



## **Grand County Emergency Medical Services**

### **Special Service District**

#### **Board Meeting**

Monday, November 10, 2025  
9:00 – 11:00am Regular Meeting  
Location: Grand County EMS SSD  
520 E. 100 N. Moab, Utah 84532

### **Agenda**

1. Call Meeting to Order
2. Welcome Public Comment - Anything not specifically on the agenda (3 minutes are allowed)
3. Approval of Minutes
  - a. 10/07/25 – Regular Meeting
4. Updates
  - a. Chair Report
  - b. Treasurer Report
  - c. Board Member Reports
  - d. Administrative Staff
  - e. Director Report
  - f. Committee Reports
    - i. Evaluation Committee
    - ii. Policy Committee
    - iii. Executive Committee
    - iv. Budget Committee
5. Discussion/Action Items
  - a. Approval of 2025 Amended Budget – Discussion/Action
  - b. Approval of Tentative 2026 Budget for Public Hearing – Discussion/Action
  - c. Approval of Ambulance Purchase – Discussion/Action
  - d. Approval of GCEMS Board Meeting Schedule for 2026 – Discussion/Action
6. Future Considerations
7. Closed Meeting

8. Adjourn

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**NOTICE OF SPECIAL ACCOMMODATION DURING PUBLIC MEETINGS.** In compliance with the Americans with Disabilities Act, individuals with special needs requests wishing to attend Emergency Medical Services Special Service District meetings are encouraged to contact the District Board two (2) business days in advance of these events. Specific accommodations necessary to allow participation of disabled persons will be provided to the maximum extent possible. Requests, or any other questions or comments can be communicated to: (435) 259-1301.

Posted by: \_\_\_\_\_

Date: \_\_\_\_\_ Time: \_\_\_\_\_

## Grand County Emergency Medical Services Special Service District

520 East 100 North

Moab, Utah

October 7, 2025

10:00 a.m.

1. The Grand County Emergency Medical Services Special Service District met in regular session on the above date and time at the Grand County EMS SSD station located at 520 E. 100 N., Moab, Utah. Chair Elizabeth Tubbs called the meeting to order at 10:03 a.m. In attendance were GCEMS Board Members Dr. Lionel Weeks, Rani Derasary, Jason Taylor, Jim Webster, and Melodie McCandless. Board Member Taryn Peterson was excused. Rani Derasary was excused at 12:06 p.m. Also present were Executive Director Andy Smith, Administrative Coordinator Jennifer Williams, and Administrative Assistant and Clerk Mandy Turner.
2. **Welcome Public Comment:** Chair Tubbs opened the floor for public comment; none was offered.
3. **Approval of Minutes:**  
Rani Derasary moved to approve the minutes of the August 19, 2025, regular meeting; Melodie McCandless seconded. The motion carried unanimously (6–0).
4. **Updates:**
  - a. **Chair Report:** Chair Tubbs introduced Beth Logan of the Moab Healthcare Foundation, who will provide an update later in the meeting regarding the Foundation's advocacy efforts for Proposition 13 and ways the board can get involved. She also noted that the 2026 budget would be a major discussion topic.
  - b. **Treasurer Report:** In the Treasurer Report, Treasurer Jason Taylor reported the account balances as of October 20, 2025: \$167,540.23 in combined Mountain America accounts and \$619,477.21 in the PTIF savings account. Jennifer Williams noted that the MACU account is higher than usual because they received reimbursement from the State of Utah for wildland fire response.
  - c. **Board Member Reports:**
    - i. Melodie McCandless informed the board that she will address the County's audit RFP later in the meeting. She also noted the Grand County Commission will vote on awarding the audit contract this evening and shared information about a new route for the Electric Light Parade.
    - ii. Rani Derasary thanked the Moab Healthcare Foundation for hosting a webpage with information on Proposition 13.
    - iii. Jason Taylor shared that the Uranium Avenue paving project is nearly complete and that Moab City has awarded the downtown sidewalk improvement contract, which should improve EMS gurney access.
  - d. **Administrative Staff:** Mandy Turner informed the board that EMS, per directive of the State of Utah, has updated their website and email addresses to: [www.grandcountyemsutah.gov](http://www.grandcountyemsutah.gov).
  - e. **Director Report:**
    - i. Executive Director Andy Smith opened his report with commendations to EMS crews for a series of successful critical calls in the past month. He then provided updates on operations, staffing, cost-saving initiatives, vehicles, wildland fire season, and community events. He noted that

August 2025 was the busiest August on record for GCEMS. Jason Taylor recommended the “Back from Beyond” podcast, produced by GCSAR, as a helpful resource for understanding emergency response in Grand County.

- ii. Andy also reviewed the public outreach efforts GCEMS has made regarding Proposition 13 (the Rural Healthcare Sales Tax initiative). Beth Logan then described the Moab Healthcare Foundation’s advocacy work and encouraged board involvement.

f. **Committee Reports:**

- i. **Evaluation Committee** - No report.
- ii. **Policy Committee** - Policy committee will schedule a meeting to complete policies before end of the year.
- iii. **Executive Committee** - No report.
- iv. **Budget/Audit Committee** - Last meeting was canceled; the committee will meet before the next board meeting.

5. **Discussion/Action Items:**

a. **2026 Auditor RFP – Discussion/Action:**

Jennifer Williams outlined three options for contracting a financial auditor for the 2025 audit: remain with the current auditor, issue a request for proposals (RFP), or adopt the same auditor selected by the Grand County Commission. Melodie McCandless suggested postponing the decision until after the Commission’s vote later that evening. Following discussion, Jason Taylor moved to use the County’s auditor for the 2025 audit if the cost is equal to or less than GCEMS’s current auditor. Jim Webster seconded. The motion passed 5–0, with Mel McCandless abstaining.

b. **2026 Budget – Discussion:**

Andy Smith reviewed key operational data and provided a year-to-date overview of the 2025 budget, highlighting lower-than-expected revenues and reduction in expenditures. He then presented three draft 2026 budget scenarios based on varying revenue and expense projections.

6. **Future Considerations:**

- a. Budget Committee Meeting - Wednesday November 5<sup>th</sup> at 9:00 a.m.
- b. Special Board Meeting - Monday November 10<sup>th</sup> at 9:00 a.m.
- c. Public Hearing for Budget and Regular Board Meeting - Monday November 17<sup>th</sup> at 6:00 p.m. will be the public hearing for the 2026 budget with a regular board meeting following.

7. **Closed Meeting:** There was none.

8. **Adjournment:** The meeting adjourned at 12:15 p.m.

Agenda Summary  
Grand County Emergency Medical Services SSD  
November 10, 2025  
Agenda Item #5a

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Title:	Approving resolution 2025-11-10-1, opening and amending the 2025 budget.
Presenter:	Andy Smith
Summary:	<p>The District will need to amend the 2025 budget. This amendment covers changes in the budget that have been needed over the last year.</p> <p>Budgeted Cash Basis income: \$3,888,422.00 Amended Cash Basis income: \$3,911,845.65</p> <p>Budgeted Cash Basis Expenses: \$3,888,422.00 Amended Cash Basis expenses: \$3,671,450.00</p> <p>Leaving a \$216,972.00 "Surplus" which is not actual surplus, it's the funds we need to get through the first 5 to 6 months of next year.</p>
Fiscal Impacts:	2025    Expenses: \$3,671,450.00 Income: \$3,888,422.00
Recommended Motion:	"I move to approve resolution 2025-11-10-1 amending the 2025 budget of the Grand County Emergency Medical Services Special Service District and authorize the chair to sign all associated documents"
Process:	
Attachments:	2025 budget amended packet Resolution 2025-11-10-1 Exhibit A accrual basis budget

# **Grand County EMS 2025 Amended Budget Narrative**

11/4/2025

## **Overview:**

The 2025 fiscal year has been a period of significant financial adjustment for Grand County EMS. While the year began with anticipated challenges, the department took decisive steps to stabilize operations, ensure fiscal responsibility, and preserve service levels for the community. Through a combination of County support, internal cost containment, and revenue improvements, GCEMS has been able to maintain solvency and plan for a modest positive year-end balance.

## **Financial Context and County Support:**

Early in 2025, GCEMS faced a critical cash-flow situation that threatened essential operations. As outlined in prior correspondence to the Grand County Commission, the department requested additional support to sustain ambulance payments, repair essential apparatus, and meet payroll obligations.

In response, Grand County contributed:

- \$92,592.25 to cover the annual ambulance payment
- \$17,156.90 for major repairs to Ambulance 512
- \$355,338.00 in supplemental operational funding

These contributions, totaling \$465,087, were instrumental in restoring financial stability and are reflected under “Contribution from Other Entities” in the amended income budget.

## **Expense Reductions and Operational Adjustments**

GCEMS implemented a comprehensive cost-conservation plan to ensure the long-term sustainability of services without compromising public safety.

Major measures included:

- Eliminating or freezing non-essential spending, such as uniforms, travel, and external education.
- Delaying capital purchases, including radio, AED, and computer replacements.
- Reducing overtime through scheduling adjustments and vacancy management.
- Deferring facility repairs and maintenance not directly affecting operations.

These actions collectively reduced overall expenses by approximately \$217,000, bringing

the total amended expenditure to \$3,671,450, compared to the original \$3,888,422 budget.

### **Expense Highlights**

Key categories contributing to the positive expense variance include:

- Salaries & Benefits: Reduced by over \$150,000, primarily due to leaving two full-time positions unfilled, limiting overtime, and admin staff filling in shifts.
- Education & Travel: Training and CME expenses were trimmed by more than \$35,000, reflecting a pause on external travel and non-mandatory courses, and mental health services.
- Uniforms & Department Supplies: Reduced from \$30,737 to \$15,000, reflecting internal cost-saving policies.

Despite these reductions, essential operational categories remained adequately funded to ensure readiness and reliability.

### **Revenue Highlights**

On the revenue side, GCEMS achieved a total amended income of \$3,911,845, exceeding the original projection by \$23,423. Positive highlights include:

- Commercial Services: Increased by \$105,000 due to higher wildland fire deployments and event coverage revenue.
- CPR & EMT Training: Combined training revenues rose by nearly \$13,600, demonstrating strong program participation.
- Contribution from Other Entities: The \$465,087 infusion from Grand County was crucial in offsetting operational shortfalls.

These gains partially offset lower-than-expected ambulance billing revenue, which was down by approximately \$365,000. In addition, the sales tax has also been down about 4%.

### **Summary and Year-End Position**

Through a combination of aggressive cost management and strategic County support, GCEMS expects to close the 2025 fiscal year with a projected positive fund balance of approximately \$240,395. This is a notable recovery from the early-year deficit projections.

**2025 Proposed Amended****1.1 · Charges for Services**

	<b>2024 Actual</b>	<b>2025 Budget</b>	<b>2025 (Oct 28th)</b>	<b>2025 Amended</b>	<b>Amd. VS. Bud.</b>
1.1.17 · Ambulance Services					
1.1.20 · Medicare contractual write off	-	-	-	-	-
1.1.19 · Medicaid contractual write off	-	-	-	-	-
1.1.18 · Private contracutal write off	-	-	-	-	-
1.1.17 · Ambulance Services - Other	1,325,720.40	1,695,425.00	1,098,118.64	1,330,000.00	(365,425.00)
Total 1.1.17 · Ambulance Services	1,325,720.40	1,695,425.00	1,098,118.64	1,330,000.00	(365,425.00)
1.1.1 · Private Insurance					
1.1.14 Contractual Write Off-Private	-	-	-	-	-
1.1.1 Private Insurance Other	24,130.65	-	3,839.97	3,840.00	3,840.00
Total 1.1.1 Private Insurance	24,130.65	-	3,839.97	3,840.00	3,840.00
1.1.10 · CPR Training	22,272.88	20,000.00	20,538.51	23,000.00	3,000.00
1.1.11 · Sales Fixed Assets	21,603.00	20,000.00	14,815.25	14,815.25	(5,184.75)
1.1.12 · Insurance Claim Pay	-	-	2,037.50	2,037.50	2,037.50
1.1.3 · Collections	38,404.32	60,000.00	45,109.02	55,000.00	(5,000.00)
1.1.4 · Commercial Services	164,605.03	150,000.00	237,501.28	255,000.00	105,000.00
1.1.5 · Expense Reimbursement	-	-	-	-	-
1.1.6 · Interest	11,733.07	15,000.00	11,899.87	15,000.00	-
1.1.7 Miscellaneous	-	-	-	-	-
1.1.8 · Donations	17,802.55	10,000.00	3,100.00	25,000.00	15,000.00
1.1.9 · EMT Training	5,784.72	-	10,657.90	10,657.90	10,657.90
Charges for service other	-	-	-	-	-
<b>Total 1.1 · Charges for Services</b>	<b>1,632,056.62</b>	<b>1,970,425.00</b>	<b>1,447,617.94</b>	<b>1,734,350.65</b>	<b>(236,074.35)</b>
1.2 · Sales Tax	1,379,957.32	1,639,760.00	1,216,555.90	1,465,000.00	(174,760.00)
1.3 · PILT / ML Contribution	178,237.00	178,237.00	183,361.00	183,361.00	5,124.00
1.4 · Grants					
1.4.1 · State EMS Grant	209,174.00	100,000.00	55,547.00	55,547.00	(44,453.00)



2025 Proposed Amended

	2024 Actual	2025 Budget	2025 (Oct 28th)	2025 Amended	Amd. VS. Bud.
1.4.2 · AFG Grant	-	-	-	-	-
1.4.3 · Other Grant	-	-	8,500.00	8,500.00	8,500.00
Total 1.4 · Grants	209,174.00	100,000.00	64,047.00	64,047.00	(35,953.00)
1.5 · Transient Room Tax	-	-	-	-	-
1.6 · Contribution from Fund Balance	-	-	-	-	-
1.7 · Contribution from Other Entities	155,000.00	-	465,087.15	465,087.00	465,087.00
1.8 · Sale of Assets	-	-	-	-	-
Total Income	3,554,424.94	3,888,422.00	3,376,668.99	3,911,845.65	23,423.65

**2025 Proposed Ammended****2.1 · Salaries and Benefits**

	<b>2024 Actuals</b>	<b>2025 Budget</b>	<b>2025 YTD (OCT 28)</b>	<b>2025 Amended</b>	<b>Amd. VS. Bud.</b>
2.1.1 · Salaries	1,337,377.65	1,445,000.00	1,176,253.89	1,400,000.00	45,000.00
2.1.1.1 Salaries Fire	24,154.00	20,000.00	22,359.50	22,360.00	(2,360.00)
2.1.2 · Overtime	449,081.33	487,000.00	355,073.98	430,000.00	57,000.00
2.1.2.1 Fire Overtime	48,063.76	30,000.00	49,078.50	49,079.00	(19,079.00)
2.1.4 · Benefits	508,867.11	600,000.00	453,504.59	535,000.00	65,000.00
2.1.5 · Taxes	153,389.91	182,421.00	132,745.98	165,000.00	17,421.00
2.1.6 · Event Pay	30,455.11	20,000.00	28,802.68	31,000.00	(11,000.00)
2.1 Salaries and Benefits-Other	-	-	-	-	-
<b>Total 2.1 · Salaries and Benefits</b>	<b>2,551,388.87</b>	<b>2,784,421.00</b>	<b>2,217,819.12</b>	<b>2,632,439.00</b>	<b>151,982.00</b>

**2.2 · Maintenance & Operations**

2.2.1 · Subscriptions & Memberships	35,570.47	27,280.00	14,322.75	27,280.00	-
2.2.10 · Insurance Billing Contract	108,806.40	120,000.00	112,144.42	127,000.00	(7,000.00)
2.2.12 · Permits & Licensing	1,125.00	3,000.00	-	1,500.00	1,500.00
2.2.13 · Billing Refund Requests	36,223.92	22,500.00	15,873.86	22,500.00	-
2.2.14 · Cell Phone Allowance	4,000.00	5,400.00	4,500.00	5,450.00	(50.00)
2.2.15 · Special Dept Supplies/Uniforms	36,736.07	30,737.00	5,514.10	15,000.00	15,737.00
2.2.16 · Medical Supplies	72,049.67	65,000.00	46,876.05	60,000.00	5,000.00
2.2.17 · Non Medical Supplies	1,478.26	2,500.00	711.38	1,500.00	1,000.00
2.2.18 · Insurance Expense	81,810.45	96,900.00	101,338.63	101,339.00	(4,439.00)
2.2.19 · Inventory	55,308.08	26,000.00	2,074.79	15,000.00	11,000.00
2.2.2 · Public Notices	114.00	1,000.00	-	350.00	650.00
2.2.20 Rent Expense	1,320.00	-	-	-	-
2.2.3 · Travel Transfers	2,925.41	5,500.00	2,284.25	3,500.00	2,000.00
2.2.4 · Office Supplies	3,480.99	3,500.00	2,825.49	3,000.00	500.00
2.2.5 · Return Check Fees	-	100.00	-	-	100.00
2.2.6 · Equipment Maintenance & Supply	20,223.60	15,500.00	6,548.27	10,000.00	5,500.00
2.2.7 · Building Maintenance	18,715.41	10,500.00	15,938.66	17,500.00	(7,000.00)

2.2.8 · Utilities

**2025 Proposed Ammended**

	<b>2024 Actuals</b>	<b>2025 Budget</b>	<b>2025 YTD (OCT 28)</b>	<b>2025 Amended</b>	<b>Amd. VS. Bud.</b>
2.2.8.1 · Water & Sewer	813.25	1,000.00	795.97	1,000.00	0.00
2.2.8.2 Garbage	1,271.00	1,500.00	1,327.44	1,600.00	-100.00
2.2.8.3 · Power	12,104.35	11,090.00	9,117.56	12,250.00	-1,160.00
2.2.8.4 · Gas	2,952.93	5,200.00	1,579.07	3,200.00	2,000.00
2.2.8.5 · Telephone & Internet	9,696.13	11,600.00	6,964.70	9,000.00	2,600.00
2.2.8 · Utilities - Other	960.00	840.00	1,046.40	1,047.00	-207.00
<b>Total 2.2.8 · Utilities</b>	<b>27,797.66</b>	<b>31,230.00</b>		<b>28,097.00</b>	<b>3,133.00</b>
2.2.9 · Automobile Expense					
2.2.9.1 · Fuel	46,130.35	50,000.00	40,604.15	52,000.00	(2,000.00)
2.2.9.2 · Licensing	210.00	254.00	180.00	180.00	74.00
2.2.9.3 · Repairs & Maintenance	52,105.15	37,400.00	55,399.33	70,000.00	(32,600.00)
2.2.9 · Automobile Expense - Oth	98,445.50	-	-	-	-
<b>Total 2.2.9 · Automobile Expense</b>	<b>196,891.00</b>	<b>87,654.00</b>	<b>96,183.48</b>	<b>122,180.00</b>	<b>(34,526.00)</b>
2.2.11 · Professional Fees					
22.11.1 · Accounting	-	-	-	-	-
22.11.2 · IT Contracting	28,447.40	38,000.00	27,645.60	34,000.00	4,000.00
22.11.3 · Legal	-	4,000.00	-	-	4,000.00
22.11.4 · Payroll	8,986.14	10,000.00	7,472.99	10,000.00	-
22.11.5 · Miscellaneous	38,657.56	49,000.00	22,718.25	26,000.00	23,000.00
22.11.6 Professional Fees Other (	32,824.80	-	-	-	-
<b>Total 2.2.11 · Professional Fees</b>	<b>108,915.90</b>	<b>101,000.00</b>	<b>57,836.84</b>	<b>70,000.00</b>	<b>31,000.00</b>
2.2 · Maintenance & Operations - Other	-	-	-	-	-
<b>Total 2.2 · Maintenance &amp; Operations</b>	<b>813,492.29</b>	<b>655,301.00</b>	<b>484,972.97</b>	<b>631,196.00</b>	<b>24,105.00</b>

**2.3 · Education**

2.3.1 · Local Training	21,949.20	21,500.00	7,224.40	11,000.00	10,500.00
2.3.2 · Local Training Meals	2,201.63	5,000.00	1,400.00	2,500.00	2,500.00
2.3.3 · Local Training Lodging	-	2,200.00	-	-	2,200.00
2.3 · Education - Other	8,750.00	6,000.00	-	-	6,000.00

**2025 Proposed Ammended****Total 2.3 · Education**

<b>2024 Actuals</b>	<b>2025 Budget</b>	<b>2025 YTD (OCT 28)</b>	<b>2025 Amended</b>	<b>Amd. VS. Bud.</b>
<b>32,900.83</b>	<b>34,700.00</b>	<b>8,624.40</b>	<b>13,500.00</b>	<b>21,200.00</b>

**2.4 · Travel Expense**

2.4.1 · CME Travel	5,100.48	6,000.00	638.00	1,250.00	4,750.00
2.4.2 · CME Meals	5,570.84	4,000.00	1,067.00	1,400.00	2,600.00
2.4.3 · CME Seminars	3,270.00	8,500.00	1,375.00	1,500.00	7,000.00
2.4.4 · CME Lodging	13,485.78	8,000.00	6,063.19	8,000.00	-
2.4 · Travel Expense - Other	-	-	-	-	-

**Total 2.4 · Travel Expense**

<b>27,427.10</b>	<b>26,500.00</b>	<b>9,143.19</b>	<b>12,150.00</b>	<b>14,350.00</b>
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**2.5 Allowance for Uncollectible****Not calculated when doing cash basis budgeting****3.1 · Capital Assets**

3.1.1 · Capital Buildings	52,771.23	118,000.00	-	118,000.00	-
3.1.2 · Capital Equipment	254,050.53	-		-	-
3.1.3 · Debt Service					
3.1.3.1 · Principal	-	252,000.00	235,727.82	246,000.00	6,000.00
3.1.3.2 · Interest Expense	-	12,500.00	11,864.43	11,865.00	635.00
3.1.3 · Debit Services - Other	-	-	-	-	-
Total 3.1.3 · Debt Services	-	264,500.00	247,592.25	257,865.00	6,635.00
3.1 Capital Assets - Other	-	-			

**Total 3.1 Capital Assets**

<b>306,821.76</b>	<b>382,500.00</b>	<b>247,592.25</b>	<b>375,865.00</b>	<b>6,635.00</b>
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**Other Expenses**

Bank Service Charges	6,226.19	5,000.00	5,187.67	6,300.00	(1,300.00)
Interest Expense	-	-		-	-
Contribution to Fund Balance	-	-		-	-
Contribution to Capital Fund	-	-		-	-

**Total Expenses**

<b>3,738,257.04</b>	<b>3,888,422.00</b>	<b>2,973,339.60</b>	<b>3,671,450.00</b>	<b>216,972.00</b>
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Agenda Summary  
Grand County Emergency Medical Services SSD  
November 10, 2025  
Agenda Item #5b

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Title:	Approval of Tentative 2026 Budget and Date for Public Hearing
Presenter:	Executive Director, Andy Smith
Summary:	Attached is the Budget summary for the Tentative 2026 year.
Fiscal Impacts:	Income = \$4,851,393.00 Expenses= \$4,851,393.00
Recommended Motion:	"I move to approve the tentative 2026 budget, and set the public hearing date of November 17, 2025."
Process:	If the tentative is approved, we will hold a public hearing and then following the hearing we will vote on the budget.
Attachments:	26' budget summary

# **Grand County EMS – 2026 Budget Narrative**

11/10/2025

## **Overview**

The 2026 fiscal year represents an important moment for Grand County EMS. With the successful passage of Proposition 13, we are able to move from a short-term survival posture to a long-term sustainability model. This year's budget focuses on restoring essential programs, building financial resilience, and positioning the department for steady growth after the last year of constrained operations.

Three budget scenarios were initially developed—bare-bones, moderate, and sustainability—with the latter being contingent on new sales-tax revenue. Following approval of Proposition 13 and input from the Budget Committee, this sustainability plan—with targeted adjustments from administrative and board review—forms the basis of the 2026 budget.

## **Budget Development**

Development of the 2026 budget began several months before the election, guided by historical trends, 2024 actuals, and 2025 amended figures. The final proposal incorporates post-election adjustments reflecting confirmed sales-tax allocations and updated operational priorities. It was designed through collaboration between department administration, the Budget Committee, and ensuring that financial decisions are aligned with our mission, vision, and strategic goals.

## **Mission and Vision**

### *Mission:*

As a community-built agency, Grand County Emergency Medical Services is dedicated to providing the highest level of public safety and public health to our residents and visitors through emergency medical care, transport, rescue, disaster response, and public education.

### *Vision:*

To create and maintain a best-of-its-kind organizational culture that values people, invests in growth, promotes wellness, and leads in pre-hospital and backcountry medicine—while remaining deeply connected to the outdoor spirit and community of Grand County.

## **Strategic Alignment**

This budget supports the department's 2023 strategic goals:

1. Redefine the employee–employer experience through retention, mental-health support, and fair compensation.
2. Establish a best-in-class Clinical Services Division to strengthen quality assurance, training, and innovation.
3. Build a dynamically deployed system that provides equitable access to care across Grand County.
4. Create revenue streams that allow us to thrive—not just survive.

## **Current Financial Context**

While 2026 begins with renewed stability, EMS finances remain influenced by several external pressures:

- House Bill 301 (2025): Eliminated supply billing and balance billing while offering minimal base-rate increases, limiting revenue growth from patient billing.
- Payer Mix Shifts: A continued rise in Medicare and Medicaid transports reduces cost recovery, with reimbursements covering only about 30 cents per dollar billed.
- Billing Company Transition: The change in vendors in 2024 temporarily impacted cash flow but resulted in greater transparency and cleaner reporting moving forward.
- Inflationary Costs: Fuel, medical supplies, insurance, and utilities continue to rise beyond pre-2020 baselines.
- Sales-Tax Fluctuations: Despite the 2025 downturn, Proposition 13 secures long-term stability by increasing the Rural Healthcare Sales & Use Tax from 0.5% to 1.0%.

## **Financial Reserves and Capital Planning**

### ***Fund Balance:***

To maintain uninterrupted operations during the first half of the fiscal year—when ambulance billing and sales-tax receipts are lowest—GCEMS must retain sufficient reserves. The projected operating shortfall for the first six months of 2026 is \$445,395, which defines the minimum working reserve target.

### ***Capital Replacement Fund:***

After several years of financing critical equipment, the 2026 budget begins funding future capital purchases directly. A dedicated \$286,000 allocation establishes a true replacement fund—primarily earmarked for a new ambulance

scheduled for delivery in early 2027, as well as other essential apparatus replacements.

## **2026 Revenue Overview**

Total projected income for 2026 is \$4,851,393, a 24% increase over 2025 amended figures. Key revenue drivers include:

- **Sales Tax:** The largest increase, rising by approximately \$1.2 million to \$2.79 million. This reflects nine months of collections at the full 1% rate, with GCEMS receiving 52% of the additional 0.5% increment.
- **Charges for Services:** Estimated at \$1.79 million, a modest 3% increase over 2025 amended levels.
- **Grants and PILT:** Remain stable, with \$100,000 projected in state EMS grants and \$178,237 in PILT contributions, which will subsequently be repaid to the County under existing allocation agreements.

## **2026 Expense Overview**

Total proposed expenditures are \$4,851,388, matching projected revenue and maintaining a balanced budget.

**Salaries and Benefits – \$2,839,300:**

No new positions or cost-of-living increases are proposed. Includes an 11% health-insurance premium increase from Select Health. Restores previously unfilled positions and maintains current benefits.

**Maintenance & Operations – \$771,351:**

Reflects inflationary adjustments and inclusion of potential dispatch-operation costs, contingent upon agreement and board approval. Restores uniform allowances, equipment maintenance, and inventory purchases deferred in 2025.

**Education and Training – \$75,200:**

Restores department training budgets and includes pass-through funding for the January 2026 EMS Leadership Academy hosted in Moab.

**Travel – \$30,300:**

Supports professional development, conferences, and continuing medical education.

**Capital Assets – \$569,237:**

Includes one new response truck, a power-load cot system, building lighting and erosion repairs, and debt-service payments on existing equipment. The budget



also reflects repayment of \$178,237 in PILT funds to Grand County.

#### Reserves and Capital Funds:

Establishes contributions to the Capital Fund (\$286,000) and Operating Fund Balance (\$275,000)—critical steps toward fiscal sustainability.

### **Program and Workforce Investments**

The 2026 budget restores the programs most essential to staff wellbeing and operational excellence:

- Mental Health and Peer Support: Continued on-site and tele-based resources, plus resilience training.
- Education and Advancement: Expanded certifications, instructor training, and leadership development.
- Workforce Stability: Funding consistency ensures reliable staffing levels and community service continuity.

### **Conclusion**

The 2026 budget represents a turning point for Grand County EMS—balancing fiscal responsibility with renewed investment in people, infrastructure, and mission. Through prudent management and community support, GCEMS moves beyond crisis management into a period of growth and sustainability—securing a resilient EMS system for years to come.

**25 Amended 26 Proposed****1.1 · Charges for Services**

	2023 Actuals	2024 Actual	2025 Budget	2025 (Oct 28th)	2025 Amended	Amd. VS. Bud.	2026 Proposed
1.1.17 · Ambulance Services							
1.1.20 · Medicare contractual write off	-	-	-	-	-	-	-
1.1.19 · Medicaid contractual write off	-	-	-	-	-	-	-
1.1.18 · Private contracutal write off	-	-	-	-	-	-	-
1.1.17 · Ambulance Services - Other	861,750.49	1,325,720.40	1,695,425.00	1,098,118.64	1,330,000.00	(365,425.00)	1,450,000.00
Total 1.1.17 · Ambulance Services	861,750.49	1,325,720.40	1,695,425.00	1,098,118.64	1,330,000.00	(365,425.00)	1,450,000.00
1.1.1 · Private Insurance							
1.1.14 Contractual Write Off-Private	-	-	-	-	-	-	-
1.1.1 Private Insurance Other	324,072.19	24,130.65	-	3,839.97	3,840.00	3,840.00	-
Total 1.1.1 Private Insurance	324,072.19	24,130.65	-	3,839.97	3,840.00	3,840.00	-
1.1.10 · CPR Training	9,190.19	22,272.88	20,000.00	20,538.51	23,000.00	3,000.00	20,000.00
1.1.11 · Sales Fixed Assets	-	21,603.00	20,000.00	14,815.25	14,815.25	(5,184.75)	20,000.00
1.1.12 · Insurance Claim Pay	-	-	-	2,037.50	2,037.50	2,037.50	-
1.1.3 · Collections	-	38,404.32	60,000.00	45,109.02	55,000.00	(5,000.00)	60,000.00
1.1.4 · Commercial Services	122,066.62	164,605.03	150,000.00	237,501.28	255,000.00	105,000.00	200,000.00
1.1.5 · Expense Reimbursement	-	-	-	-	-	-	-
1.1.6 · Interest	21,704.63	11,733.07	15,000.00	11,899.87	15,000.00	-	15,000.00
1.1.7 Miscellaneous	35,279.21	-	-	-	-	-	-
1.1.8 · Donations	10,088.00	17,802.55	10,000.00	3,100.00	25,000.00	15,000.00	10,000.00
1.1.9 · EMT Training	7,728.42	5,784.72	-	10,657.90	10,657.90	10,657.90	10,000.00
Charges for service other	-	-	-	-	-	-	-
<b>Total 1.1 · Charges for Services</b>	<b>1,442,085.24</b>	<b>1,632,056.62</b>	<b>1,970,425.00</b>	<b>1,447,617.94</b>	<b>1,734,350.65</b>	<b>(236,074.35)</b>	<b>1,785,000.00</b>
1.2 · Sales Tax	1,321,998.55	1,379,957.32	1,639,760.00	1,216,555.90	1,465,000.00	(174,760.00)	2,788,156.00
1.3 · PILT / ML Contribution	174,372.00	178,237.00	178,237.00	183,361.00	183,361.00	5,124.00	178,237.00
1.4 · Grants							
1.4.1 · State EMS Grant	72,221.00	209,174.00	100,000.00	55,547.00	55,547.00	(44,453.00)	100,000.00
1.4.2 · AFG Grant	-	-	-	-	-	-	-
1.4.3 · Other Grant	111,167.00	-	-	8,500.00	8,500.00	8,500.00	-
Total 1.4 · Grants	183,388.00	209,174.00	100,000.00	64,047.00	64,047.00	(35,953.00)	100,000.00
1.5 · Transient Room Tax	-	-	-	-	-	-	-
1.6 · Contribution from Fund Balance	-	-	-	-	-	-	-
1.7 · Contribution from Other Entities	-	155,000.00	-	465,087.15	465,087.00	465,087.00	-

25 Amended 26 Proposed

1.8 · Sale of Assets

Total Income

2023 Actuals	2024 Actual	2025 Budget	2025 (Oct 28th)	2025 Amended	Amd. VS. Bud.	2026 Proposed
-	-	-	-	-	-	-
3,121,843.79	3,554,424.94	3,888,422.00	3,376,668.99	3,911,845.65	23,423.65	4,851,393.00

**25 Ammended 26 Proposed****2.1 · Salaries and Benefits**

	2024 Actuals	2025 Budget	25 YTD (OCT 28)	2025 Amended	Amd. VS. Bud.	2026 Proposed
2.1.1 · Salaries	1,337,377.65	1,445,000.00	1,176,253.89	1,400,000.00	45,000.00	1,445,000.00
2.1.1.1 Salaries Fire	24,154.00	20,000.00	22,359.50	22,360.00	(2,360.00)	20,000.00
2.1.2 · Overtime	449,081.33	487,000.00	355,073.98	430,000.00	57,000.00	471,000.00
2.1.2.1 Fire Overtime	48,063.76	30,000.00	49,078.50	49,079.00	(19,079.00)	30,000.00
2.1.4 · Benefits	508,867.11	600,000.00	453,504.59	535,000.00	65,000.00	657,000.00
2.1.5 · Taxes	153,389.91	182,421.00	132,745.98	165,000.00	17,421.00	196,300.00
2.1.6 · Event Pay	30,455.11	20,000.00	28,802.68	31,000.00	(11,000.00)	20,000.00
2.1 Salaries and Benefits-Other	-	-	-	-	-	-
<b>Total 2.1 · Salaries and Benefits</b>	<b>2,551,388.87</b>	<b>2,784,421.00</b>	<b>2,217,819.12</b>	<b>2,632,439.00</b>	<b>151,982.00</b>	<b>2,839,300.00</b>

**2.2 · Maintenance & Operations**

2.2.1 · Subscriptions & Memberships	35,570.47	27,280.00	14,322.75	27,280.00	-	27,850.00
2.2.10 · Insurance Billing Contract	108,806.40	120,000.00	112,144.42	127,000.00	(7,000.00)	126,000.00
2.2.12 · Permits & Licensing	1,125.00	3,000.00	-	1,500.00	1,500.00	3,000.00
2.2.13 · Billing Refund Requests	36,223.92	22,500.00	15,873.86	22,500.00	-	22,500.00
2.2.14 · Cell Phone Allowance	4,000.00	5,400.00	4,500.00	5,450.00	(50.00)	6,000.00
2.2.15 · Special Dept Supplies/Uniforms	36,736.07	30,737.00	5,514.10	15,000.00	15,737.00	32,625.00
2.2.16 · Medical Supplies	72,049.67	65,000.00	46,876.05	60,000.00	5,000.00	68,250.00
2.2.17 · Non Medical Supplies	1,478.26	2,500.00	711.38	1,500.00	1,000.00	2,500.00
2.2.18 · Insurance Expense	81,810.45	96,900.00	101,338.63	101,339.00	(4,439.00)	108,400.00
2.2.19 · Inventory	55,308.08	26,000.00	2,074.79	15,000.00	11,000.00	46,500.00
2.2.2 · Public Notices	114.00	1,000.00	-	350.00	650.00	1,000.00
2.2.20 Rent Expense	1,320.00	-	-	-	-	-
2.2.3 · Travel Transfers	2,925.41	5,500.00	2,284.25	3,500.00	2,000.00	5,500.00
2.2.4 · Office Supplies	3,480.99	3,500.00	2,825.49	3,000.00	500.00	3,500.00
2.2.5 · Return Check Fees	-	100.00	-	-	100.00	100.00
2.2.6 · Equipment Maintenance & Supply	20,223.60	15,500.00	6,548.27	10,000.00	5,500.00	16,500.00
2.2.7 · Building Maintenance	18,715.41	10,500.00	15,938.66	17,500.00	(7,000.00)	21,500.00
2.2.8 · Utilities						
2.2.8.1 · Water & Sewer	813.25	1,000.00	795.97	1,000.00	0.00	1,050.00
2.2.8.2 Garbage	1,271.00	1,500.00	1,327.44	1,600.00	-100.00	1,575.00
2.2.8.3 · Power	12,104.35	11,090.00	9,117.56	12,250.00	-1,160.00	11,644.00

**25 Ammended 26 Proposed**

	2024 Actuals	2025 Budget	25 YTD (OCT 28)	2025 Amended	Amd. VS. Bud.	2026 Proposed
2.2.8.4 · Gas	2,952.93	5,200.00	1,579.07	3,200.00	2,000.00	5,460.00
2.2.8.5 · Telephone & Internet	9,696.13	11,600.00	6,964.70	9,000.00	2,600.00	12,500.00
2.2.8 · Utilities - Other	960.00	840.00	1,046.40	1,047.00	-207.00	882.00
<b>Total 2.2.8 · Utilities</b>	<b>27,797.66</b>	<b>31,230.00</b>		<b>28,097.00</b>	<b>3,133.00</b>	<b>33,111.00</b>
<b>2.2.9 · Automobile Expense</b>						
2.2.9.1 · Fuel	46,130.35	50,000.00	40,604.15	52,000.00	(2,000.00)	50,000.00
2.2.9.2 · Licensing	210.00	254.00	180.00	180.00	74.00	254.00
2.2.9.3 · Repairs & Maintenance	52,105.15	37,400.00	55,399.33	70,000.00	(32,600.00)	31,861.00
2.2.9 · Automobile Expense - Other	98,445.50	-	-	-	-	-
<b>Total 2.2.9 · Automobile Expense</b>	<b>196,891.00</b>	<b>87,654.00</b>	<b>96,183.48</b>	<b>122,180.00</b>	<b>(34,526.00)</b>	<b>82,115.00</b>
<b>2.2.11 · Professional Fees</b>						
22.11.1 · Accounting	-	-	-	-	-	-
22.11.2 · IT Contracting	28,447.40	38,000.00	27,645.60	34,000.00	4,000.00	39,900.00
22.11.3 · Legal	-	4,000.00	-	-	4,000.00	4,000.00
22.11.4 · Payroll	8,986.14	10,000.00	7,472.99	10,000.00	-	10,000.00
22.11.5 · Miscellaneous	38,657.56	49,000.00	22,718.25	26,000.00	23,000.00	44,500.00
22.11.6 Professional Fees Other	32,824.80	-	-	-	-	66,000.00
<b>Total 2.2.11 · Professional Fees</b>	<b>108,915.90</b>	<b>101,000.00</b>	<b>57,836.84</b>	<b>70,000.00</b>	<b>31,000.00</b>	<b>164,400.00</b>
2.2 · Maintenance & Operations - Other	-	-	-	-	-	-
<b>Total 2.2 · Maintenance &amp; Operations</b>	<b>813,492.29</b>	<b>655,301.00</b>	<b>484,972.97</b>	<b>631,196.00</b>	<b>24,105.00</b>	<b>771,351.00</b>
<b>2.3 · Education</b>						
2.3.1 · Local Training	21,949.20	21,500.00	7,224.40	11,000.00	10,500.00	62,000.00
2.3.2 · Local Training Meals	2,201.63	5,000.00	1,400.00	2,500.00	2,500.00	5,000.00
2.3.3 · Local Training Lodging	-	2,200.00	-	-	2,200.00	2,200.00
2.3 · Education - Other	8,750.00	6,000.00	-	-	6,000.00	6,000.00
<b>Total 2.3 · Education</b>	<b>32,900.83</b>	<b>34,700.00</b>	<b>8,624.40</b>	<b>13,500.00</b>	<b>21,200.00</b>	<b>75,200.00</b>
<b>2.4 · Travel Expense</b>						
2.4.1 · CME Travel	5,100.48	6,000.00	638.00	1,250.00	4,750.00	6,000.00
2.4.2 · CME Meals	5,570.84	4,000.00	1,067.00	1,400.00	2,600.00	4,000.00
2.4.3 · CME Seminars	3,270.00	8,500.00	1,375.00	1,500.00	7,000.00	12,500.00

**25 Ammended 26 Proposed**

	2024 Actuals	2025 Budget	25 YTD (OCT 28)	2025 Amended	Amd. VS. Bud.	2026 Proposed
2.4.4 · CME Lodging	13,485.78	8,000.00	6,063.19	8,000.00	-	7,800.00
2.4 · Travel Expense - Other	-	-	-	-	-	-
<b>Total 2.4 · Travel Expense</b>	<b>27,427.10</b>	<b>26,500.00</b>	<b>9,143.19</b>	<b>12,150.00</b>	<b>14,350.00</b>	<b>30,300.00</b>

**2.5 Allowance for Uncollectible**

Not calculated when doing cash basis budgeting

**3.1 · Capital Assets**

3.1.1 · Capital Buildings	52,771.23	118,000.00	-	118,000.00	-	153,000.00
3.1.2 · Capital Equipment	254,050.53	-		-	-	145,000.00
3.1.3 · Debt Service						
3.1.3.1 · Principal	-	252,000.00	235,727.82	246,000.00	6,000.00	258,737.00
3.1.3.2 · Interest Expense	-	12,500.00	11,864.43	11,865.00	635.00	12,500.00
3.1.3 · Debit Services - Other	-	-	-	-	-	-
Total 3.1.3 · Debt Services	-	264,500.00	247,592.25	257,865.00	6,635.00	271,237.00
3.1 Capital Assets - Other	-	-				
<b>Total 3.1 Capital Assets</b>	<b>306,821.76</b>	<b>382,500.00</b>	<b>247,592.25</b>	<b>375,865.00</b>	<b>6,635.00</b>	<b>569,237.00</b>

**Other Expenses**

Bank Service Charges	6,226.19	5,000.00	5,187.67	6,300.00	(1,300.00)	5,000.00
Interest Expense	-	-		-	-	-
Contribution to Fund Balance	-	-		-	-	275,000.00
Contribution to Capital Fund	-	-		-	-	286,000.00
<b>Total Expenses</b>	<b>3,738,257.04</b>	<b>3,888,422.00</b>	<b>2,973,339.60</b>	<b>3,671,450.00</b>	<b>216,972.00</b>	<b>4,851,388.00</b>

Agenda Summary  
Grand County Emergency Medical Services SSD  
November 10, 2025  
Agenda Item #5c

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Title:	Type II Ambulance																		
Presenter:	Andy Smith																		
Summary:	<p><b>Background</b></p> <p>In 2016, Grand County EMS purchased a Type II “van-style” ambulance to support the growing demand for interfacility transfers. That vehicle has now exceeded 270,000 miles and, while mechanically reliable, is experiencing secondary A/C and electrical issues related to age. To maintain dependable transport operations, the department solicited bids for a replacement unit.</p> <p>Three qualified manufacturers submitted bids: Braun Northwest, Demers (True North Emergency Equipment), and PSS/Leader (Professional Sales &amp; Service). All three provided comparable warranties and service terms; however, Braun Northwest offered the strongest overall value when evaluated for compatibility, cost stability, vendor performance, and lifecycle support.</p> <table><tr><th>Vendor</th><th>Model</th><th>Base Bid</th><th>Notes</th></tr><tr><td>Braun Northwest</td><td>2027 North Star 144-2 (Mercedes Sprinter AWD)</td><td>\$195,170</td><td>U.S.-built, mirrors GCEMS’s existing design. \$4,000 discount for chassis prepay (net ~\$191,000).</td></tr><tr><td>Demers</td><td>Type II EX (Mercedes Sprinter 4x4 Diesel)</td><td>\$175,105</td><td>Price excludes delivery, subject to CPI-based surcharge, 95% pre-shipment payment required.</td></tr><tr><td>PSS/Leader</td><td>Leader LE Type II AWD</td><td>\$181,896</td><td>Requires multiple interior layout modifications.</td></tr></table> <p>Braun Northwest’s bid, while slightly higher, best meets GCEMS’s operational needs for the following reasons:</p> <ul style="list-style-type: none"><li>• <b>Fleet Standardization:</b> Braun manufactured GCEMS’s last two Type I ambulances. We have been happy with their service, additionally they utilize off the shelf wiring components, not custom circuit board configurations—simplifying maintenance, and parts management</li></ul>			Vendor	Model	Base Bid	Notes	Braun Northwest	2027 North Star 144-2 (Mercedes Sprinter AWD)	\$195,170	U.S.-built, mirrors GCEMS’s existing design. \$4,000 discount for chassis prepay (net ~\$191,000).	Demers	Type II EX (Mercedes Sprinter 4x4 Diesel)	\$175,105	Price excludes delivery, subject to CPI-based surcharge, 95% pre-shipment payment required.	PSS/Leader	Leader LE Type II AWD	\$181,896	Requires multiple interior layout modifications.
Vendor	Model	Base Bid	Notes																
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Demers	Type II EX (Mercedes Sprinter 4x4 Diesel)	\$175,105	Price excludes delivery, subject to CPI-based surcharge, 95% pre-shipment payment required.																
PSS/Leader	Leader LE Type II AWD	\$181,896	Requires multiple interior layout modifications.																

	<ul style="list-style-type: none"> <li>• <b>Design Compatibility:</b> Braun matched our current Type II layout with a few small improvements, avoiding costly redesigns or interior modifications required by other vendors.</li> <li>• <b>Price and Terms:</b> Braun offers a fixed price with an optional \$4,000 chassis prepay credit. Demers' proposal allows for mid-build cost escalation tied to inflation indexes, creating uncertainty in final cost.</li> <li>• <b>Payment Structure:</b> Braun's 90% upon delivery and 10% within 30 days is more favorable than Demers' 95% pre-shipment requirement.</li> <li>• <b>Reliability and Support:</b> Braun has demonstrated excellent build quality, communication, and warranty responsiveness with prior GCEMS units, ensuring confidence in long-term service support.</li> </ul> <p><b>Fiscal Impact</b>  The total cost of the Braun Northwest ambulance is <b>\$195,170</b>, or approximately <b>\$191,000</b> if the chassis prepay option is utilized. The chassis cost will be due in <b>2026</b>, with the remaining balance payable in <b>2027</b>, aligning with the department's capital replacement plan.</p>
Fiscal Impacts:	The total cost of the Braun Northwest ambulance is <b>\$195,170</b> or approximately <b>\$191,000</b> if the chassis prepay option is utilized. The chassis cost will be due in 2026, with the remaining balance payable in 2027, aligning with the department's capital replacement plan.
Recommended Motion:	"I move to approve the purchase of one (1) Type II ambulance from Braun Northwest, Inc. in the amount of \$195,170, and authorize the Chair to sign all associated documents."
Process:	
Attachments:	Braun NW bid Demers bid PSS/Leader bid





150 North Star Drive / PO Box 1204 / Chehalis, WA 98532 / 360.748.0195 / 800.245.6303 / fax 360.748.0256

**PROPOSAL**

**August 25, 2025**

**Grand County EMS**  
**Attn: Andy Smith**  
**125 East Center Street**  
**Moab, UT 84532**  
[asmith@grandcountvems.net](mailto:asmith@grandcountvems.net)

**RE: One (1) 2027 North Star 144-2 Ambulance**

**Braun Northwest is pleased to offer the following proposal:**

**One (1) 2027 North Star 144-2 Ambulance on a 2026 Mercedes-Benz Sprinter 2500 High Roof AWD diesel chassis per enclosed specifications dated 8/22/25 and drawings dated 3/21/25.**

**Total F.O.B. Chehalis, WA ..... \$195,170.00\*\*\***  
**Sales tax not included**

**F.O.B.: Chehalis, Washington**

**Delivery: Approximately 530 – 580 days, based upon current manufacturing plan and receipt of chassis.**

**Terms: Ninety percent (90%) payment due upon receipt of vehicle. Balance due in thirty (30) days.**

*\*Note: Above pricing includes a chassis flooring fee. You will be notified as soon as the chassis arrives at Braun Northwest. If chassis is paid in full within 30-days of arrival a credit will be issued (See Options Page).*

*\*\*The above pricing is based upon the availability of the current model year. Should the model year no longer be available at the time the order is placed, a newer model year will be offered with an adjustment in price.*

*\*\*\*In the event of chassis price increases due to the potentially implemented tariffs, which are out of Braun NW's control, customer will be notified of the cost change associated with the chassis, and adjustments will be made via a change order.*

*Braun Northwest, Inc. is a licensed distributor/manufacturer (7985) with insurance information available upon request.*

**Respectfully Submitted by:**  
**Braun Northwest, Inc.**

**We agree to accept the above proposal:**  
**Grand County EMS**

*Tami McCallum*  
\_\_\_\_\_  
**Tami McCallum, V.P. of Sales**

\_\_\_\_\_  
**Signature Date**

**Date: 8/25/2025**  
\_\_\_\_\_

\_\_\_\_\_  
**Printed Name Title**



**EMERGENCY VEHICLES**

TM  
cc RC  
Enclosures: Option page, specifications, drawings.

[www.braunnw.com](http://www.braunnw.com)

**OPTIONS  
FOR  
Grand County EMS  
Moab, Utah**

Please indicate if you want the following options by initialing in the space provided and checking the appropriate "yes" or "no" box, then sign where indicated below. After completion, please return this original form to our office along with the original proposal.

Thank you!

1. Pay for chassis in full within 30-days of receipt of chassis at Braun Northwest.  
DEDUCT ..... PER UNIT <\$4,000.00>  
Do you want this option?      ☐ Yes ☐ No      \_\_\_\_\_initials

***(NOTE: THIS PRICING DOES NOT INCLUDE SALES TAX.)***

APPROVED BY:      *(Please initial above choice (s) & sign below)*

_____ (Signature)	_____ (Date)	_____ (Printed Name)	_____ (Title)
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February 26, 2025

Grand County EMS  
520 E 100 N  
Moab, Utah 84532

Respected Ladies & Gentlemen:

**On behalf of True North Emergency Equipment and the great associates that comprise our company, as well as our partner supplier, Demers Ambulances, we are pleased to submit this proposal for your review and consideration.**

Our proposal is for One (1) **Demers Ambulances Type II EX Aid/Medic Units** & Equipment, featuring a New Mercedes Sprinter 2500 Diesel 4x4 Van Cab & Chassis. **Please note unit cost as outlined below.**

❖ **One (1) Demers Ambulances Type II EX Aid/Medic Unit:**

**\$175,105.00**

**\*\*The above proposed costs are valid until March 22<sup>nd</sup>, 2025.** Due to continued market instability and pricing increases from all component suppliers, we are unable to quote a fixed price for a period beyond this time.

Due to extreme market conditions, pricing may be adjusted via a production surcharge during the term of the purchase agreement. Any change or increase would be based upon the following conditions: **1)** Adjusted rate of inflation on a quarterly basis. **2)** Manufacturing CPI-W & PPI, as well as component, equipment supplier surcharges and market conditions that occur during the lead time or construction cycle that are beyond the control of the manufacturer or dealer. **3)** This may also be caused by any mandatory change in any local, state, or Federal requirements that apply during the course of the lead time or build cycle.

- **Applicable Tax & Licensing Fees are not included and will be invoiced at the time of delivery.**
- **The proposal costs listed above does NOT include delivery of the completed unit(s) to your agency. The purchaser will take delivery of the unit at the Salt Lake City facility.**
- **The proposal costs listed above do not include factory inspection trips, and inspection trip costs would be the responsibility of the purchaser at the time of the trip.**
- **Delivery time estimated @ 365 days dependent upon arrival date of the Mercedes chassis, subject to conditions beyond control, such as supply chain issues, Covid restrictions, etc.**

We sincerely appreciate the opportunity to work with your agency once again. Should we be chosen to supply your new aid/medic unit, we look forward to delivering a quality product to you, per the terms & conditions described and the attached proposal documents and specifications.

**Standard payment terms and conditions are requested as follows:** We are requesting payment of ninety-five percent (95%) of the contract amount due at the time the unit leaves the factory. The remaining five percent (5%) is due upon final delivery of the vehicle. Other payment terms and options are available upon request.



7445 Lowland Dr., Burnaby, British Columbia V5J 5A8 – Office 604-430-4274 Fax 604-439-7926  
3150 SE Century Blvd, Suite 100, Hillsboro, Oregon 97123 – Office 800-780-4951 Fax 503-848-0848  
4200 150<sup>th</sup> Avenue Ct E Sumner, Washington 98271 – Office 253-863-1301 Fax 253-863-1516

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Each vehicle we provide is carefully designed and built with safety, efficiency, ease of operation & maintenance in mind. There can be no substitute for quality and performance; you and your community deserve the best and it is our goal to provide that.

We recognize the simple philosophy that earning your business once is important, however building long term relationships and taking care of your fleet is the only way we can continue to earn your trust & business in the future.

Again, we would like to thank your agency for considering our proposal, and we look forward to working with you on this important project. Feel free to contact myself @ 541.297.0935 or our Inside Sales Support Coordinator Josh Larson @ 970.673.2698 if you have any questions regarding our proposal.

Respectfully Submitted,

Randy Miles  
Territory Manager  
541.297.0935  
REV1 2.26.2025



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3150 SE Century Blvd, Suite 100, Hillsboro, Oregon 97123 – Office 800-780-4951 Fax 503-848-0848  
4200 150<sup>th</sup> Avenue Ct E Sumner, Washington 98271 – Office 253-863-1301 Fax 253-863-1516

# ***PSS*** / ***PROFESSIONAL SALES & SERVICE, L.C.***

October 16, 2025

Grand County EMS  
520 E. 100 N  
Moab UT, 84532

Professional Sales and Service LC respectfully provide Grand County EMS with the following quote for a new ambulance vehicle. We appreciate the opportunity to work with you now and look forward to helping you with your ambulance needs in the future.

The following proposal reflects a new **Type II ambulance** equipped with options and feature configuration to your current Type II Ambulances. The quote is as follows:

## **One (1) 2024 or 2025 Leader LE Type II AWD Custom Ambulance**

<u>Ambulance Price.....</u>	<u>\$175,346.00</u>
<u>Shipping.....</u>	<u>Included.</u>
<u>Graphics Allowance.....</u>	<u>\$5,000.00</u>
<u>Install Customer supplied Power Load.....</u>	<u>\$1,550.00</u>
<u>Total Delivered Price* .....</u>	<u>\$181,896.00</u>

**F.O.B. Point:** Moab UT, 84532

**Delivery:** Estimated delivery time is 8-10 months from date of order.  
Please note all delivery times are quoted barring any delays due to strikes, availability of component parts (including chassis), or acts of God.

**Service:** Professional Sales & Service has been selling and servicing ambulances since 1975. We have factory trained technicians and a large inventory of parts, so you know that in the unlikely event of a problem we are only a phone call away. Please see the

***PSS SHOWROOM***

1720 Indiana Ave, Salt Lake City, UT 84104  
(801) 977-3961 Phone <> (801) 977-3969 Fax

# ***PSS*** / ***PROFESSIONAL SALES & SERVICE, L.C.***

included service information for details. Professional Sales & Service understands that local service and repair availability is of the utmost importance to The District. Please be reassured that nearly every possible repair can be accomplished locally. Which allows PSS to get your ambulances back in to service as quickly as possible.

**Warranty:**

Leader Emergency Vehicles feature one of the most progressive, no-nonsense warranties around. Leader does not pro rate their warranties so there are no surprises should you ever need it. Complete warranty information is available upon request and is also provided in the new vehicle owner's manual.

**Payment Terms:**

Payment due upon delivery and acceptance of vehicle by Grand County EMS

*Unless accepted within Sixty (60) days from the above date, the right to withdraw this proposal is reserved. If there are any additions/deletions to our bid, please contact me for pricing details or credits.*

***PSS SHOWROOM***

1720 Indiana Ave, Salt Lake City, UT 84104  
(801) 977-3961 Phone <> (801) 977-3969 Fax

# ***PSS*** / ***PROFESSIONAL SALES & SERVICE, L.C.***

We are confident you will be completely satisfied with the quality Horton ambulance and the service which PSS provides.

Respectfully Submitted,

Professional Sales and Service, LC

*Braxton T. Peterson*

Braxton T. Peterson, General Manger

(Customer) agrees to purchase the vehicle detailed in this proposal, from Professional Sales and Service, L.C. and understands and agrees with the terms specified within these documents.

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Authorized by (Print name)

Signed

Date

Please let us know if you have any questions regarding this proposal. We are happy to assist you in any way that we can.

## ***PSS SHOWROOM***

1720 Indiana Ave, Salt Lake City, UT 84104  
(801) 977-3961 Phone <> (801) 977-3969 Fax

Agenda Summary  
Grand County Emergency Medical Services SSD  
November 10, 2025  
Agenda Item #5d

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Title:	2026 Annual Board Meeting Schedule
Presenter:	Chair, Elizabeth Tubbs
Summary:	To discuss and approve the annual board meeting schedule for 2026.
Fiscal Impacts:	
Recommended Motion:	"I move to approve the annual board meeting schedule for 2026."
Process:	Once dates have been set Mandy will send the dates to both the County and State for public posting
Attachments:	Advanced Notice of Meeting Dates 2026