

this time. The wait time for a chassis is approximately 6-8 months with an additional 4-6 months for remounting completion due to backlog of work. This is according to the manufacturers and dealers. This timeframe would make us ineligible for the current grant and we would lose the funding.

One ambulance dealer, Emergency Vehicles Plus, in Holland, Michigan, has been dealing in ambulances since the 1970s, and has a 2019 Ford F-450 4x4 diesel engine available with a remounted Medtec box ready immediately for delivery. This ambulance was used as a demonstration and exhibit vehicle at trade shows and conventions. To receive the grant dollars from 2019 and obtain an ambulance, the application was amended to accommodate the new scope with the necessary financial adjustments and was submitted for funding to the USDA. I have verbal confirmation the grant was accepted and the \$46,100 expected from the grant has been obligated to us payable at the acceptance of this bid and purchase of the ambulance. The grant dollars are then expected to be reimbursed once the ambulance has been fully purchased.

The largest difference between the two ambulance bids is the value of the chassis. The Econoline van chassis is a gas engine versus a diesel engine on the Ford Truck chassis, which will have a much longer life span and carries a higher value. The return on mileage and value of trade-in in the future, if needed, will be a higher return for the County and Ambulance Fund. To bring the financing back into line with the original quote, 3a22 and 3a25 were used for their trade-in value. Their cash trade-in value is the only thing they are worth to the ambulance service, as 3a25 is not used enough due to it being an urban response vehicle as to a rural response vehicle. 3a25 does not have adequate room for proper patient care during 911 or transfer calls due to the limited space. EMS sometimes requires extra equipment and personnel in the patient compartment, which requires a bigger area to accommodate the needs of the patient.

Over the course of the next 3 years, by trading in 2 ambulances that have more extrinsic value than internal value for the new ambulance, insurance costs will be less because we will only be carrying insurance on 4 functioning ambulances instead of 5 (3 functioning, 1 not useable for patient care, 1 not running at all). Repair costs will be minimized due to warranties on the new ambulance as opposed to repairing existing ambulances that do not have warranties

It is my suggestion the Board resolve to accept this proposal, to purchase the Ford F-450 ambulance from Emergency Vehicles Plus, to trade in 3a22 and 3a25 against the purchase with the approved financing and the USDA grant, and have a check issued today to place a down payment of \$13,000 on the ambulance.

The grant financials and subsequent financing would be as follows:

Ambulance Purchase Price	\$197,311.00
Trade-ins (3a22 and 3a25)	-\$60,000.00
Ford rebate	-\$5,365.00
Total Purchase Price	\$131,946.00
Grant Funding (35% of purchase)	-\$46,100.00
EMS Budget (3 yr. financing)	-\$85,846.00
Total Funding	-\$131,946.00

This is all due by last Friday with funds available June 1st. This grant has always been in the works as she inherited this grant because it has been started by her predecessor. It was stalled because of funding and COVID. This 2019 Ford F-450 4x4 Diesel Truck Chassis used for expo trade shows has 3,000 miles and the box can be remounted 3 more times.

Both the 3a22 and 3a25 being used for trades at \$60,000 which both have issues and Jennifer would rather not have in her fleet.

The paperwork is filed and is based on bid. If we do not buy the F-450 ambulance included, we lose grant. Ms. Meeks has been told if they turn this Federal grant down, we would be jeopardizing future Federal grants.

Mr. Cramer asked if the \$13,000 was refundable if we do not receive grant and Ms. Meeks assured him it was.

Ms. Fleming brought up the fact that this special meeting cost county \$750 plus mileage because a check was not cut. Mr. Menn stated he believed this was the advice of the State's Attorney. Ms. Wilde-Tillman stated that it was the Hancock County State's Attorney advice not to cut the check and since she represented the best interest of the County, she followed her advice.

Ms. Meeks was asked the mileage and year of the van? She believed it to be 50,000 and thought it was a 2016. She said it was purchased for \$80,000.

Mr. Cramer said the ambulance bought a suburban that had to be given to Sheriff office. We had to take a line of credit to save the ambulance service, and actions like this cause that.

Jennifer is not spending extra in her opinion. Diesel last longer, cheaper in gas over time. Mr. Menn said diesel is more expensive. E450 ambulances are burning up engines and tires and she feels the F-450 is more robust. We live in rural Illinois, and she is having farmers pull the ambulances out of ditches and feels the 4x4 will be beneficial in getting patients the care they need quickly in inclement weather. She believes this ambulance will last 7-8 years. The County will be saving insurance because we are trading ambulances in.

Mr. Cramer asked how many ambulances we currently have in our fleet? Ms. Meeks stated 5 and will have 4 if we do this deal.

Ms. Meeks reminded the board that the 3a22 is 2010 the box has not been remounted but was in an accident that causes it to not be remounted. A Medic box is cheap and is like a cardboard box. Never meant to be remounted and it does not run, it will have to be hauled out.

This Medtek is mid-grade box and can be remounted if it is on a Type 1 chassis. Emergency Vehicles plus will be putting on logos as part of cost.

Mr. Douglas asked if trade in Ambulances have no value to us because they sit and are not on road or if they have no value at all? Jenny feels 60k is fair value. She wanted to address about using for transfers, because they do not meet those requirements necessary to provide good care.

Ms. Meeks is planning to use the 4 big ambulances and one ambulance would be classified as a BLS. Would like to have all ALS but would need heart monitors in each of them.

Mark Menn asked about using 3a25 but Ms. Meeks stated it does not have compartments for transfers. It was truly meant for urban responses. Mr. Richardson put this on fleet for transfers. Jenny says it is not safe, there is not a CPR bench, you cannot stand up in the unit, not meant to provide for airway and there is little to no room for care. Mr. Menn asked if we had a certified appraisal, to know we are getting the right trade in values. Ms. Meeks said she had not done that because she was approved so did not think it was necessary. Mr. Menn is concerned with dealing with this company, but Ms. Meeks said her department is familiar.

Mr. Menn asked if lift is included, and Ms. Meeks replied it is not? Ms. Meeks said they had dropped that at this time, and she will be looking for grants in the future to purchase this. Mr. Menn asked how they could be guaranteed that this would be the last ambulance for a couple years and Ms. Meeks cannot guarantee they will not buy another ambulance. She will be asking for an ambulance from American Rescue act.

Ms. Fleming said Emergency Vehicle Plus has been in business since the 70's and the money is budgeted. It was reiterated by Mr. Cramer that they are out \$60,000 in assets with this deal.

Mr. Menn said "we have dug ourselves out of debt and now we buy a Cadillac." Ms. Meeks said this is not a Cadillac. He has found a 2018 Ford E450 Ambulance for \$98,000. "We have used E450 for years and why do we need to go to a F450?" Ms. Meeks reminded the board that if this ambulance is purchased the grant will not be available because we must use the F450 which was quoted in grant application. Ms. Meeks stated the F450 is a better deal and is brand new. She is buying tires every 3 months for the E450. Mr. Menn looked into tires for the E450 and 19 ply will be around \$1,200 each and he wonders if we have thought about the expense of maintenance with the F450.

Mr. Bergmeier is worried about the box. He wants to be able to save lives he does not care about design or if it is E or F 450. Mr. Bergmeier asked "are you going to die in one versus another. Between E or F 450?" He wants to know if it is the same equipment in either box?

Mr. Rodgers asked "will it be striped before we trade, are we buying frame?" Ms. Meeks said it will be.

Mr. Cramer is in favor of this rig when we can afford a new ambulance and asked if we had tried to sell the ambulances we are trading in?

Ms. Meeks said a 4x4 is more reliable and can save lives. Ms. Fleming asked about risk to employees in remounting. Does it compromise employees and patients? Mr. Cramer said he has never heard steel compared to cardboard. Mr. Menn said most boxes are certified when remounted. They make different grade of boxes. He believes they inflated price to make trade in look good. Any company will do this.

Mr. Menn stated "I want to get out of the hole. "We wasted taxpayer money when buying buildings. Is this affordable for the county? It is nice to upgrade but is it necessary?"

Mr. Bergmeier said this is not costing taxpayer any more than budgeted but we lose assets.

Ms. Meeks said Alexis would have cost us more in the long run.

Mr. Castlebury said money is budgeted but do not come back for more.

Ms. Meeks reminded the board she doubled the ambulance cash fund. She would not defend if she did not believe it was a good deal.

Mr. Bergmeier asked about loan and specifics, Ms. Meeks stated it was \$85,846.00 2.299% over 3 years.

Cramer was not aware of financing. And why could we not go with cheaper option. We have \$85,000 budgeted. Ms. Meeks said we are a getting better deal because of lights, warranty, they come to us when we need repairs.

Mr. Menn again asked for the plan of the lift and Ms. Meeks said it is not necessary but would save on Workmans Comp.

Mr. Douglas asked Mr. Menn if he talked about trade in with the ambulance he had found. Menn did not. Mr. Douglas wanted to know if they would inflate cost.

Mr. Menn asked if we really wanted to trade 3a25? Meeks said it will not be used. They only use larger ambulance because there is not enough room.

Mr. Menn stated our Neighbor (McDonough) has one and it is used for transfer. Adams has bigger chassis. Menn has a hard time telling taxpayer we bought an ambulance that was unnecessary.

Mr. Cramer remembered his first meeting where he found out there was embezzlement. The Board has been lied to many times and is gun shy. He knows more but does not want to say.

Douglas said we must have faith in our director, they have better information. He stated she has inherited something that was only used 19x in last year. Equipment is not up to standards and does not want to use things for his family just to get by.

Mr. Cramer wants the County to build up to be in a better spot.

Ms. Meeks is using the same amount money but trading assets to get a better deal.

Mr. Cramer is concerned with so much maintenance and the ambulances burning through tires the rigs are not being taken care of. She has measures in place for employees to be trained for proper ambulances use and expects her crew to treat the rigs appropriately or they will answer to her. She has been told by mechanics they are run hard, they burn transmissions.

Asbury asked about transmissions for maintenance cost in last 12 months? Ms. Meeks stated around 8-9k for engine.

Ms. Meeks said maintenance will be reduced because this rig will be under warranty. We will only have maintenance on 3 ambulances. Asbury wanted to see if things can be taken off to reduce cost? Ms. Meeks said these are basic ambulances, nothing to strip.

Mr. Menn stated financing at \$85,846, financing over 3 years, we are digging a hole by financing. He wants to pay cash. Ms. Meeks has the money and is willing. She has close to \$250,000 in checking. Mr. Menn wants the line of credit paid off and wants Health & Miscellaneous to recommend to close line of credit. Ms. Fleming stated the line of credit is good for business. Ms. Meeks has checked with Marine and must leave money in line of credit or it will close. Ms. Fleming said we might not get reimbursements; she does not feel it is out of line. That is how it is written when it was opened. Are we guaranteed 2.47%? Can it be rewritten? Asbury thinks a line of credit is needed for emergency but that no money is necessary. Finney wants Ms. Meeks to investigate this matter for further discussion

Mr. Kreps asked if there was a motion?

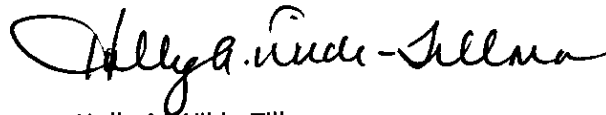
Mr. Finney made a motion to buy ambulance Meeks is suggesting F450 and it was seconded by Mr. Rodgers. Wayne asked if there is enough cash to pay this with no financing necessary? Meeks replied "Yes" Mr. Bollin asked, "Still trading?" Meeks again said "Yes." Rodgers asked if cash flow is good for a year? Ms. Meeks said "Yes." Mr. Finney made an amendment, "I make a motion to go ahead with down payment of \$13,000 and writing a check of balance due upon delivery of \$118,946 with trade-ins and grant of \$46,100 being awarded. Mr. Kreps called for a vote by voice for amendment to motion with all members present voting "aye," amendment carries. Roll call was taken on the motion with Castlebury, Douglas, Rodgers, Fleming, Bergmeier, Finney, Asbury, Stansbury and Kreps voting "Yes." Menn, Cramer, Bollin and Davis voting "No." Motion carried 9-4

Ms. Meeks has spoken with USDA and has been told we are getting \$46,100.

Mr. Kreps asked if there was anything further and Ms. Wilde-Tillman said there is a bill that will be voted on today that would move March 15th Primary in 2022 to June 28th due to redistricting and mapping.

A motion was made by Mr. Menn to adjourn the meeting until June 22nd, 2021, at 6:30. It was seconded by Mr. Douglas and it carried. The meeting was adjourned at 11:03 A.M.

Respectfully submitted by,

A handwritten signature in black ink, reading "Holly A. Wilde-Tillman". The signature is written in a cursive, flowing style.

Holly A. Wilde-Tillman
Hancock County Clerk and Recorder