income</b>							
12								
13								
14	Dental Income							
15	Adjustments	(21,890)	(36,377)	(36,920)	(35,490)			
16	Patient Income	120,588	137,685	142,000	137,408			
17	Dental Incentive							
18	<b>Total Dental Income</b>	98,699	101,308	105,080	101,918			
19								
20	Patient Income							
21	Adjustments TL400.9	(167,329)	(147,388)	(175,200)	(136,874)			
22	Insurance Incentive	12,073	4,488	7,500	8,020			
23	Patient Service Income: 400	411,166	493,617	486,700	456,248			
24	<b>Total Clinic Income</b>	255,909	350,717	319,000	327,394			
25								
26	Other Income 400.8 + 430	1,734	1,532					
27	Services	-	-	-				
28	Overpayment	-	-	-				
29	Medical Records Copy Fees: 408	123	22	52				
30	400.2 Medicare Incentive	29	10,073	2,000				
31	TL850 Rental Income	8,560	2,725	5,829	3,000			
32	Medicare Cost Report: 420	60,000	58,099	40,000	40,000			
33	<b>Total Other</b>	70,446	72,451	47,881	43,000			
34								
35	<b>Total Income</b>	<b>425,054</b>	<b>524,475</b>	<b>471,961</b>	<b>472,312</b>			
36								
37	<b>Expenses</b>							
38								
39	Dental Expenses							
40	Billing							
41	649Advertising	424	75	250	75			
42	649Accounting	2,750	3,850	3,600	3,600			
43	649Dental Payroll Taxes			4,218	4,218			
45	649Repairs and Maint	662	1,842	-	1,500			
46	649Dental Wages (Dentist & Assistan	47,193	45,975	49,620	50,940			
48	649Dental Office Supplies	22	48	100	100			
50	649Dental Lab	5,902	4,489	5,812	5,000			
51	649Dental Insurance			801	1,600			
53	649Dental Travel	3,147	6,130	6,564	6,200			
54	649Dental Professional Pay(Hygiene)	12,805	13,330	13,685	15,000			
55	649Dental Supplies	8,701	11,422	8,500	10,000			
56	649Dental Dues and Subscriptions	1,027	1,591	1,050	1,000			
58	649Dental License Fees	462	-	750	500			
59	649Dental Tuition and Fees	454	59	450	1,500			
60	649Dental Memberships			2,000	600			
61	649Service Agreements	99	720	500	500			
62	Dental other	5,094	1,444	1,200	1,500			
64	<b>Total Dental Expense</b>	<b>88,743</b>	<b>90,976</b>	<b>99,100</b>	<b>103,833</b>			

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8		<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>			
9		<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>			
10								
65								
66	605 Accounting							
67	605.2LCAMC	7,518	8,403	4,306	6,600			
68	LFHSD	-		2,807	100			
69	605.4Billing Fees	27,730	33,238	40,153	40,000			
70	610 Advertising		15	2,577				
71	610.01LFHSD	420	180		100			
72	610.02LCAMC	7,485	5,393		250			
73	612 Audit- LFHSD	4,800	5,000	4,800	5,500			
74	630 Bank Charges	-	72	2,400	40			
75	620+625 Bank Card Fees	218	214		200			
76	Books and Magazines	-	-	-				
77	Cash Over Short	(0)	-	-				
78	639 Computer							
79	639.5Maintenance Contracts	3,289	7,540	7,500	7,800			
80	639.1Software	-	6,436	1,200	8,700			
81	639.2Services	13,210	15,651	16,225	68,000			
82	639.3Hardware	467	485	290	8,400			
83	639.4Internet	990	1,610	2,150	2,900			
84	640 Contract Labor	-	180		2,000			
85	641 Courier	3,570	3,497	3,700	3,700			
86	TL 655 Dues and Subscriptions	17,926	13,095	7,800	12,000			
87	Staff Appreciation (see line 166)	101	-	725				
88	TL 660Staff Training	6,049	7,659	7,500	8,000			
89	670 Insurance							
90	670.5Employee Health	50,773	36,212	48,240	42,000			
91	670.5Malpractice	11,032	6,556	12,000	9,000			
92	670.1+670.3Property and Liability	8,210	10,335	7,500	11,000			
93	Lab	-		500	-			
94	681 Radiologist Interpretation	-		2,000	-			
95	Legal							
96	690 Licenses and fees	11,980	5,692	7,500	12,000			
97	715 Personnel Expense							
98	715.3Payroll Tax	45,647	42,124	41,223	45,737			
99	715.4Wages	525,223	501,075	484,981	538,086			
100	715.5Workman's Comp	4,227	6,069	8,700	6,400			
101	715.6H S A	7,536	5,500	7,200	5,400			
102	715Other (Contract, Call)	98	112	13,000	13,568			
103	TL722 Pharmacy Consultant	2,757	2,506	3,000	3,000			
104	725 Postage	2,364	2,533	2,100	2,700			
105	734 Recruiting	649	27	-	500			
106	735 Repair and Maintenance							
107	735.1Building	19,256	9,528	15,000	10,000			
108	735.2 Cleaning	3,707	3,375	5,988	8,000			
109	735.3Equipment	3,412	3,687	3,655	3,800			
110	735.4X-ray	3,453	-	2,500	2,500			
111	735other	1,696	1,276	1,650	1,700			
112	750 Supplies							
113	723 Pharmacy	43,932	29,561	39,000	37,000			
114	750.1Lab	20,463	13,985	10,000	14,000			
115	750.2Medical:other	(4,375)	26,636	7,500	15,000			
116	750.3Office	9,372	7,554	7,800	8,000			
117	General	-			100			
118	Other		(2,194)					

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4					
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8		<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
9		<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
10					
119	765 Telephone	5,510	5,675	5,800	4,900
121	775 Utilities				
123	775.2 Electric	11,851	12,304	12,800	12,300
124	775.4Propane	13,148	15,614	16,500	17,000
125	775.5Water Sewer	1,069	1,329	1,200	1,200
126	775.3EMS Reimbursement	(16,853)	(13,833)	(15,600)	(15,071)
127	777 Waste Management		-	-	
128	777.1Bio Waste	9,944	11,379	13,200	15,000
129	777.2Trash Disposal	3,490	3,044	2,800	3,200
130	Other: 626+650+770+775+999	4,227	97,606	-	2,500
131	Gifts	-	-	-	
132	Donations		-	-	300
133	Interest Expense				
134					
135	<b>Total Clinic Expense</b>	<b>897,570</b>	<b>953,931</b>	<b>871,870</b>	<b>1,005,110</b>
136					
137	<b>Net Operating Income</b>	<b>(561,258)</b>	<b>(520,432)</b>	<b>(499,010)</b>	<b>(636,631)</b>
138					
139					
140	<b>Other Income and Expense</b>				
141					
142		85			
143	890 Donation Income	11,675	27,173	12,000	35,000
144	895 Grant Income	292,733	127,098	40,000	50,000
145	TL896 Interest Income	1,479	186	4,600	200
146	900 Health District Income				
147	901-1% Motor Vehicle	1,392	1,445	325	1,200
148	902 Sales Tax	245,823	290,174	200,000	295,000
149	904 Property Tax	291,615	297,744	290,500	300,000
150	905 Specific Ownership Tax	24,329	26,987	23,000	23,000
151			-	-	
152	<b>Total Other Income</b>	<b>869,131</b>	<b>770,807</b>	<b>570,425</b>	<b>704,400</b>
153					
154	950 District Expense				
155	Dues and Memberships				
156	951-5% Treasurer's Fee	14,493	14,887	15,000	15,000
157	952 BOD Expense's	71	-	-	50
158	BOD Training	-	-	-	
159	BOD Minutes				
160	956 Legal Fees	-	5,510	1,000	1,500
161	960 Public Officials Liability Ins	1,099	3,081	1,200	1,500
162	Fund Raising Exp				
163	BOD Election Fees	-			10,500
164	Advertising				1,000
165	BOD Seminars	-	-	-	
166	Other (staff appreciation on P&L)	1,678	1,934	2,500	2,500
167	<b>Total Other Expense</b>	<b>17,342</b>	<b>25,412</b>	<b>19,700</b>	<b>20,000</b>
168					
170	<b>Net Income</b>	<b>290,531</b>	<b>224,963</b>	<b>51,716</b>	<b>47,769</b>
171					
175					
176	<b>FUND BALANCE TOTAL</b>	<b>564,711</b>	<b>852,622</b>		
177					
178	Total Net Revenue	1,294,186	1,295,282	1,042,386	1,176,712
181	Total Expenses	1,084,344	1,258,468	1,152,049	1,128,943
182	Net Income (Loss)	209,841	36,814	(109,663)	47,769
183	Total Expenses	1,084,344	1,258,468	1,152,049	1,128,943
185	Total Expenditures	1,084,344	1,258,468	1,152,049	1,128,943
186	Capital Expenditures	8,000	8,000	8,000	8,000
187	Contingency Expenditures	15,000	15,000	15,000	15,000
188	Total Appropriated Expenditures	1,107,344	1,281,468	1,175,049	1,151,943



**LAKE FORK HEALTH SERVICE DISTRICT**  
**Profit & Loss Prev Year Comparison**  
 January through October 2022

	<u>Jan - Oct 22</u>	<u>Jan - Oct 21</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>850 · Rental Income</b>				
<b>850.2 · Equipment Rental</b>	150.00	0.00	150.00	100.0%
<b>850.1 · Space Rental</b>	2,775.00	1,750.00	1,025.00	58.57%
<b>Total 850 · Rental Income</b>	<u>2,925.00</u>	<u>1,750.00</u>	<u>1,175.00</u>	<u>67.14%</u>
<b>Dental Income</b>				
<b>Dental Income - Patient</b>				
<b>ADJUSTMENTS</b>				
<b>Reserve</b>	-9,148.56	923.47	-10,072.03	-1,090.67%
<b>ADJUSTMENTS - Other</b>	-22,821.26	-29,443.17	6,621.91	22.49%
<b>Total ADJUSTMENTS</b>	<u>-31,969.82</u>	<u>-28,519.70</u>	<u>-3,450.12</u>	<u>-12.1%</u>
<b>Dental Income - Patient - Other</b>	<u>108,921.10</u>	<u>114,409.27</u>	<u>-5,488.17</u>	<u>-4.8%</u>
<b>Total Dental Income - Patient</b>	<u>76,951.28</u>	<u>85,889.57</u>	<u>-8,938.29</u>	<u>-10.41%</u>
<b>Total Dental Income</b>	76,951.28	85,889.57	-8,938.29	-10.41%
<b>400 · Patient Services Revenue</b>				
<b>Incentive Payments</b>				
<b>Total Incentive Payments</b>	2,767.27	3,595.56	-828.29	-23.04%
<b>400.8 · Bad Debt Recovery</b>	86.68	1,452.31	-1,365.63	-94.03%
<b>400.9 · Patient Fee Writeoffs</b>				
<b>Total 400.9 · Patient Fee Writeoffs</b>	-131,240.04	-129,503.75	-1,736.29	-1.34%
<b>400 · Patient Services Revenue - Other</b>	<u>364,705.78</u>	<u>439,085.36</u>	<u>-74,379.58</u>	<u>-16.94%</u>
<b>Total 400 · Patient Services Revenue</b>	<u>236,319.69</u>	<u>314,629.48</u>	<u>-78,309.79</u>	<u>-24.89%</u>
<b>408 · Medical Records Copy Fee</b>	0.00	22.00	-22.00	-100.0%
<b>420 · Medicare Audit-Cost Report</b>	50,000.00	50,000.00	0.00	0.0%
<b>430 · Miscellaneous Income</b>	<u>0.00</u>	<u>3.69</u>	<u>-3.69</u>	<u>-100.0%</u>
<b>Total Income</b>	<u>366,195.97</u>	<u>452,294.74</u>	<u>-86,098.77</u>	<u>-19.04%</u>
<b>Gross Profit</b>	366,195.97	452,294.74	-86,098.77	-19.04%
<b>Expense</b>				
<b>626 · Behavioral Health</b>	1,777.87	7,768.89	-5,991.02	-77.12%
<b>664 · Gifts-Business</b>	70.12	0.00	70.12	100.0%
<b>998 · Void Checks</b>	0.00	0.00	0.00	0.0%
<b>629 · Charitable Contributions</b>	70.00	0.00	70.00	100.0%
<b>649 · Dental Expense</b>				
<b>Credit Card &amp; Bank Fees</b>	740.58	896.99	-156.41	-17.44%
<b>Dues and Subscriptions</b>	0.00	1,590.89	-1,590.89	-100.0%
<b>Licenses and Fees</b>	50.00	0.00	50.00	100.0%
<b>Tuition and Fees</b>	120.00	0.00	120.00	100.0%
<b>Collection Fees</b>	0.00	12.47	-12.47	-100.0%
<b>Service Agreements</b>	0.00	621.22	-621.22	-100.0%
<b>Advertising</b>	80.00	60.00	20.00	33.33%
<b>Dental Payroll Taxes</b>	1,200.57	77.34	1,123.23	1,452.33%
<b>Accounting</b>	3,000.00	2,650.00	350.00	13.21%
<b>Repairs &amp; Maint</b>	0.00	767.63	-767.63	-100.0%
<b>Dental Wages</b>	41,167.29	10,797.34	30,369.95	281.27%
<b>Dental Office Supplies</b>	90.99	0.00	90.99	100.0%
<b>Dental Lab</b>	6,253.50	4,020.00	2,233.50	55.56%
<b>Dental Insurance Cost</b>	1,183.32	0.00	1,183.32	100.0%
<b>Dental Professional Pay</b>				
<b>Total Dental Professional Pay</b>	14,510.15	15,661.64	-1,151.49	-7.35%

**LAKE FORK HEALTH SERVICE DISTRICT**  
**Profit & Loss Prev Year Comparison**  
January through October 2022

	<u>Jan - Oct 22</u>	<u>Jan - Oct 21</u>	<u>\$ Change</u>	<u>% Change</u>
Dental Supplies	16,508.43	8,480.35	8,028.08	94.67%
<b>Total 649 · Dental Expense</b>	<b>84,904.83</b>	<b>45,635.87</b>	<b>39,268.96</b>	<b>86.05%</b>
<b>605 · Accounting</b>				
<b>Total 605 · Accounting</b>	26,393.58	30,727.29	-4,333.71	-14.1%
<b>610 · Advertising</b>				
<b>Total 610 · Advertising</b>	3,092.93	4,218.89	-1,125.96	-26.69%
<b>612 · Audit, LFHSD</b>	5,500.00	5,000.00	500.00	10.0%
<b>620 · Bank Charges</b>	20.00	3.06	16.94	553.6%
<b>625 · Bank Credit Card Fees</b>	262.92	87.67	175.25	199.9%
<b>630 · Collection Agency Fees</b>	26.66	0.00	26.66	100.0%
<b>639 · Computer</b>				
<b>639.5 · Maintenance Contract</b>	-855.90	5,115.86	-5,971.76	-116.73%
<b>639.1 · Software</b>	595.00	6,435.91	-5,840.91	-90.76%
<b>639.2 · Services</b>	13,314.10	14,226.25	-912.15	-6.41%
<b>639.3 · Hardware/Office Machines</b>	4,233.15	484.90	3,748.25	772.99%
<b>639.4 · On Line Internet</b>	1,366.25	1,412.00	-45.75	-3.24%
<b>Total 639 · Computer</b>	<b>18,652.60</b>	<b>27,674.92</b>	<b>-9,022.32</b>	<b>-32.6%</b>
<b>640 · Contract Labor</b>				
<b>640.1 · Contractor Pay Admin</b>	0.00	180.00	-180.00	-100.0%
<b>640.3 · Contract Services-Medical Cnty</b>	2,962.50	0.00	2,962.50	100.0%
<b>640 · Contract Labor - Other</b>	7,738.06	0.00	7,738.06	100.0%
<b>Total 640 · Contract Labor</b>	<b>10,700.56</b>	<b>180.00</b>	<b>10,520.56</b>	<b>5,844.76%</b>
<b>641 · Courier</b>	2,640.00	2,597.00	43.00	1.66%
<b>650 · Depreciation</b>				
<b>Total 650 · Depreciation</b>	0.00	0.00	0.00	0.0%
<b>655 · Dues &amp; Subscriptions</b>				
<b>LAB Proficiency</b>	3,888.00	2,700.00	1,188.00	44.0%
<b>655.2 · Memberships</b>	5,177.35	1,650.50	3,526.85	213.68%
<b>655.3 · Subscriptions</b>	826.20	13.50	812.70	6,020.0%
<b>655 · Dues &amp; Subscriptions - Other</b>	7,529.55	5,274.80	2,254.75	42.75%
<b>Total 655 · Dues &amp; Subscriptions</b>	<b>17,421.10</b>	<b>9,638.80</b>	<b>7,782.30</b>	<b>80.74%</b>
<b>660 · Education,Staff</b>				
<b>Total 660 · Education,Staff</b>	5,518.20	6,021.38	-503.18	-8.36%
<b>670 · Insurance</b>				
<b>Total 670 · Insurance</b>	44,087.96	42,353.24	1,734.72	4.1%
<b>690 · Licenses &amp; Fees</b>	3,289.54	5,202.22	-1,912.68	-36.77%
<b>715 · Personnel Expenses</b>				
<b>715.3 · Taxes/Payroll - 8.5%</b>	32,948.64	33,986.77	-1,038.13	-3.06%
<b>715.4 · Wages</b>	379,755.32	423,286.98	-43,531.66	-10.28%
<b>715.5 · Workman's Compensation</b>	4,321.00	4,835.00	-514.00	-10.63%
<b>715.6 · HSA</b>	4,000.00	4,700.00	-700.00	-14.89%
<b>715 · Personnel Expenses - Other</b>	1,277.54	34.00	1,243.54	3,657.47%
<b>Total 715 · Personnel Expenses</b>	<b>422,302.50</b>	<b>466,842.75</b>	<b>-44,540.25</b>	<b>-9.54%</b>
<b>722 · Pharmacy Consultant</b>				
<b>Total 722 · Pharmacy Consultant</b>	2,501.60	2,004.80	496.80	24.78%
<b>725 · Postage</b>	3,548.83	1,909.48	1,639.35	85.85%
<b>734 · Recruiting</b>	1,736.37	0.00	1,736.37	100.0%
<b>735 · Repair &amp; Maintenance</b>				
<b>735.1 · Building &amp; Building Eqmt</b>	25,992.39	6,283.39	19,709.00	313.67%
<b>735.2 · Cleaning</b>				

**LAKE FORK HEALTH SERVICE DISTRICT**  
**Profit & Loss Prev Year Comparison**  
 January through October 2022

	<u>Jan - Oct 22</u>	<u>Jan - Oct 21</u>	<u>\$ Change</u>	<u>% Change</u>
Wages	6,545.89	2,385.34	4,160.55	174.42%
735.2 · Cleaning - Other	640.64	235.00	405.64	172.61%
<b>Total 735.2 · Cleaning</b>	<b>7,186.53</b>	<b>2,620.34</b>	<b>4,566.19</b>	<b>174.26%</b>
735.3 · Equipment-Medical	0.00	623.50	-623.50	-100.0%
735.4 · XRAY	763.42	0.00	763.42	100.0%
735 · Repair & Maintenance - Other	-480.17	936.67	-1,416.84	-151.26%
<b>Total 735 · Repair &amp; Maintenance</b>	<b>33,462.17</b>	<b>10,463.90</b>	<b>22,998.27</b>	<b>219.79%</b>
<b>750 · Supplies</b>				
723 · Pharmacy & Medications	33,158.58	28,200.93	4,957.65	17.58%
750.1 · Lab	13,120.22	10,615.62	2,504.60	23.59%
750.2 · Medical	12,672.34	12,759.88	-87.54	-0.69%
750.3 · Office	5,893.96	5,364.30	529.66	9.87%
750.4 · General Supplies	38.34	0.00	38.34	100.0%
750 · Supplies - Other	0.00	-2,194.18	2,194.18	100.0%
<b>Total 750 · Supplies</b>	<b>64,883.44</b>	<b>54,746.55</b>	<b>10,136.89</b>	<b>18.52%</b>
<b>765 · Telephones</b>				
<b>Total 765 · Telephones</b>	<b>4,741.39</b>	<b>4,237.12</b>	<b>504.27</b>	<b>11.9%</b>
<b>770 · Travel &amp; Lodging</b>	<b>387.27</b>	<b>176.04</b>	<b>211.23</b>	<b>119.99%</b>
<b>775 · Utilities</b>				
<b>Total 775 · Utilities</b>	<b>9,296.65</b>	<b>7,423.86</b>	<b>1,872.79</b>	<b>25.23%</b>
<b>777 · Waste Management</b>				
<b>Total 777 · Waste Management</b>	<b>14,473.36</b>	<b>10,498.70</b>	<b>3,974.66</b>	<b>37.86%</b>
<b>999 · Suspense</b>				
DENTAL	0.00	0.00	0.00	0.0%
AR	1,676.93	0.00	1,676.93	100.0%
<b>Total 999 · Suspense</b>	<b>1,676.93</b>	<b>0.00</b>	<b>1,676.93</b>	<b>100.0%</b>
<b>Total Expense</b>	<b>783,439.38</b>	<b>745,412.43</b>	<b>38,026.95</b>	<b>5.1%</b>
<b>Net Ordinary Income</b>	<b>-417,243.41</b>	<b>-293,117.69</b>	<b>-124,125.72</b>	<b>-42.35%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
890 · Donation Income	2,250.00	27,073.25	-24,823.25	-91.69%
895 · Grant Income	78,782.43	127,098.40	-48,315.97	-38.02%
896 · Interest Earned				
<b>Total 896 · Interest Earned</b>	<b>3,266.44</b>	<b>160.03</b>	<b>3,106.41</b>	<b>1,941.14%</b>
<b>900 · Health Service District Revenue</b>				
901 · 1% Motor Vehicle Sales Tax				
<b>Total 901 · 1% Motor Vehicle Sales Tax</b>	<b>2,102.54</b>	<b>1,336.18</b>	<b>766.36</b>	<b>57.36%</b>
902 · 1% Sales Tax				
902.1 · Hinsdale County	157,942.29	146,000.00	11,942.29	8.18%
<b>Total 902 · 1% Sales Tax</b>	<b>157,942.29</b>	<b>146,000.00</b>	<b>11,942.29</b>	<b>8.18%</b>
904 · Property Tax				
904.1 · Earned Interest/Property Tax	779.57	1,063.08	-283.51	-26.67%
904 · Property Tax - Other	241,272.05	241,308.43	-36.38	-0.02%
<b>Total 904 · Property Tax</b>	<b>242,051.62</b>	<b>242,371.51</b>	<b>-319.89</b>	<b>-0.13%</b>
905 · Specific Ownership Tax	19,160.00	19,150.00	10.00	0.05%
<b>Total 900 · Health Service District Revenue</b>	<b>421,256.45</b>	<b>408,857.69</b>	<b>12,398.76</b>	<b>3.03%</b>
<b>Total Other Income</b>	<b>505,555.32</b>	<b>563,189.37</b>	<b>-57,634.05</b>	<b>-10.23%</b>
<b>Other Expense</b>				
HF Planning	20.09	0.00	20.09	100.0%
Appreciation	1,013.18	1,153.89	-140.71	-12.19%

**LAKE FORK HEALTH SERVICE DISTRICT**  
**Profit & Loss Prev Year Comparison**  
 January through October 2022

	<u>Jan - Oct 22</u>	<u>Jan - Oct 21</u>	<u>\$ Change</u>	<u>% Change</u>
<b>950 · Health Services District Expens</b>				
<b>951 · 5% Treasurer's Fee/Property Tax</b>	14,846.74	14,864.52	-17.78	-0.12%
<b>952 · Board of Director's Expenses</b>	233.43	0.00	233.43	100.0%
<b>955 · Election Expense</b>	25.00	0.00	25.00	100.0%
<b>956 · Legal Fees</b>	23,220.75	235.00	22,985.75	9,781.17%
<b>960 · Public Officials Liability Insu</b>	679.25	1,095.00	-415.75	-37.97%
<b>966 · Public Health/Community Service</b>	200.24	0.00	200.24	100.0%
<b>Total 950 · Health Services District Expens</b>	<u>39,205.41</u>	<u>16,194.52</u>	<u>23,010.89</u>	<u>142.09%</u>
<b>Total Other Expense</b>	<u>40,238.68</u>	<u>17,348.41</u>	<u>22,890.27</u>	<u>131.94%</u>
<b>Net Other Income</b>	<u>465,316.64</u>	<u>545,840.96</u>	<u>-80,524.32</u>	<u>-14.75%</u>
<b>Net Income</b>	<u><u>48,073.23</u></u>	<u><u>252,723.27</u></u>	<u><u>-204,650.04</u></u>	<u><u>-80.98%</u></u>

**LAKE FORK HEALTH SERVICE DISTRICT**  
**Balance Sheet Prev Year Comparison**  
 As of October 31, 2022

	<u>Oct 31, 22</u>	<u>Oct 31, 21</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>100 · Bank / Cash Assets</b>				
110.02 · Behavioral Health	12,996.06	11,996.06	1,000.00	8.34%
110.01 · Medical Operating US Bank 8914	26,959.33	10,394.85	16,564.48	159.35%
109 · Petty Cash{49}	320.00	320.00	0.00	0.0%
110 · Operating Lake City 1511	516,429.14	450,363.69	66,065.45	14.67%
110.2 · Operating Dental	59,793.30	59,938.12	-144.82	-0.24%
113 · Tabor 11932	41,085.13	41,003.61	81.52	0.2%
115 · Colorado Trust - Capital	304,240.43	301,029.85	3,210.58	1.07%
<b>Total 100 · Bank / Cash Assets</b>	<u>961,823.39</u>	<u>875,046.18</u>	<u>86,777.21</u>	<u>9.92%</u>
<b>Total Checking/Savings</b>	961,823.39	875,046.18	86,777.21	9.92%
<b>Accounts Receivable</b>				
138 · Property Taxes Receivable	301,937.00	296,709.00	5,228.00	1.76%
<b>120 · Accounts Receivable</b>				
<b>121.11 · Athena - Medical</b>				
121.13 · Athena - Payments Not Posted	-122.58	-122.58	0.00	0.0%
121.11 · Athena - Medical - Other	53,843.05	56,245.87	-2,402.82	-4.27%
<b>Total 121.11 · Athena - Medical</b>	<u>53,720.47</u>	<u>56,123.29</u>	<u>-2,402.82</u>	<u>-4.28%</u>
121.0 · Payments not posted	-75.00	0.00	-75.00	-100.0%
125 · Allowance for Doubtful Accounts	-18,845.07	-19,686.05	840.98	4.27%
<b>120.6 · Dental AR</b>				
Duplicate Payments Posted	528.86	661.16	-132.30	-20.01%
Dental Pmts not Posted	-2,219.40	-2,219.40	0.00	0.0%
Dental AR	54,661.35	32,651.11	22,010.24	67.41%
Allow for Bad debts	-19,131.47	-9,795.33	-9,336.14	-95.31%
120.6 · Dental AR - Other	-11,330.07	75.00	-11,405.07	-15,206.76%
<b>Total 120.6 · Dental AR</b>	<u>22,509.27</u>	<u>21,372.54</u>	<u>1,136.73</u>	<u>5.32%</u>
120 · Accounts Receivable - Other	-528.41	-34.00	-494.41	-1,454.15%
<b>Total 120 · Accounts Receivable</b>	<u>56,781.26</u>	<u>57,775.78</u>	<u>-994.52</u>	<u>-1.72%</u>
<b>Total Accounts Receivable</b>	358,718.26	354,484.78	4,233.48	1.19%
<b>Other Current Assets</b>				
127 · Receivable-Medicar Cost Report	84,079.17	25,980.17	58,099.00	223.63%
135 · Account Rec-County Sales/Prop	35,748.33	45,184.96	-9,436.63	-20.88%
<b>140 · Inventory</b>				
140.4 · Inventory Allowance Excess & Ob	-13,083.52	0.00	-13,083.52	-100.0%
140.1 · Dental Supplies	-1,842.20	6,933.29	-8,775.49	-126.57%
140.2 · Medical & Lab Supplies	65,417.56	48,167.32	17,250.24	35.81%
140.3 · Pharmacy	7,864.44	7,864.44	0.00	0.0%
<b>Total 140 · Inventory</b>	<u>58,356.28</u>	<u>62,965.05</u>	<u>-4,608.77</u>	<u>-7.32%</u>
<b>Total Other Current Assets</b>	<u>178,183.78</u>	<u>134,130.18</u>	<u>44,053.60</u>	<u>32.84%</u>
<b>Total Current Assets</b>	1,498,725.43	1,363,661.14	135,064.29	9.91%
<b>Fixed Assets</b>				
Computer Equip	275,217.55	275,217.55	0.00	0.0%
163 · Dental Equipment	113,085.56	113,085.56	0.00	0.0%
152 · Land	121,500.00	121,500.00	0.00	0.0%
159 · Medical Equip	422,960.92	415,148.94	7,811.98	1.88%
160 · Furniture & Equipment	192,547.79	189,423.79	3,124.00	1.65%
161 · Building & Improvements				

**LAKE FORK HEALTH SERVICE DISTRICT**  
**Balance Sheet Prev Year Comparison**  
 As of October 31, 2022

	<u>Oct 31, 22</u>	<u>Oct 31, 21</u>	<u>\$ Change</u>	<u>% Change</u>
New Building Project	2,506,079.78	2,506,079.78	0.00	0.0%
LAB	16,268.38	16,268.38	0.00	0.0%
161 · Building & Improvements - Other	446,295.15	446,295.15	0.00	0.0%
Total 161 · Building & Improvements	2,968,643.31	2,968,643.31	0.00	0.0%
162 · Xray Equipment	251,009.44	250,886.79	122.65	0.05%
171 · Accumulated Depreciation	-2,132,889.31	-2,044,372.92	-88,516.39	-4.33%
Total Fixed Assets	2,212,075.26	2,289,533.02	-77,457.76	-3.38%
<b>TOTAL ASSETS</b>	<b><u>3,710,800.69</u></b>	<b><u>3,653,194.16</u></b>	<b><u>57,606.53</u></b>	<b><u>1.58%</u></b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
210 · Accounts Payable	2,564.41	0.00	2,564.41	100.0%
Total Accounts Payable	2,564.41	0.00	2,564.41	100.0%
<b>Other Current Liabilities</b>				
211.1 · Medicaid Interim Claim Payments				
211.12 · MEDICAID INTERIM CLAIM PMTS	0.00	-12,977.66	12,977.66	100.0%
Total 211.1 · Medicaid Interim Claim Payments	0.00	-12,977.66	12,977.66	100.0%
238 · Deferred Property Taxes	301,937.00	296,709.00	5,228.00	1.76%
234 · Deferred Specific Own Tax Rev	301.02	2,675.56	-2,374.54	-88.75%
233 · Deferred Property Tax Rev	55,214.00	54,918.83	295.17	0.54%
232 · Deferred Sales Tax Rev	75,679.20	44,783.92	30,895.28	68.99%
Medicaid Interim Claim Pmts	0.00	23,050.51	-23,050.51	-100.0%
Misc Payable-2015 Medicare Cost	645.21	645.21	0.00	0.0%
2100 · Payroll Liabilities				
AFLAC	1,807.26	1,354.44	452.82	33.43%
HSA	50.00	100.00	-50.00	-50.0%
Total 2100 · Payroll Liabilities	1,857.26	1,454.44	402.82	27.7%
222 · CO WH Payable	1,688.00	1,998.00	-310.00	-15.52%
223 · CO UTA Payable	259.95	49.53	210.42	424.83%
230 · Accrued Payroll Expenses	8,591.81	0.00	8,591.81	100.0%
Total Other Current Liabilities	446,173.45	413,307.34	32,866.11	7.95%
Total Current Liabilities	448,737.86	413,307.34	35,430.52	8.57%
Total Liabilities	448,737.86	413,307.34	35,430.52	8.57%
<b>Equity</b>				
324 · Restricted for Emergencies	18,513.00	0.00	18,513.00	100.0%
323 · Net Investment in Capital Asset	2,274,630.80	0.00	2,274,630.80	100.0%
320 · Opening Balance Equity	0.00	3,371,566.71	-3,371,566.71	-100.0%
321 · Retained Earnings	994,337.32	-309,729.54	1,304,066.86	421.03%
Net Income	-25,418.29	178,049.65	-203,467.94	-114.28%
Total Equity	3,262,062.83	3,239,886.82	22,176.01	0.68%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>3,710,800.69</u></b>	<b><u>3,653,194.16</u></b>	<b><u>57,606.53</u></b>	<b><u>1.58%</u></b>



Lake City Area Medical Center &lt;lakecitymc@gmail.com&gt;

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## Donation from The Colorado Health Foundation to Support Staff Well-being

2 messages

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**ColoradoHealth** <do-not-reply@fluxx.io>  
Reply-To: grants@coloradohealth.org  
To: Rachel Moore <lakecitymc@gmail.com>  
Cc: grants@coloradohealth.org

Mon, Oct 24, 2022 at 2:32 PM

October 24, 2022

Dear Rachel Moore,

The Colorado Health Foundation has been monitoring the increasing strain on the nonprofit sector based on our relationship and connections with grantees. Through insight and feedback into the roles staff juggle on a daily basis, we understand the importance staff well-being plays in your organization's ability to advance the important work you do in and for community. We see how the various drivers of stress paired with increasing demands on staff creates unnecessary challenges to this ever-so-critical work.

To that end, the Foundation is offering a wellness donation of \$20,000 to Lake City Area Medical Center. These funds are intended for activities and programming that will support the mental and physical well-being of your staff.

The Foundation will release your donation by the end of the week, at which time you will receive a payment release notification. If you would like to receive the donation payment electronically, and are not already set up for electronic payment within our system, please complete and return this [ACH form](#) to [finance@coloradohealth.org](mailto:finance@coloradohealth.org) by Wednesday, October 26th. If you do not plan to receive an electronic payment, the funds will be sent via hard-copy check to the address on file, which is listed below.

You may also connect with us on any payment release questions at [grants@coloradohealth.org](mailto:grants@coloradohealth.org).

We wish wellness in your staff and success in your work.

Sincerely,

The Colorado Health Foundation

Recipient Address:  
Lake City Area Medical Center  
[700 North Henson St.](#) (Mailing: PO Box 999)  
Lake City, CO 81235



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**Lake City Area Medical Center** <lakecitymc@gmail.com>  
To: grants@coloradohealth.org

Mon, Oct 24, 2022 at 3:21 PM

To the Colorado Health Foundation:

Thank you so very much. This is so timely!

Rachel Moore

[Quoted text hidden]

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Lake City Area Medical Center

700 N. Henson St. Lake City, CO 81235

PO Box 999 Lake City, CO 81235(Mailing)

(970) 944-2331 (p) (970) 944-2320 (f)



## PRODUCT DESCRIPTION

Safe Haven Defense SW440BR laminate offers protection for small arms bullet resistance as well as glass breakage due to burglaries, hurricanes, and blast. **SW440BR incorporates an extraordinary capability in protection by allowing individuals INSIDE the structure to fire OUT, while maintaining directional bullet and blunt force resistance from external threats.**



## TECHNICAL DATA

<b>PROTECTION LEVEL</b>	Exigent Protection
<b>THICKNESS (1 layer)</b>	Varies
<b>NUMBER PLIES</b>	Varies
<b>BREAK STRENGTH</b>	Starting at 1200 psi
<b>TENSILE STRENGTH</b>	32,000psi
<b>PEEL STRENGTH</b>	6psi
<b>TOTAL SOLAR ENERGY REJECTION</b>	20%
<b>IR REJECTION</b>	59%
<b>UV REJECTION</b>	99%

## CERTIFICATIONS & STANDARDS

**ANSI Z97.1** – Bldg. Glaze Materials

**CPSC 16 CFR 1201** – Impact Test

**ASTM E-1886** – Hurricane Wind

**GSA EXPLOSIVE TEST: GSA TS01-2003**

**BMAG Level 1-** Blast Mitigation

**UL972 / ULC – 332** – Burglary Protection

**NIJ 0108.01** –

Bullet Resistance

(3<sup>rd</sup> Party Lab)

**UL752** –

Bullet Resistance

(3<sup>rd</sup> Party Lab)



## USES/APPLICATION

Safe Haven Defense SW440BR laminate is applied onsite, to the **INTERIOR** of existing windows in commercial, municipal, and residential buildings. Unlike traditional BR Glass, no special modifications or retrofitting to existing structure needs to be done. Because our laminate can be applied over **existing glass as thin as ¼ inch, Dual Pane ¼ inch and ½ Inch**, customers achieve the end goal of hardening their structure at a significant cost savings to traditional BR Glass

\*Existing window must be inspected to be structurally sound. Window must be free from debris and thoroughly cleaned prior to application.

**Visit [WWW.SAFEHAVENDEFENSE.COM](http://WWW.SAFEHAVENDEFENSE.COM) to watch demos of 1 Directional Bullet Resistance**



## PRODUCT DESCRIPTION

Safe Haven Defense Kevlar Paneling offers protection for small arms bullet resistance. This is a thermoformable paneling that is flexible in nature until heat is applied to which it holds that shape.



## TECHNICAL DATA

PROTECTION LEVEL	NIJ-3A
THICKNESS	6mm
NUMBER PLYS	1
WEIGHT/SQ FT	1lb/SqFt

## CERTIFICATIONS & STANDARDS

NIJ 0108.01 –

Bullet Resistance

(3<sup>rd</sup> Party Lab)

UL752 –

Bullet Resistance

(3<sup>rd</sup> Party Lab)



## USES/APPLICATION

Safe Haven Defense Kevlar Paneling is applied onsite, to the **INTERIOR** of existing walls or desks in municipal and residential buildings. The paneling can then be finished with a thin drywall and textured to keep an aesthetically pleasing look.

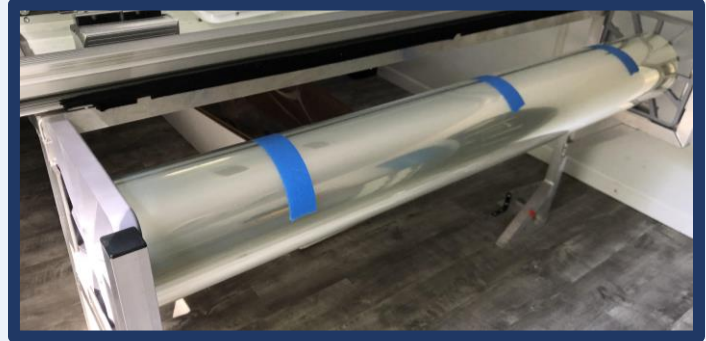
The paneling is also thin enough to be cut and secured on the inside of vehicle doors and panels. This allows a vehicle to have the industry standard in bullet resistance, without having to modify the suspension or brakes to accommodate for extra weight like the traditional vehicle armor.

Visit [WWW.SAFEHAVENDEFENSE.COM](http://WWW.SAFEHAVENDEFENSE.COM) to watch demos of 1 Directional Bullet Resistance



## PRODUCT DESCRIPTION

Safe Haven Defense SW440RC- Riot Control laminate film offers protection for glass breakage due to forced entry such as burglaries, hurricanes, and blast. **SW440RC incorporates an extraordinary capability in protection by hindering entry into your property. Keeping valuables and loved ones safe.**



## TECHNICAL DATA

PROTECTION LEVEL	Exigent Protection
THICKNESS (1 layer)	30 mil
NUMBER PLIES	2
BREAK STRENGTH	900 psi
TENSILE STRENGTH	32,500psi
PEEL STRENGTH	6psi
TOTAL SOLAR ENERGY REJECTION	20%
IR REJECTION	59%
UV REJECTION	99%

## CERTIFICATIONS & STANDARDS

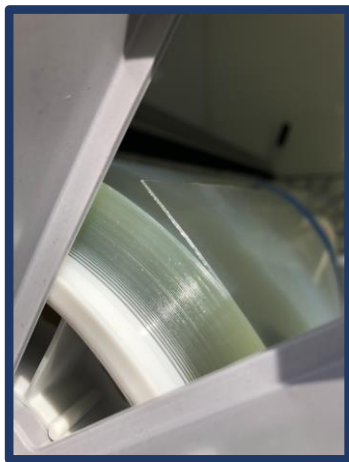
ANSI Z97.1 – Bldg. Glaze Materials

CPSC 16 CFR 1201 – Impact Test

GSA EXPLOSIVE TEST: GSA TS01-2003

UL972 – Burglary Protection

FLAME SPREAD – ASTM E-84



## USES/APPLICATION

Safe Haven Defense SW440RC laminate is applied onsite, to the **INTERIOR** of existing windows in commercial, municipal, and residential buildings. Unlike traditional Riot Control glass, no special modifications or retrofitting to existing structure needs to be done. Because our laminate can be applied over **existing glass as thin as ¼ inch**, customers achieve the end goal of hardening their structure at a significant cost savings to traditional RC glass.

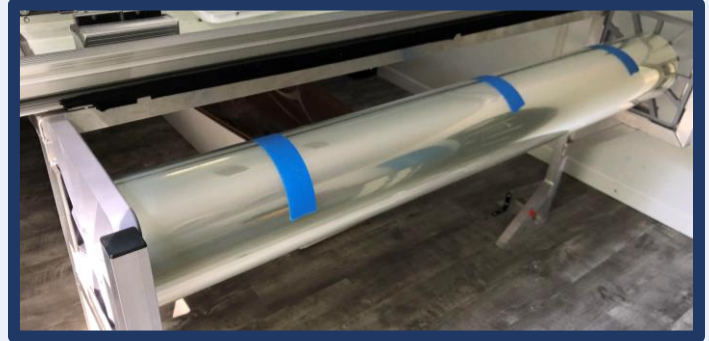
\*Existing window must be inspected to be structurally sound. Window must be free from debris and thoroughly cleaned prior to application.

Visit [WWW.SAFEHAVENDEFENSE.COM](http://WWW.SAFEHAVENDEFENSE.COM) to watch demos of 1 Directional Bullet Resistance



## PRODUCT DESCRIPTION

Safe Haven Defense SW450 Smash Resistant laminate film offers protection for glass breakage due to forced entry such as burglaries, hurricanes, and blast. **SW450 incorporates an extraordinary capability in protection by hindering entry into your property. Keeping valuables and loved ones safe.**



## TECHNICAL DATA

PROTECTION LEVEL	Exigent Protection
THICKNESS (1 layer)	15 mil
NUMBER PLIES	2
BREAK STRENGTH	450 psi
TENSILE STRENGTH	32,500psi
PEEL STRENGTH	6psi
TOTAL SOLAR ENERGY REJECTION	20%
IR REJECTION	59%
UV REJECTION	99%

## CERTIFICATIONS & STANDARDS

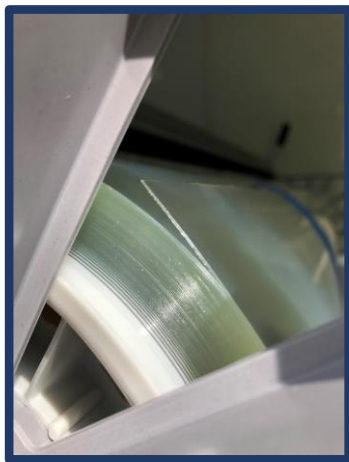
ANSI Z97.1 – Bldg. Glaze Materials

CPSC 16 CFR – Architectural Glazing

GSA EXPLOSIVE TEST: GSA TS01-2003

BMAG Level 1- Blast Mitigation

ASTM E1996 - Hurricane



## USES/APPLICATION

Safe Haven Defense SW450 laminate is applied onsite, to the **INTERIOR** of existing windows in commercial, municipal, and residential buildings. Unlike traditional smash resistant glass, no special modifications or retrofitting to existing structures is required. As our laminate may be applied over **existing glass as thin as ¼ inch**, customers achieve their end goal of hardening their structure at a significant cost savings to traditional SR glass.

\*Existing windows must be inspected to be structurally sound. Window must be free from debris and thoroughly cleaned prior to application.

Visit [WWW.SAFEHAVENDEFENSE.COM](http://WWW.SAFEHAVENDEFENSE.COM) to watch demos of 1 Directional Bullet Resistance





## **Alpine Loop Technical Consulting, LLC - Summary of Phase 1 Tech Refresh Items**

### **Telephony - VoIP system replacement (TIMING: ALTC RECOMMENDS IMMEDIATE NEED):**

1. **Immediate health of Avaya PBX:** Site visit to assess health and update, if possible, any firmware, etc of PBX. Nathan at CommWest had one of his engineers evaluate pic he took of PBX controller, which basically indicated that the system was in need of software & firmware updates, which are not possible due to the system being EOL with Avaya.
  - a) System deemed high risk to LCAMC
  - b) The only vendor I know of in the western slope who supports Avaya is WSB (I assume they still do) and "PhoneZ +" Networking, GJ.
2. **Bids for VoIP solution:**
  - a) Commwest Inc: Their founder, Nathan Wallace, did site assessment on 10/13 and provided very reasonable monthly-cost quote for on-premise system replacement. Short of hearing back from Tuck below, recommend Nate's on-premise solution, whether leased or upfront capital purchase. Total lease cost per month is approximately \$907/month.
  - b) Note: Once fiber is in then perhaps LCAMC could go to hosted VoIP and save \$ on Lumen monthly costs
    1. Note: Need to see if we're paying WSB anything per month
  - c) Tuck Communications: Called and left VM on 9/1; again on 9/21; possibly Mytel VoIP
  - d) Networking Unlimited: Talked to their co-owner, who can spec a new system which they brand but they're all hosted solutions. I did not ask him to come out yet but I can. He's \$155/hr. I didn't b/c he recommended the above 2 vendors to possibly consult on Avaya (which thus far Commwest won't touch Avaya but maybe Tuck will once they call me back).

### **Security System - Digital Access Controls & Camera Surveillance System (TIMING: UP TO BOARD)**

1. **Stone Security** (School provider) - \$104,578 overall estimate in our inboxes
  - a) Video surveillance = \$41,181 (very heavily on-premise system based with licensing, etc.)
  - b) Video Intercom = \$3,574
  - c) Access controls = \$22,467
  - d) Total installation (labor), configuration, cabling, & travel (\$8k alone) = \$37,358
2. **Zions Security Alarms** - \$78,805 overall security & access controls quote
  - a) Security cameras and controller system = \$44,475
  - b) Access controls = \$30,080
  - c) Intercom system = \$4,250
3. **Alpine Loop Technical Consulting (Security Camera System ONLY)** = \$10k to \$12k (See attached Network & Security Camera System estimates)
4. Peak (current provider) – Rachel never heard back from
5. Reliant Security LLC - I talked to their owner today but he charges a \$1,200 site survey for a bid, although refundable if we go with him. Should I have him come out?

### **Networking & Security Camera System (TIMING: ALTC RECOMMENDS IMMEDIATE NEED FOR AT LEAST NETWORKING SIDE):**



## **Alpine Loop Technical Consulting, LLC - Summary of Phase 1 Tech Refresh Items**

1. **Alpine Loop Technical Consulting (Security Camera System ONLY) = \$20,685 (estimated only)**
  - a) Overall core networking components (particularly existing firewall/router) deemed high risk to LCAMC
  - b) For the exception of the proposed *netgate pfsense* high-availability (HA) firewall solution, the attached estimate is entirely Ubiquiti Unifi product line
    1. Downside is a significant portion of devices are not in stock at this time but the pfsense and Unifi router/controller & 24-port PoE switch are currently in stock.
  - c) ALTC recommends LCAMC board considers one of the above outside vendors for security access needs. If the board deems the camera system to be equal priority, ALTC recommends considering one of their camera system quotes for hopefully sooner implementation.

### **New LCAMC Website & Domain names (TIMING: DAN'S WEBSITE RENEWAL IS IN NOV. 2022)**

1. Recommend new SquareSpace website by Nov 2022, since Dan's website costs will have to either be renewed or expire.
  - a) Alpine Loop Tech Consulting can do this and SEO, etc. for current \$95 hourly rate + cost to hosting with Squarespace and the purchase of one or more of the below suggested domain names, or purchasing lcamc.net from Dan Wampler. Estimated costs:
    1. \$25/yr. Transfer and purchase lcamc.net from Dan W
    2. \$25/yr. Purchase per domain below
    3. \$23/mo. (\$276/yr.) [SquareSpace Business plan](#)
    4. \$95/hr. x 30-40 hours (\$2,850-3,800) ALTC website labor for new website, which includes the below:
      1. Build new website/pages similar to current website
      2. Full SEO setup and configuration, to include 301 redirects
2. Until then, Dan can continue

[lakecitymc.com](#) (also available .org, .net, .us, etc)

[lakecityamc.com](#)

[lakecitymedctr.com](#)

[lakecitymedcenter.com](#) (avail but I think too long)

[lcmecenter.com](#)

[lcamedcenter.com](#)

[lcmecctr.com](#)

Not available:

[lcamc.net](#) (owned by Dan, although I'm sure he'd sell it and it could be transferred off of his nameservers)

[lcamc.com](#) & .org (owned/taken elsewhere)

# Alpine Loop Technical Consulting LLC

PO Box 1015  
Lake City, CO 81235 US  
alpine.loop.tech@pm.me



## Estimate

### ADDRESS

Rachel Moore  
Lake City Area Medical Center  
700 N. Henson  
PO Box 999  
Lake City, CO 81235 USA

ESTIMATE 1017  
DATE 09/26/2022  
EXPIRATION DATE 10/25/2022

DATE	ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
09/26/2022	Authorized Vendor Materials	Vendor - netgate FIREWALL Item - Firewall with High-Availability (HA): netgate 4100 base pfsense+ security gateway x 2 One for primary and second for backup	2	599.00	1,198.00
09/26/2022	Authorized Vendor Materials	Vendor - netgate FIREWALL Item - netgate 4100/6100 1U rack mount kit x1 <a href="https://shop.netgate.com/products/4100-6100-1u-rack-mount-kit">https://shop.netgate.com/products/4100-6100-1u-rack-mount-kit</a>	1	107.00	107.00
09/26/2022	Authorized Vendor Materials	Vendor - netgate FIREWALL Item - netgate expedited build & test <a href="https://shop.netgate.com/products/expedited-build-and-test">https://shop.netgate.com/products/expedited-build-and-test</a>	1	75.00	75.00
09/26/2022	Shipping Charge	Vendor - netgate FIREWALL Item - Fed-Ex ground shipping	1	39.62	39.62
09/26/2022	ALTC LLC - Advanced Networking Hourly Rate - Standard N2	General Service Description: More advanced networking, router & switch installations, configs, troubleshooting, VLAN configs, lower-level WISP setup & configs, more advanced Wi-Fi solutions  Client-Specific Description for this Estimate or Invoice: ALTC labor estimate for installation, configuration, and testing of new pfsense appliances (unbox to go-live, including porting over existing Firewall rules & ACLs)	25	110.00	2,750.00
09/26/2022	Authorized Vendor	Vendor - Ubiquiti	1	499.00	499.00

	Materials	UNIFI NETWORK Item - Router/Unifi Controller, Dream Machine Pro SE <a href="https://store.ui.com/collections/unifi-network-unifi-os-consoles/products/dream-machine-se">https://store.ui.com/collections/unifi-network-unifi-os-consoles/products/dream-machine-se</a>			
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI NETWORK Item - Switch Enterprise 24 PoE, USW-Pro-24-PoE <a href="https://store.ui.com/collections/unifi-network-switching/products/usw-pro-24-poe">https://store.ui.com/collections/unifi-network-switching/products/usw-pro-24-poe</a>	1	699.00	699.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI NETWORK Item - Integrated Power Backup (full redundancy) USP-RPS <a href="https://store.ui.com/collections/unifi-network-smartpower/products/usp-rps">https://store.ui.com/collections/unifi-network-smartpower/products/usp-rps</a>	1	399.00	399.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI NETWORK Item - Fully managed Power Distribution Professional (USP-PDU-Pro) <a href="https://store.ui.com/collections/unifi-network-smartpower/products/usp-pdu-pro">https://store.ui.com/collections/unifi-network-smartpower/products/usp-pdu-pro</a>	1	279.00	279.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI NETWORK Item - Unifi Patch Panel	1	29.00	29.00
09/26/2022	Authorized Vendor Materials	Vendor - NETWORKING ACCESSORIES Item - 1' Ethernet cables x24	1	30.00	30.00
09/26/2022	Authorized Vendor Materials	Vendor - TBD NETWORKING ACCESSORIES Item - 3' Ethernet cables x24	1	30.00	30.00
09/26/2022	Authorized Vendor Materials	Vendor - TBD NETWORKING ACCESSORIES Item - 6' Ethernet cables x24	1	30.00	30.00
09/26/2022	ALTC LLC - Advanced Networking Hourly Rate - Standard N2	General Service Description: More advanced networking, router & switch installations, configs, troubleshooting, VLAN configs, lower-level WISP setup & configs, more advanced Wi-Fi solutions  Client-Specific Description for this Estimate or Invoice: Installation, configuration, and testing of all UNIFI NETWORK items (unbox to go-live)	40	110.00	4,400.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI PROTECT Item - Network Video Recorder, 30-day retention, UNVR See attached diagram <a href="https://store.ui.com/collections/unifi-protect-nvr/products/unvr">https://store.ui.com/collections/unifi-protect-nvr/products/unvr</a>	1	299.00	299.00
09/26/2022	Authorized Vendor	Vendor - Unifi	4	220.00	880.00

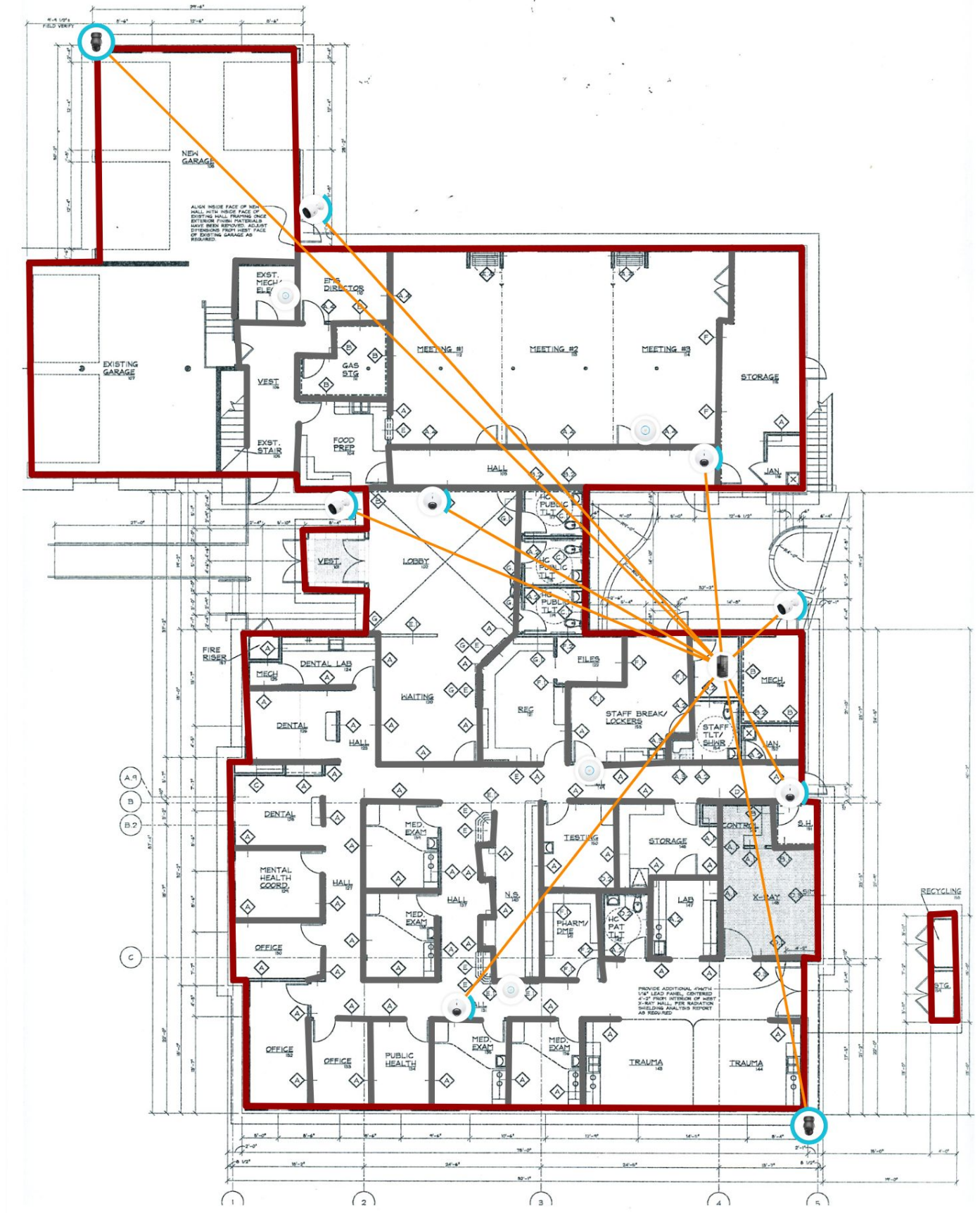


	Materials	UNIFI PROTECT Item - 8 TB HDD, HDD-8TB - for total of 32TB 3.5" Hard drives RAID-5, for 24TB of protected storage See attached diagram <a href="https://store.ui.com/collections/unifi-accessories/products/hdd-8tb-standalone">https://store.ui.com/collections/unifi- accessories/products/hdd-8tb- standalone</a> Storage calculated via <a href="https://zufall.co/protect-calculator/">https://zufall.co/protect-calculator/</a>			
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI PROTECT Item - Pan-tilt-zoom Camera G4 PTZ X2 See attached diagram <a href="https://store.ui.com/collections/unifi-protect/products/unifi-protect-g4-ptz">https://store.ui.com/collections/unifi- protect/products/unifi-protect-g4-ptz</a>	2	1,800.00	3,600.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI PROTECT Item - Camera G4 Dome, UVC-G4-DOME See attached diagram <a href="https://store.ui.com/collections/unifi-protect/products/uvc-g4-dome">https://store.ui.com/collections/unifi- protect/products/uvc-g4-dome</a>	4	179.00	716.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI PROTECT Item - Camera G4 Bullet, UVC-G4-BULLET See attached diagram <a href="https://store.ui.com/collections/unifi-protect-cameras/products/uvc-g4-bullet">https://store.ui.com/collections/unifi- protect-cameras/products/uvc-g4-bullet</a>	3	199.00	597.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI PROTECT Item - Camera G3 Flex, UVC-G3-FLEX See attached diagram <a href="https://store.ui.com/collections/unifi-protect-cameras/products/unifi-video-g3-flex-camera">https://store.ui.com/collections/unifi- protect-cameras/products/unifi-video- g3-flex-camera</a>	1	79.00	79.00
09/26/2022	ALTC LLC - Negotiated hourly rate	General Service Description: Current contracted rate with LCAMC  Client-Specific Description for this Estimate or Invoice: Installation, configuration, and testing of all UNIFI PROTECT items (unbox to go-live)	40	95.00	3,800.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti UNIFI NETWORK Item - SmartPower Cable, USP-Cable (for UDM-PRO SE to USP-RPS) <a href="https://store.ui.com/collections/unifi-accessories/products/unifi-smartpower-cable">https://store.ui.com/collections/unifi- accessories/products/unifi-smartpower- cable</a>	1	29.00	29.00
09/26/2022	Authorized Vendor Materials	Vendor - Ubiquiti Item - FedEx ground shipping (rough estimate)	1	120.00	120.00

TOTAL

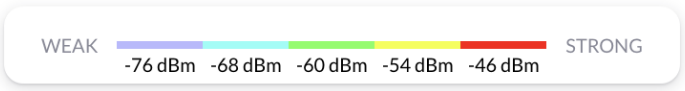
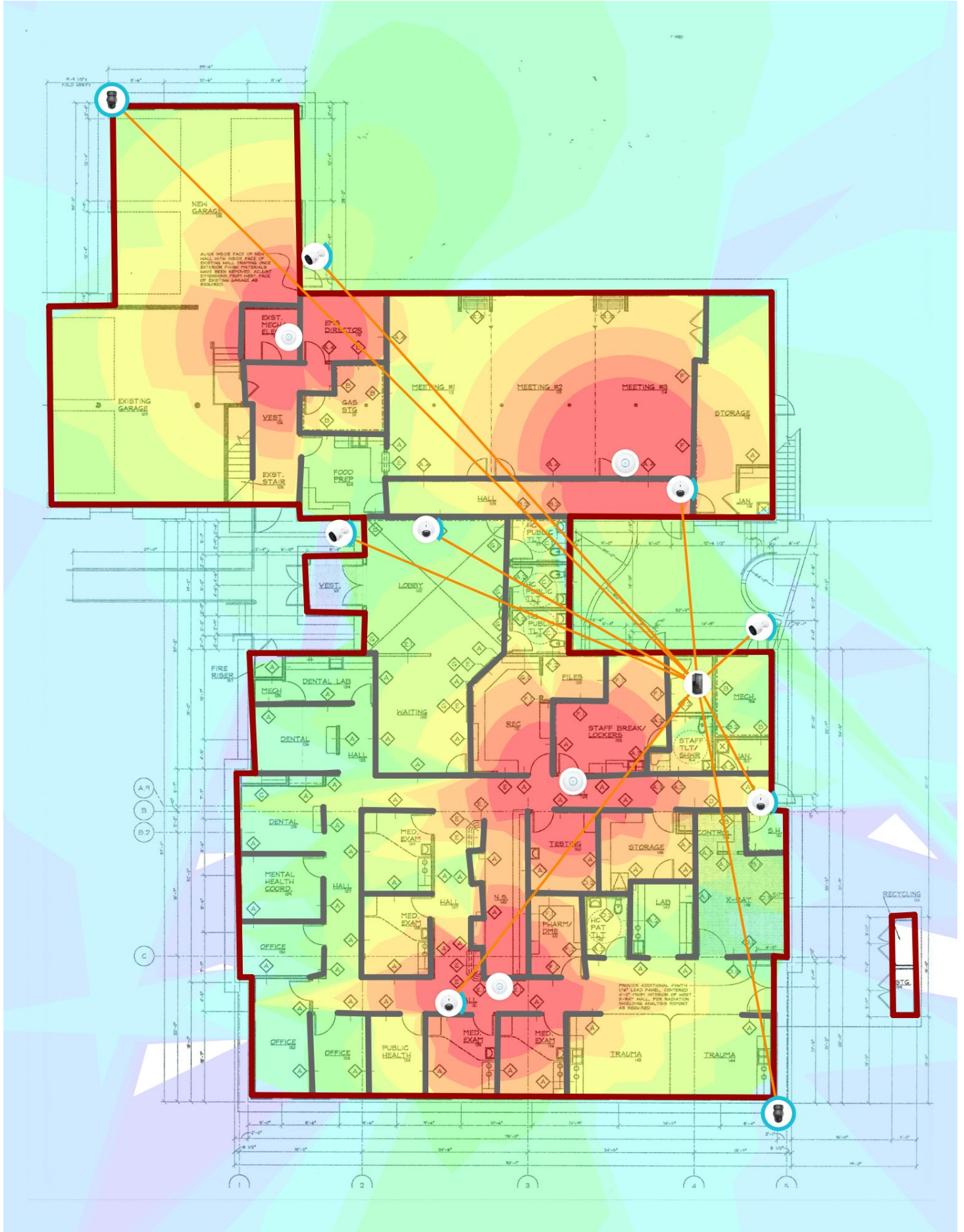
**\$20,684.62**

# LCAMC Floor Plan Layout

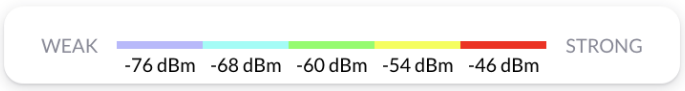
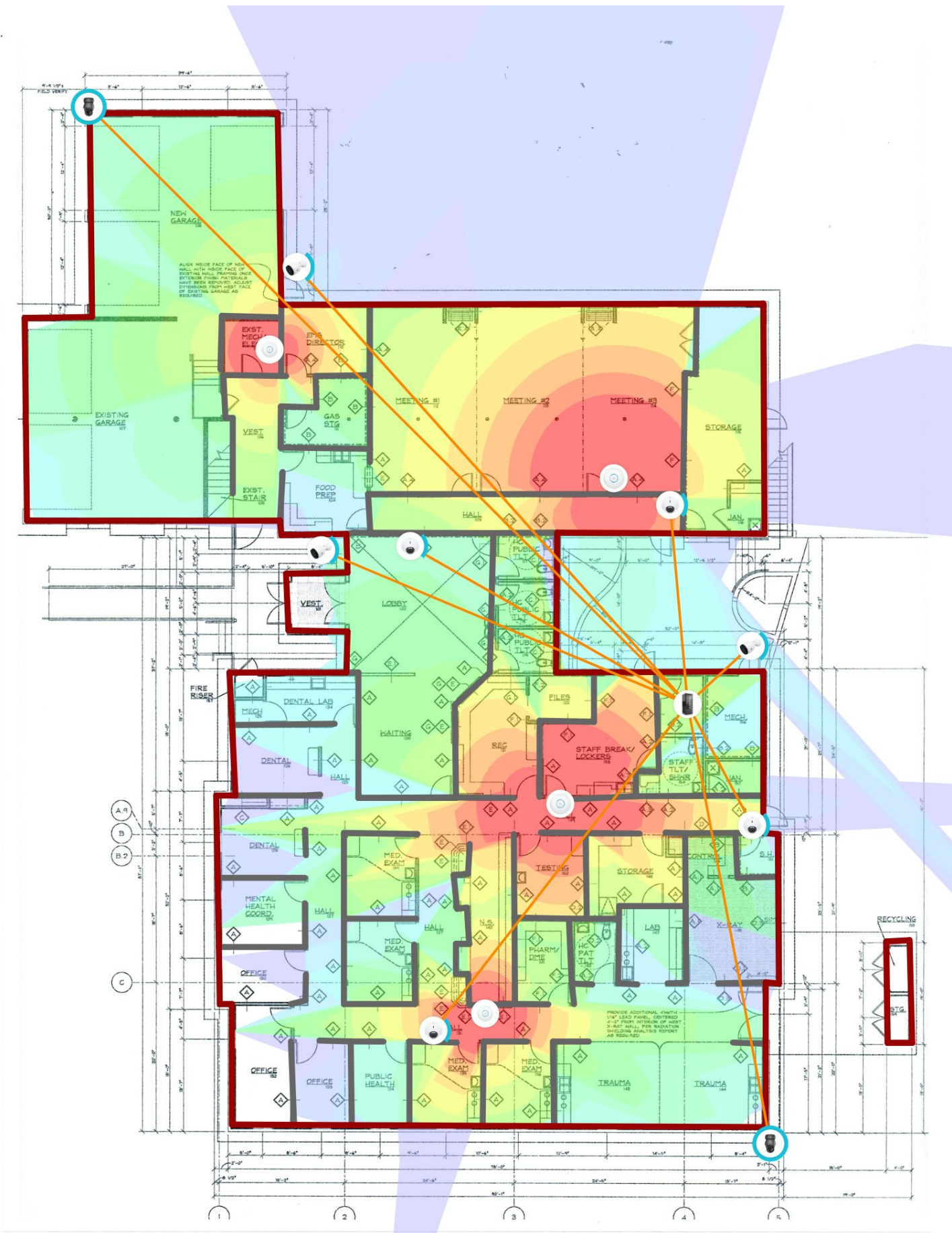




# LCAMC Floor Plan Estimated 2.4 GHz WiFi Coverage

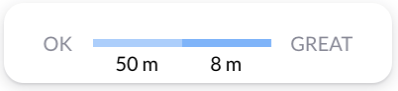
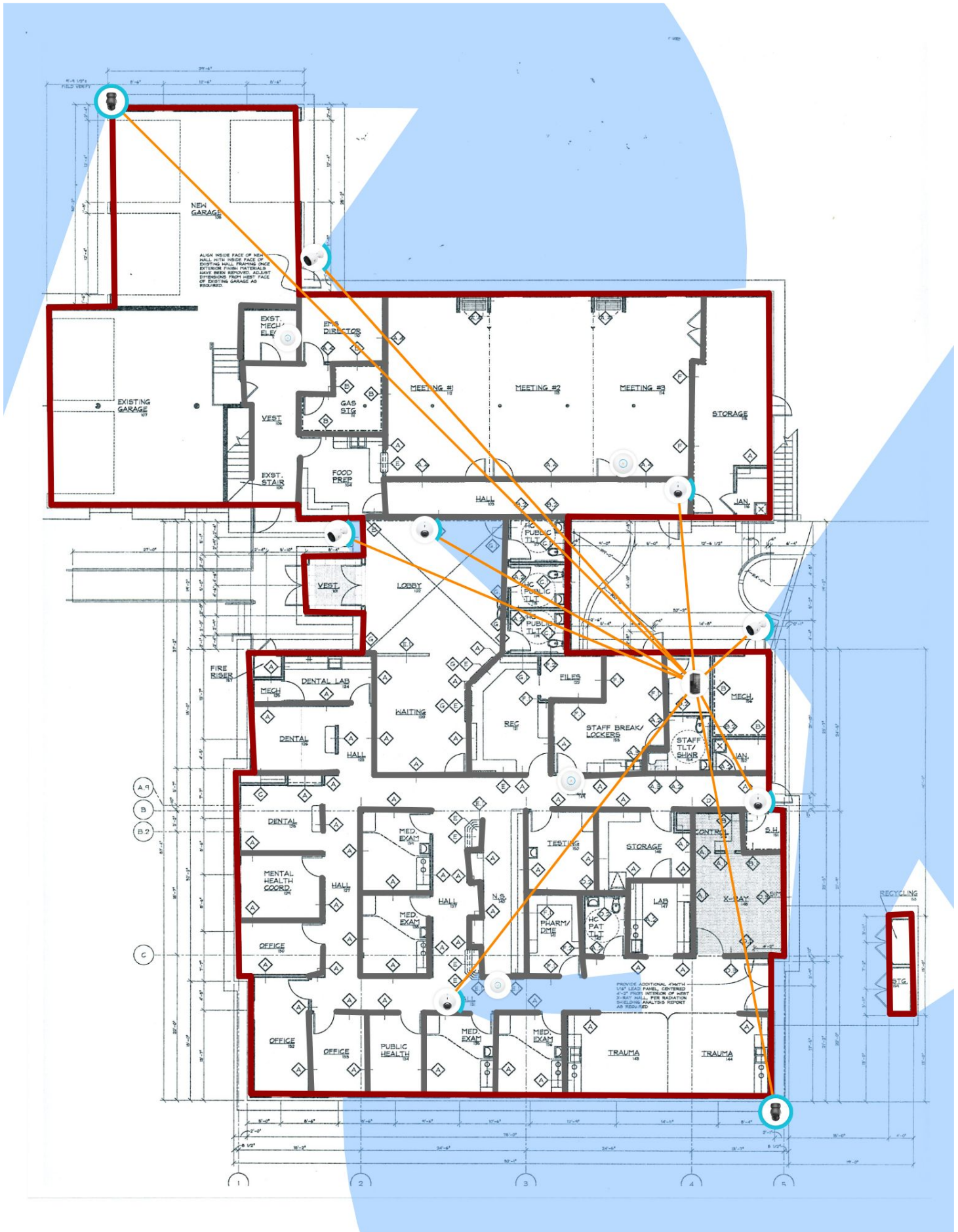


# LCAMC Floor Plan Estimated 5 GHz WiFi Coverage



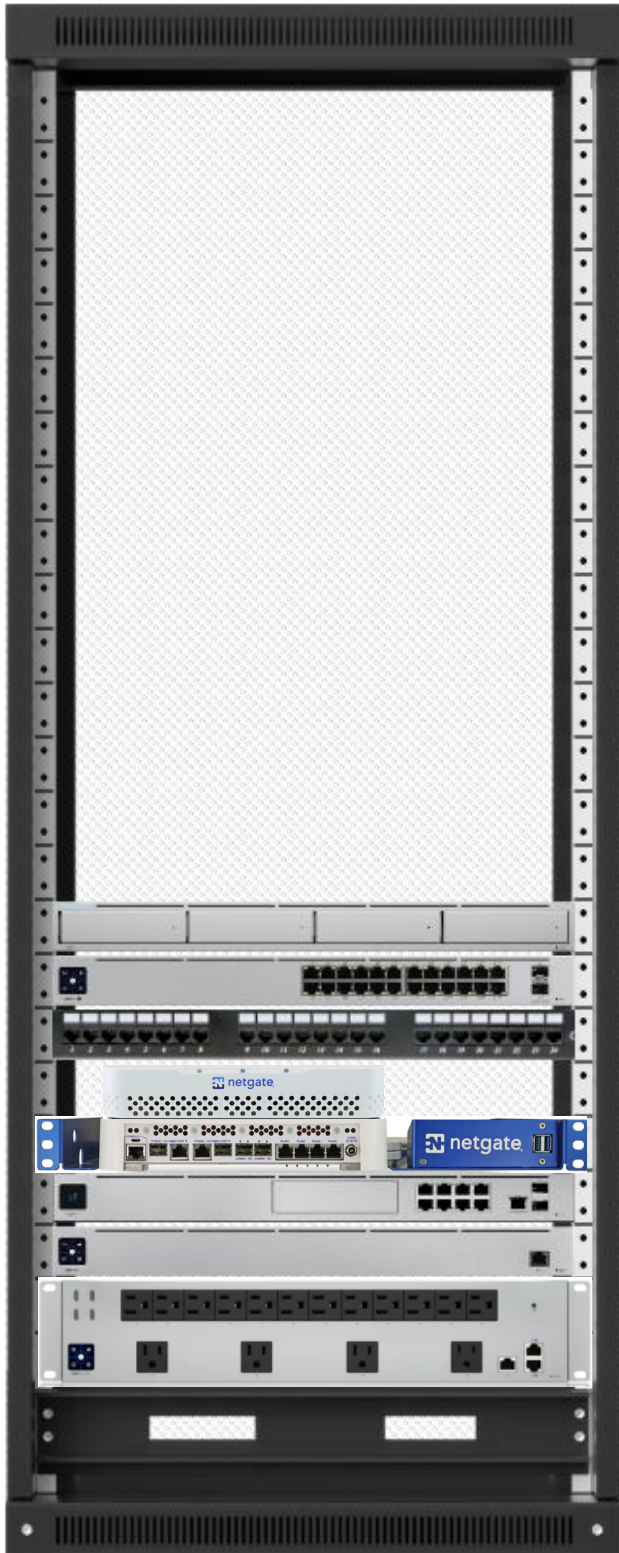


# LCAMC Floor Plan Estimated Video Surveillance Coverage



# LCAMC Floor Plan Rack 1

☰ Slots	5/24
☰ PoE Ports	9/24
⚡ Power	363.5W



Network Video Recorder

Switch Pro 24 PoE

UniFi® Patch Panel

netgate pfsense HA (primary & backup)

Dream Machine Pro

Power Backup

Power Distribution Professional

September 19, 2022

Lake City Area Medical Center

Thank you for the opportunity to propose this solution for your telephone system. The information is based on the data collected while on site. We have proposed this as a lease with support for a 60-month term. At the end of the lease, you will pay \$1 and you will own the equipment. We can do other options including a Capital purchase if that fits better for your budget.

I have included a cost comparison page showing the cost of the NEC 2100 and a Hosted phone system. As you will see the cost of the Hosted is higher over 60 months and will continue to increase each year, even with having to pay for the Lumen phone lines.

As discussed on site, I feel the premise system is a better solution for the Center for several reasons. #1 is reliability, by using a local system with local lines it will be less likely to have issues than an internet system. #2 with your current internet issues we do not recommend even attempting to do a Hosted solution. #3 is the long-term cost to the Center will be less with a premise system.

The proposed pricing includes the programming and installation of the system with travel costs. With the monthly payment I have included unlimited remote support to maintain and fix the system as you need help.

Please review the information and then let's set up a call to review and I can answer questions for you. I know you have your meeting on the 27<sup>th</sup> so I want to make sure you have all the information you need.

I will mail you several copies of this proposal also you have hard copies to work with.



Sincerely

Nathan Wallace  
President CommWest  
970.242.8142

**September 15, 2022**

**Proposal**

**Lake City Area Medical Center**

Jim H. and Rachel M.  
970.944.2331

**New Phone System – NEC IP System**

<b>Description</b>	<b>Quantity</b>
NEC 2100 System with Auto Attendant	1
Configured for 29 IP Phones, 6 Lines, 8 analog ports & voicemail	
NEC 32 Button IP Phone	29
Cordless Phone for Nursing Station	1
InMail Email Notification License	Included
Music on Hold	Included
UPS Battery Backup	1
System Support – Including Remote Program Changes, Greeting Updates & Troubleshooting	Included
Professional Services – Onsite Programming, Install & Training	Included

**Monthly Cost with Support: \$560.00/mo**

**Notes:**

- Sales tax not included. Cabling not included.
- System support does not include cabling, building moves and other projects not listed.
- Monthly finance cost proposed on a 60-month term with a 60-month warranty on proposed equipment.
- Other purchase/lease options available. Warranty may vary.

*CommWest recommends installing the system on a network with remote access.*

***Prices valid for 30 days from date of quote.***



## Lake City Area Medical Clinic

Phone Comparisons

Local Premise System:

NEC 2100

Monthly Cost: System and Support \$560.00

Lumen Voice Line Cost: estimate \$346.80

---

Monthly cost: first 60 months \$906.80

***First 60 months of operation costs: \$54,408.00***

After first 60 months monthly cost drops to just carrier costs of \$346.80 (est.)  
Plus support options if desired

Hosted Solution: Requires High Quality internet services

NEC UCaaS

Monthly Cost: Hosted \$ 960.00 + taxes

Lumen Line Cost: \$ 0

Installations and Startup Costs: \$7,500.00

---

Monthly cost: \$960.00 + taxes

***First 60 Month of operation costs: \$65,100.00***

Cost Differential for first 60 months ~\$10,692.00

This comparison does not include internet costs which are needed on both options

# The SL2100

## Built-in Brilliance



## Smart Communications for Small Business

### Why Choose the SL2100?

The way we do business and communicate is changing rapidly. Mobility has become the norm, customer expectations have soared and budgets have shrunk.

With the SL2100 communications solution, it increases your team's performance and creates a positive customer experience that generates repeat business.

It's highly cost effective because there's more built-in. With VoIP capabilities, it puts Unified Communications within reach of small

businesses. Or, as a resilient TDM solution, it future-proofs your upgrade potential to IP. It also presents considerable savings and functionality over and above alternative hosted solutions.

Your business can't afford downtime and nor can your communications. The SL2100 provides a reliable, 'always on' solution. There's less hardware, less licenses and less maintenance to worry about.

## Value for Money

- > Powerful IP communications with a small business price tag
- > Low cost entry into an entirely scalable IP solution
- > Lower operational costs considerably by making smarter use of your communications
- > A range of remote/home office options to help lower brick and mortar costs
- > Built-in features include:
  - 8 VoIP Resources
  - Voicemail
  - Music on hold
  - Mobility /Remote/Home Office Support
  - Auto Attendant
  - Audio Conferencing
  - Video Conferencing & Collaboration (license required)
  - Call Recording
  - Web RTC (Real-Time Communications)
  - InGuard Toll Fraud Protection
  - And more!

## Easy to use

- > Intuitive features that the whole team can use, without the need for training
- > Desktop phones, wireless handsets and built-in applications include shortcuts that speed up working processes
- > Time-saving applications empower your team to become more productive

## Keep them connected

- > Use your mobile phone to stay connected through your office number, from anywhere
- > DECT wireless communications maximizes reachability from anywhere on the premises



- > Built-in conferencing for business meetings reduces travel costs
- > Never miss important messages with enhanced voicemail to keep you up to date

## Work Smarter - InUC

### Intuitive applications to increase efficiency and productivity

NEC's InUC delivers an integrated unified communications (UC) solution that enhances your organization's productivity and collaboration. This productivity-boosting solution offers key functions that deliver excellent business benefits.

## Manage Communications from Your Desktop PC Plus More

InUC's web-based client is an intuitive application providing full call control from your PC screen. It offers a quick and easy way to manage calls and look up contacts. Users can update their presence status so that other users can see their status. Instant Messaging also allows instant communications between team members. It also provides video conferencing, collaboration and document sharing, which allows you to stay connected and productive from any location.

## The SL2100 Advantage

### > IP Technology

- IP Networking
- IP Trunks (SIP)
- IP Telephones

### > Mobility Options

- SMB Wireless (ML440)
- Digital DECT Wireless Handsets
- Mobile Extension
- Smartphone Client

### > Voicemail

- Email Notification
- Cascade Notification
- Find Me / Follow Me
- Call Recording

### > InUC (Unified Communications)

- Desktop Call Control
- Video Conferencing via WebRTC
- Document Sharing

### - Presence

- Instant Messaging
- Personal Contact Lists

### > Automatic Call Distribution (ACD)

- 8 ACD Groups, 128 Agents, Flexible AIC Logins

### > Network Remote Office Locations

- Share Voicemail, Transfer Calls and make Intercom Calls

### > Safety & Security

- E911
- InGuard Toll Fraud Protection
- Doorphone for Screening Visitors

### > Selection of IP and Digital Telephones

### Support for Remote and Mobile Workers

Today’s mobile workers depend on communication tools that accommodate flexible workspaces and allow free roaming wherever they are. The SL2100 ensures your team stays connected, but without escalating business mobile costs.

#### Remote/Home Office Workers

Users can enjoy a complete phone user experience from their home office with IP Desktop telephones plus greater working flexibility. Individual and business benefits include the cost and time savings of travel and even the associated costs of workspace.

#### On the Road

With the Smartphone SIP App, use your existing Smartphone as a system extension complete with call control. Save on mobile call costs and remain reachable on a single number. Simply connect to the SL2100 via Wi-Fi or across your Mobile Data Network (3G/4G).

#### In the Office

Stay connected and reachable with the SL2100’s digital and IP mobile handsets. Take most of the features and functionality of your desktop phone with you as you take care of business throughout your building. Use any IP desktop phone as your own extension by manually logging in/out and use wireless headset adapters for hands-free operation.

### Stay connected while on the move

#### Remain reachable via a single number from anywhere

With Mobile Extension, take your office number with you when you’re on the road. It provides access to system features such as caller ID, call transfer and voicemail and it really is like being in the office, whether you’re traveling or sitting in traffic.

- > Company specialists can maintain high service standards when out of the office
- > Ensure salespeople never miss a call which could lead to a lucrative business opportunity when they’re on the road
- > With DECT mobile handsets, keep in touch from any in-building location

### Smartphone SIP App

#### Extend the capabilities of your smartphones

The SL2100 Smartphone SIP App functions as a Standard SIP station on iPhone® and Android™ smartphones. From your smartphone, it allows you to:

- > Directly answer incoming calls to your office telephone

- > Make calls using your office telephone system and your office caller ID is displayed - masking your personal cell phone number
- > Utilize a Wi-Fi hotspot at the office, at home or even at a public hotspot – and not use any of your cellular minutes
- > Easily Hold and Transfer calls to other stations within your office telephone system
- > Access your work Voicemail directly from your smartphone

### More than voicemail

#### Advanced features for enhanced communications

InMail is packed with powerful business features that make keeping up to date easier than ever. Message Notifications with the option to include audio attachments can be sent to your desktop phone, home office or mobile phone to allow you to monitor your mailbox effortlessly from wherever you are.

With the option of recorded personalized greetings, you can select the one most appropriate depending on your availability or the time of day. Additionally, the Call Record feature enables you to keep track of important discussions. Recordings can be emailed to colleagues and stored for quick reference at a later time.

Number of Chassis		1	2	3
<b>Total Ports</b>		256		
<b>Trunk Ports</b>	Maximum (MLT, SLT & SIP)	97	128	128
	Analog	12	24	36
	PRI	24	48	72
	IP Trunk (SIP/H.323)	64		
<b>Extension Ports</b>	Maximum	112	112	112
	Multi-Line Telephone (MLT)	24	48	72
	Single Line Telephone (SLT)	32	64	96
	IP Terminal (SIP-MLT/Std.)	112		
	DSS Console	12		
	Door phone	6		
<b>Virtual Extension Port</b>		50		
<b>External Paging</b>		3		
<b>External MOH</b>		1		
<b>BGM</b>		1		
<b>Relay</b>		11		
<b>Ethernet Port</b>		1		
<b>Analog Modem</b>		1		



## Automatic Call Distribution (ACD)

### Handle incoming calls with ease

The SL2100's Automatic Call Distribution (ACD) efficiently routes callers based on pre-established criteria. ACD is great for people/customers who require assistance from any of multiple persons at the earliest opportunity. When all agents are busy assisting callers, the outside party can listen to periodic Announcement messages while waiting for an agent to become free. Callers can also overflow to another destination so that outside callers are not left waiting on hold for an extended period of time, making each interaction between your business and your customers quick and easy.

## Contact Center Software

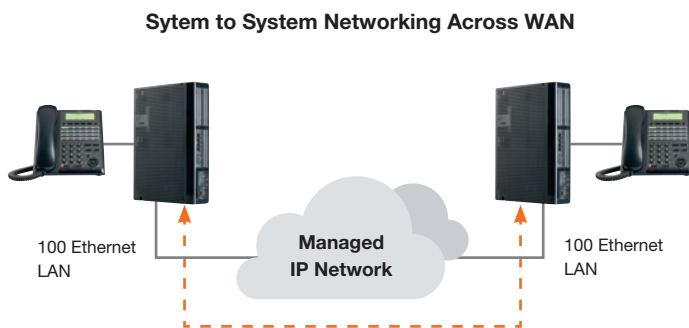
### Monitor activity in real-time

The SL2100's Contact Center software allows up to two Supervisors to monitor the real-time activity of the system's ACD, such as Agent State and ACD Queue Status, using their PC's. They can also run ACD/Contact Center activity reports, such as Agent Call Summary, Abandoned Calls, etc.

## Networking

### Extend the reach of your communications

With the SL2100's networking capabilities, you can extend the reach of your communications to remote offices and mobile workers. You can eliminate duplication and improve efficiencies



by transparently sharing a single voicemail and intercom system. It also enables you to share trunks and transfer calls easily.

## SL2100 Digital Telephones

Offers 12 or 24 programmable keys with LEDs, full duplex speakerphone, dual-color call indicator lamp.



## SL2100 IP Telephone

Self-labeling IP telephone which supports gigabit connections and has 8 visible programmable keys with LEDs with the ability to scroll up to 32 keys total, backlit display, full duplex speakerphone, dual-color call indicator lamp and remote/home office functionality.



## DSS Console

Provides 60 programmable keys with LEDs and is ideal for receptionists.

## SMB Wireless (ML440) IP DECT Multiline Handsets



Offers true on-site mobility with 4 programmable keys, 3 dedicated soft keys (Hold/Transfer/ Conf.), brilliant color display with graphical user interface, wideband two-way speakerphone, caller ID and a silent vibrator mode.

## Digital DECT Handset

Provides 2 line/24 character backlit display with feature icons, backlit keypad, 8 programmable keys, headset port and selectable ring tones.



**Corporate Headquarters (Japan)**  
NEC Corporation  
[nec.com](http://nec.com)

**North America (USA & Canada)**  
NEC Corporation of America  
[necam.com](http://necam.com)

**NEC Enterprise Solutions**  
NEC Europe Ltd  
[nec-enterprise.com](http://nec-enterprise.com)

**APAC**  
NEC Asia Pacific Pte Ltd  
[sg.nec.com](http://sg.nec.com)

**Latin America**  
NEC Latin America  
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Zions Security Alarms  
495 W 30 N  
American Fork, UT 84003 US  
+1 8017702806  
zionsalarms@gmail.com  
www.zionssecurity.com



## Estimate

### ADDRESS

Jim Hunsaker  
Lake City Area Medical Center

ESTIMATE # 2061

DATE 09/03/2022

ACTIVITY	QTY	RATE	AMOUNT
<b>32 CH NVR 16POE</b> The 32 CH 4K NVR with 6TB 16 PoE is a Network Digital Recorder that can do 4K video output. IP Video Input: 32-CH, Up to 12MP Resolution	1	6,000.00	6,000.00
<b>8TB Hard Drive</b>	4	640.00	2,560.00
<b>4MP Dome Camera</b> Infrared Dome Camera, 4.1MP High Definition, 2.8mm Fixed Lens, 30 IR LEDs up to 100ft, 3D DNR, DWDR, BLC, VCA, IK08, IP66, DC 12V, PoE	23	1,200.00	27,600.00
<b>Camera Installation</b> Install camera, mount, connect wires	23	250.00	5,750.00
<b>Wire and Connectors</b> Wire and Connectors	1	1,000.00	1,000.00
<b>Junction Box</b> Round box to mount the camera	23	55.00	1,265.00
<b>8 Port POE Switch</b> PoE 8P+1uplink 123W 10/100Mbps / up to 820ft / UL Listed	1	300.00	300.00
TOTAL			<b>\$44,475.00</b>

Accepted By

Accepted Date



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## Estimate

### ADDRESS

Jim Hunsaker  
 Lake City Area Medical Center

ESTIMATE # 2062

DATE 09/03/2022

ACTIVITY	QTY	RATE	AMOUNT
<b>Alarm.com 4 Door Access Control Kit</b> Control and Power 3-4 Doors with Alarm.com Smarter Access Control	2	2,500.00	5,000.00
<b>Alarm.com 2 Door Controller Kit with Power</b> Control two doors with alarm.com access control and provide power for them	1	1,830.00	1,830.00
<b>Encrypted Prox Reader</b>	6	345.00	2,070.00
<b>Encrypted Prox Reader</b>	2	425.00	850.00
<b>Keypad Reader</b> Reader with Keypad Rugged for Outdoor use	2	600.00	1,200.00
<b>Mounted Electric Strike</b> Dual voltage 12 or 24 VDC, Tamper-resistant, Installs in metal and wood frames.	7	500.00	3,500.00
<b>Electronic Pushbar</b>	1	895.00	895.00
<b>Electrified Lever Handle</b>	1	500.00	500.00
<b>Request to Exit PIR</b>	11	120.00	1,320.00
<b>Hardwired Door Sensor</b>	12	60.00	720.00
<b>Electrified Hinge</b>	1	150.00	150.00
<b>Door Loop</b>	1	45.00	45.00
<b>Wire and Connectors</b> Wire and Connectors	1	2,000.00	2,000.00
<b>Installation</b> \$125/mo for Alarm.com cloud service on app and browser	1	9,000.00	9,000.00
<b>Prox Fobs</b>	100	10.00	1,000.00
TOTAL			<b>\$30,080.00</b>

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## Estimate

### ADDRESS

Jim Hunsaker  
Lake City Area Medical Center

ESTIMATE # 2063

DATE 09/03/2022

ACTIVITY	QTY	RATE	AMOUNT
<b>Wireless Intercom Door Station</b> 720P with night vision with wide lens (135 degrees), WiFi, battery powered, microSD Card	2	415.00	830.00
<b>Intercom Wireless Mobile Station</b> 7" monitor with 2.4GHz Wi-Fi Connection, Micro SD card slot	2	500.00	1,000.00
<b>Wireless Intercom Interface Unit</b> Chime, dry relay output, release door unit	2	210.00	420.00
<b>Installation</b>	1	1,500.00	1,500.00
<b>Wire and Connectors</b> Wire and Connectors	1	500.00	500.00

TOTAL

**\$4,250.00**

Accepted By

Accepted Date



KEY

- Hanwha QND-6082R
- Hanwha PNM-9084RQZ
- Hanwha PNMC-7083RVD
- Axis A8105-E
- CR Card Reader
- Grandstream GXV3370



CONTRACTOR:



610 Garrison St. Unit R,  
Lakewood, CO. 80215  
877.888.0129  
www.stonesecurity.net

Lake City  
Area Medical Center

REVISIONS

No.	DESCRIPTION	DATE

JOB No. TBD DATE 8/23/22  
Drawn By: J. Hicks CHECKED BY:

PAGE TITLE:  
SECURITY SYSTEMS

PAGE NUMBER:  
1 of 1



**Expiration Date:** 9/22/2022

**Account Manager:** Frank Henoch

**Bill To:**  
 Lake City Area Medical Center  
 700 N. Henson St.  
 Lake City, Colorado 81235  
 United States  
 Attn:Rachel Moore

**Ship To:**  
 Lake City Area Medical Center  
 700 N. Henson St.  
 Lake City, Colorado 81235  
 United States  
 Attn:Rachel Moore

**Notes:**  
 See deliverables and exclusions.

## 00 - Video Surveillance

QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
2	Hanwha Techwin	PNM-9084RQZ	Hanwha - PNM-9084RQZ - Outdoor/Indoor, 2MP x 4 Sensor, IR, Multi-Directional, H.265, WDR, SD Slot	\$2,880.00 USD	\$5,760.00 USD
2	Hanwha Techwin	SBP-317HMW	Hanwha - SBP-317HMW - Pendant Kit - For PNM-9084RQZ/9085RQZ	\$75.00 USD	\$150.00 USD
2	Hanwha Techwin	SBP-390WMW2	Hanwha - SBP-390WMW2 - Wall Mount	\$215.00 USD	\$430.00 USD
2	Hanwha Techwin	SBP-300KMW1	Hanwha - SBP-300KMW1 - Corner Mount Adapter Accessory, us with SBP-300WMW1, White	\$79.00 USD	\$158.00 USD
12	Hanwha Techwin	QNV-6082R1	Hanwha - QNV-6082R1 - Outdoor Dome, 1080P HDTV/2MP, IR, 3.2-10mm Varifocal Lens, 30fps, WDR, Hallway, SD Slot, No Audio In/Out, White	\$535.00 USD	\$6,420.00 USD
5	Hanwha Techwin	SBP-301HMW2	Small cap adapter (aluminum) accessory, (QNV-8080R,QNV-6082R, LNV-6072R), white color	\$49.00 USD	\$245.00 USD
5	Hanwha Techwin	SBP-300WMW1	Hanwha - Wall Bracket - SBP-300WMW1	\$79.00 USD	\$395.00 USD
3	Stone Security, LLC	Custom Material	HANWHA TECHWIN   PNM-C7083RVD Network Vandal Outdoor 2CH AI IR Dome Camera, (2MP X 2 Sensors) 4MP @ 30fps	\$1,750.00 USD	\$5,250.00 USD
1	Milestone	XPPPLUSBL	Milestone - XProtect Professional+, Base License	\$524.00 USD	\$524.00 USD
19	Milestone	XPPPLUSDL	Milestone - XProtect Professional+, Device License	\$177.00 USD	\$3,363.00 USD
19	Milestone	YXPPPLUSDL	Milestone - Care+, XProtect Professional+, Device License, 1 Year	\$33.00 USD	\$627.00 USD
1	BCD Video	BCD Server	BCD Server - BCD104X-PVS-210-12T-4 (2) Xeon Silver 4210 - 32GB (4x8GB) (2) 240GB M.2 SSD BOSS Card (3) 4TB SATA HDD (2) 1GbE RJ45 (2) 10GbE SFP+ MEZZ (2) 550W PSU Windows Server 2019 5YR NBD Warranty	\$10,681.42 USD	\$10,681.42 USD
1	BCD Video	BCD Workstation	BCD Workstation - BCDSF01-ELWS-I5-QP10 (1) Core i5-10500 - 16GB (1x16GB) (1) 256GB M.2 SSD (1) Quadro P1000 (1) 1GbE RJ45 (1) 200W PSU Windows 10 Pro 5YR NBD Warranty	\$2,874.48 USD	\$2,874.48 USD
2	CommScope	CS34P WHT	Wire - Cat6, Unshielded, Solid, Plenum, White, 1000'	\$386.00 USD	\$772.00 USD
100	Anixter, Inc.	169090	Beam Clamp - Fits Beam Flanges 1/8" to 5/8" Supports 1/4" Threaded Rods	\$3.03 USD	\$303.00 USD
100	Anixter, Inc.	248048	Bridle Ring - 2" 1/4" -20 Threaded Sold as Each	\$2.13 USD	\$213.00 USD

**Expiration Date:** 9/22/2022

**Account Manager:** Frank Henoch

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<b>Subtotal</b>	\$38,165.90 USD
<b>Tax</b>	\$3,015.11 USD
<b>Total</b>	\$41,181.01 USD

**01 - Video Intercom**

QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	
2	Axis Communications	0871-001	Axis A8105-E - Network Video Door Station, IP, 1920x1200, 180°, WDR-Forensic Capture, Two-way communication, Zipstream, SIP, API, IP65	\$849.00 USD	\$1,698.00 USD	
2	Axis Communications	01695-001	Grandstream GXV 3370 Multimedia IP phone with 7" touch screen, Android, Wifi, PoE	\$614.00 USD	\$1,228.00 USD	
1	CommScope	CS34P WHT	Wire - Cat6, Unshielded, Solid, Plenum, White, 1000'	\$386.00 USD	\$386.00 USD	
					<b>Subtotal</b>	\$3,312.00 USD
					<b>Tax</b>	\$261.65 USD
					<b>Total</b>	\$3,573.65 USD

**02 - Access Control**

QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	S2 Security	S2-EXT-16-WM	S2 NetBox Extreme - 16 Portal Controller, Solid State, Wall Mount Enclosure	\$2,874.00 USD	\$2,874.00 USD
1	S2 Security	S2-NN-E2R-WM	S2 Network Node - 2 Readers, 4 Inputs, 4 Outputs, Wall Mount, Six (6) Available Expansion Slots	\$2,136.00 USD	\$2,136.00 USD
1	Life Safety Power	FPO150-B1002C82D8E4	Access Power Supply/Charger - 12A/12V or 6A/24V, 16 Controlled Outputs (fused), 16 Distributed Outputs (fused), B100 Secondary Voltage Module, E4 Enclosure (24" x 20" x 6.5")	\$822.00 USD	\$822.00 USD
2	EnerSys	NP7-12	Battery - 12V, 7AH	\$26.93 USD	\$53.86 USD
5	S2 Security	S2-ACM	S2 Blade - Access Control Application Extension Blade, 2 Reader, 4 Input, 4 Output	\$718.00 USD	\$3,590.00 USD
2	HID Global	921PTNNEK0003R	Reader - MultiClass SE RPK40, Wall Switch, Contactless, Black, Smart Card Keypad Reader (Card or PIN) with SIO	\$437.00 USD	\$874.00 USD
2	HID Global	920PTNNEK00000	Reader - MultiClass SE RP40, Wall Switch, Contactless, Black, Smart Card Reader with SIO	\$268.00 USD	\$536.00 USD
6	HID Global	910PTNNEK00000	Reader - MultiClass SE RP15, Mullion (LG), Contactless, Black, Smart Card Reader with SIO	\$252.00 USD	\$1,512.00 USD

**Expiration Date:** 9/22/2022

**Account Manager:** Frank Henoch

2	HES	9600-630	Strike - 9600, Rim Exit (Pullman), 12/24 VDC, Stainless	\$382.00 USD	\$764.00 USD
5	Adams Rite	7440-628	Strike - 7440, Cutout, 1/2" to 5/8" Latchbolt, Wood or Hollow Steel Jambs, 12/24V AC/DC (.44/.23A), 2400 lbs. Holding Force, 35 lb. Pre-Load, 1-1/16" Depth	\$185.00 USD	\$925.00 USD
1	Stone Security, LLC	Custom Material	Electric Leverset - BES9KW37DEU15D-S3-626 SFIC Fail Secure FSE Electric Unlock Lever 24VDC, Angled Return Lever/D Rose (3-1/2in), ASA Strike (4-7/8in x 1-1/4in), Grade 1, Satin Chrome, Less Cylinder	\$763.42 USD	\$763.42 USD
1	Stone Security, LLC	Custom Material	Storeroom Mechanical Leverset - BES7KC37AB15D-S3-626 SFIC Entry Lever Angled Lever/D Rose (3-1/2in) ASA Strike (4-7/8in x 1-1/4in), Grade 2, Satin Chrome	\$237.51 USD	\$237.51 USD
1	Stone Security, LLC	Custom Material	Falcon - FAL25MELK-3FT-US26D Motorized Electric Latch Retraction Kit, 24vDC 1A, 3ft for 25 Series except 25-M (Mortise), US26D/626 Satin Chrome	\$577.85 USD	\$577.85 USD
11	Bosch	DS160	REX - Exit Motion Sensor w/ Sounder, Door Monitor	\$86.00 USD	\$946.00 USD
12	GRI Telemark Corp.	184-12-W	Door Sensor - 1" Recessed, Steel Door Contact, White	\$7.50 USD	\$90.00 USD
1	Stone Security, LLC	Custom Material	CMAETH2W4040RC-626 CH-BB79 Electrified Hinge, 4.0in x 4.0in, 1/4 Round Corners, Wires 2/20 Gauge, Steel Base, Satin Chrome, 5-Knuckle, Ball Bearing, Standard Weight, (Fire-Rated)	\$94.40 USD	\$94.40 USD
1	Stone Security, LLC	Custom Material	SMCTSB-C 18in, Armored Door Cord, 1/4in Interior Diameter, Gray and Black End Caps, Stainless Steel Cable Conduit	\$29.72 USD	\$29.72 USD
3	Windy City Wire	446100	Wire - Access, 4 Elem Comp Cable CMP White Jkt - 1,000' Roll	\$1,160.00 USD	\$3,480.00 USD
100	Anixter, Inc.	BC200	Cable Management - Beam Clamp, 1/4" Rod, 0.5" Max Flange	\$3.03 USD	\$303.00 USD
100	Anixter, Inc.	248048	Bridle Ring - 2" 1/4" -20 Threaded Sold as Each	\$2.13 USD	\$213.00 USD

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<b>Subtotal</b>	\$20,821.76 USD
<b>Tax</b>	\$1,644.92 USD
<b>Total</b>	\$22,466.68 USD

**Expiration Date:** 9/22/2022

**Account Manager:** Frank Henoch

**03 - Camera Installation**

QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	Stone Security, LLC	Installation, Configuration & Cabling	Labor for Installation & Configuration of System and Cabling	\$10,670.00 USD	\$10,670.00 USD

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<b>Subtotal</b>	\$10,670.00 USD
<b>Tax</b>	\$33.58 USD
<b>Total</b>	\$10,703.58 USD

**04 - Video Intercom Installation**

QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	Stone Security, LLC	Installation, Configuration & Cabling	Labor for Installation & Configuration of System and Cabling	\$2,910.00 USD	\$2,910.00 USD

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<b>Subtotal</b>	\$2,910.00 USD
<b>Tax</b>	\$3.95 USD
<b>Total</b>	\$2,913.95 USD

**05 - Access Control Installation**

QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	Stone Security, LLC	Installation, Configuration & Cabling	Labor for Installation & Configuration of System and Cabling	\$14,900.00 USD	\$14,900.00 USD

---

<b>Subtotal</b>	\$14,900.00 USD
<b>Tax</b>	\$39.50 USD
<b>Total</b>	\$14,939.50 USD

**06 - Travel**

QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	Stone Security, LLC	Labor & Travel	Labor & Travel	\$8,800.00 USD	\$8,800.00 USD

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<b>Subtotal</b>	\$8,800.00 USD
<b>Tax</b>	\$0.00 USD
<b>Total</b>	\$8,800.00 USD

**Expiration Date:** 9/22/2022**Account Manager:** Frank Henoch

---

<b>Subtotal</b>	\$99,579.66 USD
<b>Shipping &amp; Handling</b>	\$0.00 USD
<b>Tax</b>	\$4,998.70 USD
<b>Grand Total</b>	\$104,578.36 USD

**Payment Terms:** Net 30**Deliverables**

Stone Security will

- Furnish and install 17 new Cameras, replacing 10 and installing new cabling for 7
- Furnish, install, and configure (1) Network Video Recorder, (1) Video PC Workstation. Configure Mobile App Viewing on 2 devices
- Furnish, install, and configure (2) Video Intercom Door Stations & (2) Video Intercom Master Stations
- Furnish, install, and configure (10) Full Card Reader Access Control Doors and door position monitoring on Dr9

After the installation is complete, Stone Security will fully configure all systems to the customer's needs and provide training .

**Exclusions**

- Quote excludes network infrastructure including: POE switches, patch panels, data racks, & UPS
- Quote excludes all required 120VAC power required for proper system operation including outlets, circuits, and surge protection
- Quote assumes any unforeseen conduit work required to complete installation can be added to the project as a change

**Expiration Date:** 9/22/2022**Account Manager:** Frank Henoch**Pricing:**

Payment of all applicable state and local taxes are the responsibility of the customer. Please verify that all taxes are correct based on your organization and notify Stone Security if any changes are needed.

Quotes and pricing terms are negotiated between Customer and Stone Security and may be unique to the Customer. Therefore, and except as otherwise provided by law, Customer hereby agrees to keep the pricing arrangement confidential for a period of no less than three (3) years from the date of the signed quote. Customer will not use this confidential information in furtherance of its business, or the business of anyone else, whether or not in competition with Stone Security.

Credit Card payments are subject to a 3% processing fee.

**Return Policy:**

Purchases are subject to a 30 day return policy on products which are unopened and in new condition. Returns may be subject to a restocking fee depending on manufacturer restrictions. Custom products and open boxes are nonreturnable.

**Support:**

Systems not covered by a Support Agreement will be billed time and materials.

**Acceptance:**

By signing below, you agree to the Pricing, Deliverables, Return Policy and Support of this Quote and are duly authorized to sign on behalf of the Company. Please note that all materials will be invoiced upon quote acceptance or receipt of Purchase Order.

---

Printed Name

---

Signature

---

Date

# LAKE FORK HEALTH SERVICE DISTRICT BOARD OF DIRECTORS- REGULAR MONTHLY MEETING

**Today's Date is Tuesday, October 25, 2022.**

**I.** The regular monthly meeting of the Lake Fork Health Service District was called to order by Lynn McNitt at 8:31 a.m.

**II. Roll Call:** In attendance were board members Lynn McNitt, Jerry Johnson, Hector Gomez and Jordan Kaminski. Katie Elkins is excused. Also present were Bill Gattis, Jim Hunsicker, Sherry Huisman, Jess Whiddon, Bernie Krystyniak and Bob Downs. Malinda McDonald is recording secretary.

**Board of Directors:**

- President:** Lynn McNitt
- Vice-President:** Jerry Johnson
- Secretary:** Hector Gomez
- Treasurer:** Katie Elkins
- Board Member:** Jordan Kaminski

**III. Workshop**

**A. Executive Director Report-**

**1. Financials-**

- a. 2023 Budget: corrections- staff training should not be an empty cell, it should read 7,800; employee health should not be 4,600, it should be 48,600

Dental Patient Counts		
	2021	2022
September	21	51

Medical Patient Counts		
	2021	2022
September	324	319

- a. 2022 Year to date review: line items that are over budget are in red; Rachel ran reports for each of these line items to see if there was anything out of the ordinary- 649 Dental Office Supplies, Dental Lab & Dental Supplies: think this is because Dr. Quigley has specific tools/instruments he prefers; 649 Dental Insurance Cost is Dr. Quigley's Liability Insurance, billed quarterly; 605.02 Accounting-LCAMC are the CPA and bookkeeper fees that are mostly consistent throughout the year, Cindy is paid hourly at \$25/hour; Total 610 Advertising: all the advertising for multiple positions including \$100/year that SW charges for random community ads (Happy New Year, LCCS Basketball, LCCS Graduation...); 640 Contract Labor: our Locum Tenen position and Jessica Whiddon; Total 655 Dues & Subscriptions: includes the providers' CE's, licenses, memberships to related field; nurses licenses, subscriptions to Zoom, SW, talk to text software...; 725 Postage self-explanatory; 734 Recruiting; ; 735.1 Building & Building Equipment; ; Total 735.2 Cleaning; ; Total 735 Repair & Maintenance; ; 723 Pharmacy & Medications, 750.1 Lab 750.2 Medical, & Total 750 Supplies: inflation; 770 Travel & Lodging; ;775.4 Gas & Total 775 Utilities: inflation; 777.1 Bio-Hazard Materials & Total 777 Waste Management: inflation & stuck in contract with no other vendors



- b. Riva Health: to help take some things off Rachel's task list, she looked into Riva Health, a Payment Engagement Platform. They work with our EMR system (Athena) to help increase cash flow; \$250 per month + 2% of payments; month to month contract
- c. Athena Enhanced Claims Resolution: to help take some things off Malinda's task list as she is training with Jessica to do denied claims, Rachel looked into adding this support form Athena; they would be completing 67% of the holds related to claims to increase reimbursements; 1.76% of collections (we currently pay Athena 8.25% of collections); month to month contract; first three months free

## 2. Business Development

## 3. Community Relations

## 4. Personnel-

- a. Scheduled Rachel's 1 year review- Closed review will take place after the board meeting November 29<sup>th</sup>.
- b. Schedule Dr. Gattis' 2 year review- Closed review will take place after the board meeting November 29<sup>th</sup>.
- c. By-Laws review. **Moved to November Meeting**
- d. Workforce Housing Project: several parties are meeting on site (Town owned lot north of the Mosely Health Care Complex) Thursday, October 27<sup>th</sup> at 1:00 and then coming over to the clinic conference room to discuss plans
- e. Safety/Security Update: Jim Hunsicker was present to update board with the progress on technology updates. The core network items that were approved at the last meeting have been ordered and most have been received. Star link is installed. Looking into access control/security camera quotes, they have come in very high. Jim spoke with Jasper Roy and he is open to installing the Ubiquiti system Jim already has. He believes he and Jasper would be able to provide this for much less. Dan Wampler currently owns the domain *lcamc.net*. Rachel is going to reach out to him to see that he will release this over to the clinic as the clinic has maintained the domain fees.
- f. Review Appendices: All binders are located in the front desk/reception area.

## 5. SDA Manual Review- Chapter 2 Conflicts of Interest

**Disclosure Required:** a Director shall disqualify him/herself from voting unless he/she has disclosed the conflict of interest to the Secretary of State and to the Board; the Director may not influence the decision of other Board members.

**Proscribed Acts Constituting a Conflict of Interest:** a potential conflict of interest exists when the Director is an executive officer or owns or controls, directly or indirectly, a substantial interest in any nongovernmental entity participating in the transaction; there are several specific DO NOTs listed here with three exceptions.

**Guides to Conduct Regarding Ethical Principles:** the three listed are only guides and do not constitute violations to the public trust or employment in local government

**Conflicts Involving Developer Districts:** not applicable unless we own underdeveloped land constituting at least 20% of the District's territory

**Effect of Existence of Potential Conflict of Interest:** failing to disclose a potential conflict of interest is a criminal misdemeanor and could result in prosecution. Any vote or other official act in which a Director has a potential conflict may result in the act or contract being voided.

**B. Board Members Report-**

Lynn- Believes that full time staff should be paid for holidays observed by the clinic even if they are not scheduled to work on that holiday. This will be an agenda item at the November meeting.

Jerry-

Katie-

Hector-

Jordan-

**C. Medical Director Report-**

- a. Dr. Gattis presented the proposed Opioid Reduction Policy and would like to see it reviewed and approved so the clinic may move forward. Dr. Gattis worked with Gary Witt on this policy and it has been presented to a health care attorney in Denver. Bob Downs and Sherry Huisman are on board and ready to move forward as well. The board will add this item to the agenda for approval today.
- b. Sherry Huisman approached Dr. Gattis about being able to take call from home on off season holidays. Dr. Gattis feels there are several options to approach this. In the end if there was something that required Sherry to be present in person she is an hour away which would be more than sufficient time to take care of lacerations and such. Sherry expressed willingness to drive the hour if necessary to be able to be home with her family on off season holidays. Bob Downs also agreed that this is a reasonable request because there are many instances where the provider can triage the patient and have an RN go in to the clinic and treat the patient as instructed by the provider. After discussion the board is willing to try it out and go from there.

**D. Dental Director-**

- a. Additional Hygienist Position- **Moved to November Meeting**

**E. Strategic Planning Update-**

- a. One Day Strategic Planning Workshop with Wellborn and Associates- Rachel will be sending out dates to coordinate this meeting.
- b. Team Building through Team Based Care Grant- **Moved to November Meeting**

**F. Any other items-**

Snow mitigation work-No one has expressed interest in the construction project for snow/ice relief at the EMS back entrance. Lynn will ask the R&B if they will take time to shovel when they are plowing. Hector & Rachel will also monitor the ice and shovel as needed.

**IV. MEETING-**

**A. Consider any updates to and approvals of the meeting agenda: To remove item B (2023 budget approval) and add to approve the Opioid Reduction Policy discussed in the workshop.**

**Motion:** Jerry Johnson

**Second:** Hector Gomez

**Vote:** All vote yes

**Motion:** Motion carries

**B. Consider approval of 2023 Budget: Removed**

**C. Consider approval of Appendices revisions:** To approve Appendices revisions.

**Motion:** Hector Gomez

**Second:** Jordan Kaminski

**Vote:** All vote yes

**Motion:** Motion carries

**D. Consider approval of Opioid Reduction Policy:** To approve Opioid Reduction Policy effective November 1, 2022.

**Motion:** Hector Gomez

**Second:** Jordan Kaminski

**Vote:** All vote yes

**Motion:** Motion carries

**E. Consider approval of Minutes from prior meeting 09/27/2022:** To approve Minutes from 9/27/2022 board meeting.

**Motion:** Hector Gomez

**Second:** Jordan Kaminski

**Vote:** All vote yes

**Motion:** Motion carries

**V. CITIZEN COMMENTS FROM FLOOR:**

**VII. Adjourn**

Meeting is adjourned at 10:42 a.m. Next meeting will be on Tuesday, November 29, 2022 at approximately 8:30 a.m. in the Zeller Wellness & Education Center in the Mosley Health Care Complex.

(President)

Date

---

(Secretary)

Date

---

(Recording Secretary)

Date

---