



Sonoma County Fire District Board of Directors

Regular Board Meeting Agenda

Pursuant to the Governor of California's Executive Order N-25-20

Dated March 12, 2020

This meeting will be held via teleconference (information below)

1-301-715-8592

Meeting ID: 913 8849 9250

<https://zoom.us/j/91388499250>

May 19, 2020 Time: 5:00 p.m.

Location: Fire Station 1 - 8200 Old Redwood Hwy. Windsor

Thank you for supporting our COVID-19 precautions

The Board meeting agenda and all supporting documents are available for public review at 8200 Old Redwood Highway, Windsor, CA, 72 hours in advance of a scheduled board meeting. Materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet, and not otherwise exempt from disclosure, will be made available for public inspection at the District Office at 8200 Old Redwood Hwy, Windsor, during normal business hours and on the website at www.sonomacountyfd.org. Copies of supplemental materials distributed at the Board meeting will be available for public inspection at the meeting location.

In accordance with the Americans with Disabilities Act, anyone needing special assistance to participate in this meeting should contact District Executive Assistant Kathy Washington at the District Office at 707-838-1170. Notification 48-hours before the meeting will enable the District to make reasonable arrangements to ensure accessibility to this meeting.

CALL TO ORDER

PLEDGE OF ALLEGIANCE

ROLL CALL

President Nelson

Vice President Klick

Director So

Secretary/Treasurer Tognozzi

Director Hamann

Director Treanor

Director Briare

OPEN TIME FOR PUBLIC EXPRESSION

(Three-minute time limit)

This is an opportunity for any member of the public to briefly address the District Board on any matter that does not appear on this agenda. Items that appear to warrant a lengthier presentation or Board consideration may be placed on the agenda for discussion at a future meeting.

AGENDA ADJUSTMENTS

An opportunity for the Board President to approve adjustments to the current agenda.

PRESENTATION

Presentation by Courtney Ramos from Matrix Associates regarding prevention fee study

SONOMA COUNTY PROFESSIONAL FIREFIGHTERS ASSOCIATION PRESIDENT'S REPORT

An opportunity for the President of the Sonoma County Professional Firefighters Association to address the Board on matters of the Association.



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DIRECTOR REPORTS

An opportunity for Directors to report on their individual activities related to District business.

FIRE CHIEF'S REPORT

Chief Heine will report on District administration and operations.

CONSENT CALENDAR ITEMS

These items can be acted on in one consolidated motion or may be removed from the Consent Calendar and separately considered at the request of any Director.

1. Approve the minutes from the April 21, 2020 Regular Board of Directors Meeting.
2. Approve bills and payables for April 2020.

ACTION ITEMS

1. **CONTRACT WITH AP TRITON FOR EMERGENCY MEDICAL SERVICES CONSULTING SERVICES.**
The Board will consider a contract with AP Triton to perform consulting services for emergency medical services.
2. **DISTRICT STRATEGIC PLANNING UPDATE.**
The Fire Chief will provide the Board with an update on Staff's strategic planning process and the development of a multi-year strategic plan.
3. **FUNDING OPTIONS FOR CAPITAL PURCHASE FUNDING NEEDS.**
The Fire Chief and the Finance Manager will present the Board with options for funding capital purchase needs including fleet and facilities.
4. **ANNEXATION OF THE FORESTVILLE FIRE PROTECTION DISTRICT.**
The Fire Chief will report on action by the Forestville Fire Protection District to pursue annexation by the Sonoma County Fire District. The Board will be asked to provide direction to Staff.
5. **CONSOLIDATION IMPLEMENTATION AND BOARD MEETING SCHEDULE.**
The Board will consider consolidation implementation steps and consider a Board meeting schedule.



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6. **RESOLUTION 2020-8; A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SONOMA COUNTY FIRE DISTRICT DECLARING WEEDS A NUISANCE.**

The Board will consider adoption of Resolution 2020-8; a resolution that declares weeds a nuisance and fire hazard and empowers the District to issue demand letters to non-compliant property owners.

7. **SIDE LETTER AGREEMENT BETWEEN THE SONOMA COUNTY FIRE DISTRICT AND THE INTERNATIONAL ASSOCIATION OF FIREFIGHTER, LOCAL 1401, SONOMA COUNTY FIREFIGHTERS ASSOCIATION.**

The Board will consider adoption of a side letter to the existing MOU to ensure compliance with Cal PERS regulations regarding premium pay items.

8. **RESOLUTION 2020-09; A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SONOMA COUNTY FIRE DISTRICT, COUNTY OF SONOMA, STATE OF CALIFORNIA, ORDERING AN ELECTION TO BE HELD AND REQUESTING CONSOLIDATION WITH THE NOVEMBER 3, 2020 CONSOLIDATED DISTRICT ELECTION.**

The Board will consider adoption of Resolution 2020-09, a resolution requesting consolidation with the November 3, 2020 consolidated election to elect District Directors to fill positions that will expire in 2024.

COMMITTEE REPORT

1. Standing Committee: Finance Committee
2. Ad Hoc Committee: Facilities

FINANCIAL REPORTS

COMMUNICATIONS

REPORT OUT ON PRIOR CLOSED SESSIONS

- 1) From the 4/21/20 and 5/12/20 Board of Directors meeting; As per Government Code section 54957.6 - Conference with Labor Negotiators
- 2) From the 5/12/20 Board of Directors meeting; As per Government Code section 54956.8- Conference with Real Property Negotiators



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CLOSED DOOR SESSION

1. Conference with Real Property Negotiators (Govt. Code section 54956.8): Property locations: 207 Todd Road, Santa Rosa, CA; 14100 Armstrong Woods Road, Guerneville, CA
District Negotiator: Susan Harris with Stan Johnson Company Issues under negotiation: Purchase, sale, exchange or lease of real property.
2. As per Government Code section 54957.6 - Conference with Labor Negotiators-IAFF Local 1401, Sonoma County Professional Firefighters Association

REPORT OUT ON CLOSED SESSION

ADJOURNMENT



**Sonoma County Fire District Board of Directors
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**This meeting will be held via teleconference (information below)
1-301-715-8592**

Meeting ID: 979 9936 6422

<https://zoom.us/j/97999366422?pwd=dTVHNmJxSVVqcEwcytSMY90Q1F5QT09>

April 21, 2020 Time: 5:00 p.m.

Location: Fire Station 1 - 8200 Old Redwood Hwy. Windsor

Thank you for supporting our COVID-19 precautions

CALL TO ORDER

Nelson called the meeting to order at 5:09

Present for Staff: Chief Heine, Chief Gustafson, Bolduc, Washington, Flowers

Present for Counsel: Adams

PLEDGE OF ALLEGIANCE

ROLL CALL

President Nelson- Present

Secretary/Treasurer Tognozzi- Present

Director So- Absent

Director Briare- Present

Vice President Klick- Present

Director Treanor- Present

Director Hamman- Present

OPEN TIME FOR PUBLIC EXPRESSION

None

AGENDA ADJUSTMENTS

Change in reporting out on previous closed-door session. Item moved to after Consent Items.

PRESENTATION

None

SONOMA COUNTY PROFESSIONAL FIREFIGHTERS ASSOCIATION PRESIDENT'S REPORT

Captain Shawn Johnson thanked Chief Gustafson for his diligence getting safety precautions in place due to the COVID-19 pandemic. Captain Johnson also thanked Battalion Chief Elson for his work on the Engineer testing. He also stated that as a group, they are talking about the upcoming fire season and how that can be addressed during these difficult times.

DIRECTOR REPORTS

None

FIRE CHIEF'S REPORT

Chief Heine presented report on Districts activities and training over the past month. Chief highlighted COVID19 precautions and updates, ambulance training, engineers testing and incident in the District.

CONSENT CALENDAR ITEMS

A motion by Treanor and a second by So approved the minutes from the February 18,2020 regular board meeting, the March 12, 2020 special board meeting and the bills and payable for February and March 2020. 7-0-0. Roll call vote taken.

REPORT OUT ON CLOSED SESSION

- 1) Follow up on review Public Employee Performance Evaluation pursuant to Government Code Section 54957- Performance evaluation for Fire Chief.



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President Nelson and Vice President Klick reported that they had completed the performance review for Chief Heine. They stated that he is doing exceptional.

ACTION ITEMS

1) APPROVE STATION 6 PROJECT UPDATE AND REVISED PROJECT COST ESTIMATE

A presentation by Kitchell and staff regarding station 6 remodel. The Board will consider action related to next steps in the project.

Bill Johal from Kitchell reported out on the plans and costs for the station 6 remodel. Costs have increased significantly due to changes made to the original plans as well as septic and PG&E issues. The new project estimate is approximately 1.5 million and that included a significant amount allocated for contingency expenses.

Vice President Klick made a motion that the project be tabled in order to re-assess the overall plans. A second by Hamann. 7-0-0. Role Call vote taken.

2) APPROVE STATION 4 AND STATION 9 REBUILDING PROJECTS

A presentation by Susan Harris from Stan Johnson company regarding potential locations for temporary and newly constructed stations. Staff will brief the Board on recent activity related to identifying a suitable site for a temporary fire station and a site for a fire station replacement in zones 4 (Bellevue) and Station 9 (Guerneville). The Board will consider action related to next steps in the project.

Chief Gustafson reported out that the District and the Facilities Committee are working on the project and actively looking at options for temporary stations and options for permanent station locations. There was no action taken and no presentation by Susan Harris.

3) APPROVE ADJUSTMENTS TO BATTALION CHIEF AGREEMENT

The Board will consider approving changes to the previously approved document, Resolution 2020-02. It was corrected to reflect a 5% salary differential for Battalion Chief (2080) rather than the 3% that was used previously. In addition, a few typos were corrected. All changes that were made are highlighted.

A motion by Tognozzi and a second by Treanor approved the changes made to the Battalion Chief agreement. 7-0-0 Roll Call vote taken.

4) APPROVE ADJUSTMENTS TO ADMINISTRATIVE AGREEMENT

The Board will consider approving changes to the previously approved document, Resolution 2020-01, had incorrect language for hourly versus salary employees. The job description chart has been corrected to list the job titles and their correct classification. In addition, a few typos were corrected. All changes that were made are highlighted.



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A motion by Treanor and a second by So approved the changes made to the Administrative Agreement for Misc. Staff agreement. 7-0-0 Roll Call vote taken.

5) APPROVE THE UPDATED MEDICAL DIRECTOR AGREEMENT

Board will consider approval of a contractual agreement with Dr. Tucker Bierbaum, M.D., for the provision of services as our Medical Director.

A motion by Tognozzi and a second by Treanor approved the Medical Director Agreement. 7-0-0 Roll Call vote taken.

6) PROPERTY TAX SHIFT AGREEMENT WITH RUSSIAN RIVER FIRE PROTECTION DISTRICT

Board will consider approving a property tax shift agreement between the Sonoma County Fire District ("SCFD") and the Russian River Fire Protection District "RRFPD" permitting the SCFD to collect property taxes in annexed territories within the RRFPD.

A motion by Klick and a second by Briare approved the Property Tax Agreement with Russian River Fire Protection District and Sonoma County Fire District. 7-0-0 Roll Call vote taken.

7) PROPERTY TAX SHIFT AGREEMENT WITH THE BODEGA BAY FIRE PROTECTION DISTRICT

Board will consider approving a property tax shift agreement between the Sonoma County Fire District ("SCFD") and the Bodega Bay Fire Protection District ("BBFPD") permitting the SCFD to collect property taxes in annexed territories within the BBFPD.

A motion by So and a second by Hamann approved the Property Tax Agreement with Bodega Bay Fire Protection District and Sonoma County Fire District. 7-0-0 Roll Call vote taken.

8) RESOLUTION 2020-05- CONFLICT OF INTEREST

The Board will consider adopting the conflict of interest code for Sonoma County Fire District. Political Reform Act, Government Code sections 81000 et seq., requires state and local government agencies to adopt Conflict of Interest Codes.

A motion by Hamann and a second by Treanor adopted Resolution 2020-05 adopting a Conflict of Interest code for Sonoma County Fire District. 7-0-0 Roll Call vote taken.

9) RESOLUTION 2020-06 A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SONOMA COUNTY FIRE DISTRICT, SONOMA COUNTY, STATE OF CALIFORNIA, ADOPTING COMPENSATION AND BENEFITS FOR THE DEPUTY CHIEF

Staff recommends the Board shall adopt compensation and benefits for the Deputy Chiefs



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A motion by Togozi and a second by Klick adopted Resolution 2020-06, adopting compensation and benefits for Deputy Chief. 7-0-0 Roll Call vote taken.

10) RESOLUTION 2020-07- PROCLAMATION OF A LOCAL EMERGENCY FOR THE SONOMA COUNTY FIRE DISTRICT, COUNTY OF SONOMA, STATE OF CALIFORNIA

The Board will consider adopting Resolution 2020-06 stating that the California Government Code sections 8680.2, 8680.3 and 8680.9 empower the Board of Directors of the Sonoma County Fire District (District), as a "local agency", to proclaim the existence of a local emergency under the California Disaster Assistance Act when the Governor of California determines a disaster, including, but not limited to, an epidemic such as the COVID-19 virus, presents a threat to public safety.

A motion by So and a second by Briare adopted Resolution 2020-07, proclaiming a local emergency for the Sonoma County Fire District, County of Sonoma, State of California. 7-0-0 Roll Call vote taken.

COMMITTEE REPORT

1. Standing Committee: Finance Committee- **Nothing to report other than what was discussed under item 2 in the agenda.**
2. Ad Hoc Committee: Facilities- **Nothing to report.**

FINANCIAL REPORTS

COMMUNICATIONS

BOARD ENTERED INTO CLOSED SESSION AT 6:26 PM

CLOSED DOOR SESSION

- 1) As per Government Code section 54957.6 - Conference with Labor Negotiators

REPORT OUT ON CLOSED SESSION

The board will report out on closed session at the next meeting.

ADJOURNMENT

7:15


Kathy Washington- Secretary to the Board

Sonoma County Fire District
Transaction List by Vendor
April 2020

Type	Date	Num	Memo	Account	Clr	Split	Amount
AFLAC							
Bill	04/21/2020		INV 325352	Accounts Payable		5910 Perm Pos...	-2,030.22
Bill Pmt -Check	04/21/2020	3829	INV 325352	105-Summit- Checking	X	Accounts Paya...	-2,030.22
AT&T							
Bill	04/21/2020		707 538-3475 119 9	Accounts Payable		7320 Utilities	-257.61
Bill Pmt -Check	04/21/2020	3830	707 538-3475 119 9	105-Summit- Checking	X	Accounts Paya...	-257.61
AT&T/Calnet3							
Bill	04/14/2020		BAN 9391035022	Accounts Payable		7320 Utilities	-41.53
Bill	04/14/2020		BAN 9391053698	Accounts Payable		7320 Utilities	-28.67
Bill Pmt -Check	04/14/2020	3803	BAN 9391035022	105-Summit- Checking	X	Accounts Paya...	-41.53
Bill Pmt -Check	04/14/2020	3821	BAN 9391053698	105-Summit- Checking	X	Accounts Paya...	-28.67
Bill	04/21/2020		BAN 9391056074	Accounts Payable		7320 Utilities	-79.56
Bill Pmt -Check	04/21/2020	3831	BAN 9391056074	105-Summit- Checking	X	Accounts Paya...	-79.56
Bartley Pump PM LLC							
Bill	04/07/2020		INV 59612	Accounts Payable		6502 Mountain ...	-138.00
Bill Pmt -Check	04/07/2020	3770	INV 59612	105-Summit- Checking	X	Accounts Paya...	-138.00
CAL-PERS							
Check	04/07/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-154.73
Check	04/07/2020	EFT	BV UAL	107-Summit- Payroll	X	-SPLIT-	-1,426.18
Check	04/07/2020	EFT	RV UAL	107-Summit- Payroll	X	-SPLIT-	-184.46
Check	04/07/2020	EFT	RV UAL	107-Summit- Payroll	X	-SPLIT-	-35,596.60
Check	04/07/2020	EFT	RV UAL	107-Summit- Payroll	X	-SPLIT-	-67.12
Check	04/07/2020	EFT	SCFD UAL	107-Summit- Payroll	X	-SPLIT-	-137.51
Check	04/07/2020	EFT	SCFD UAL	107-Summit- Payroll	X	-SPLIT-	-856.27
Check	04/07/2020	EFT	SCFD UAL	107-Summit- Payroll	X	-SPLIT-	-221.34
Check	04/07/2020	EFT	SCFD UAL	107-Summit- Payroll	X	-SPLIT-	-8,984.68
Check	04/30/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-2,468.11
Check	04/30/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-714.40
Check	04/30/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-2,431.28
Check	04/30/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-86,039.60
Check	04/30/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-33,618.86
Check	04/30/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-3,524.52
CAL Pers 457 Supplemental Income Plan							
Check	04/14/2020	EFT		107-Summit- Payroll	X	5910 Perm Pos...	-12,218.55
California American Water							
Bill	04/14/2020		Acct 1015-210019354980	Accounts Payable		7320 Utilities	-147.94
Bill Pmt -Check	04/14/2020	3804	Acct 1015-210019354980	105-Summit- Checking	X	Accounts Paya...	-147.94
Clark Pest Control							
Bill	04/07/2020		INV 25718423 & 25570305	Accounts Payable		6180 Maintena...	-170.00
Bill Pmt -Check	04/07/2020	3771	INV 25718423 & 25570305	105-Summit- Checking	X	Accounts Paya...	-170.00
Bill	04/14/2020		Acct 1672664	Accounts Payable		6180 Maintena...	-170.00
Bill	04/14/2020		INV 25708246	Accounts Payable		6180 Maintena...	-93.00
Bill	04/14/2020		INV 25696492	Accounts Payable		6180 Maintena...	-84.00
Bill Pmt -Check	04/14/2020	3805	Acct 1672664	105-Summit- Checking	X	Accounts Paya...	-170.00
Bill Pmt -Check	04/14/2020	3822	INV 25708246	105-Summit- Checking	X	Accounts Paya...	-93.00
Bill Pmt -Check	04/14/2020	3826	INV 25696492	105-Summit- Checking	X	Accounts Paya...	-84.00
Comcast							
Bill	04/21/2020		8155 30 021 0322020	Accounts Payable		-SPLIT-	-281.24
Bill Pmt -Check	04/21/2020	3832	8155 30 021 0322020	105-Summit- Checking	X	Accounts Paya...	-281.24
Comcast Business							
Bill	04/07/2020		8155 30 033 0263039	Accounts Payable		7320 Utilities	-161.99
Bill	04/07/2020		8155 30 033 0278722	Accounts Payable		7320 Utilities	-168.02
Bill	04/07/2020		8155 30 023 0363095	Accounts Payable		7320 Utilities	-244.87
Bill Pmt -Check	04/07/2020	3772	8155 30 033 0263039	105-Summit- Checking	X	Accounts Paya...	-161.99
Bill Pmt -Check	04/07/2020	3795	8155 30 033 0278722	105-Summit- Checking	X	Accounts Paya...	-168.02
Bill Pmt -Check	04/07/2020	3800	8155 30 023 0363095	105-Summit- Checking	X	Accounts Paya...	-244.87
Bill	04/14/2020		INV 98905431	Accounts Payable		7320 Utilities	-902.70
Bill	04/14/2020		8155 30 023 0031973	Accounts Payable		7320 Utilities	-76.19
Bill	04/14/2020		8155 30 036 0166441	Accounts Payable		7320 Utilities	-252.49
Bill Pmt -Check	04/14/2020	3806	INV 98905431	105-Summit- Checking	X	Accounts Paya...	-902.70
Bill Pmt -Check	04/14/2020	3823	8155 30 023 0031973	105-Summit- Checking	X	Accounts Paya...	-76.19
Bill Pmt -Check	04/14/2020	3827	8155 30 036 0166441	105-Summit- Checking	X	Accounts Paya...	-252.49
Bill	04/21/2020		INV 99574799	Accounts Payable		7320 Utilities	-325.63
Bill Pmt -Check	04/21/2020	3833	INV 99574799	105-Summit- Checking	X	Accounts Paya...	-325.63
CoreLogic							
Bill	04/07/2020		INV 82014034	Accounts Payable		6457 Computer...	-137.50
Bill Pmt -Check	04/07/2020	3773	INV 82014034	105-Summit- Checking	X	Accounts Paya...	-137.50
County of Sonoma Human Resources							
Bill	04/07/2020		INV RAB638	Accounts Payable		5930 Health Ins...	-738.31
Bill Pmt -Check	04/07/2020	3774	INV RAB638	105-Summit- Checking	X	Accounts Paya...	-738.31
CrewSense, LLC							
Bill	04/07/2020		INV 16192	Accounts Payable		6457 Computer...	-99.99
Bill Pmt -Check	04/07/2020	3775	INV 16192	105-Summit- Checking	X	Accounts Paya...	-99.99
Day Wireless Systems							
Bill	04/21/2020		INV 628688	Accounts Payable		6040 Communi...	-8,796.94
Bill	04/21/2020		INV 626352	Accounts Payable		6040 Communi...	-426.51
Bill Pmt -Check	04/21/2020	3834	INV 628688	105-Summit- Checking	X	Accounts Paya...	-8,796.94
Bill Pmt -Check	04/21/2020	3847	INV 626352	105-Summit- Checking	X	Accounts Paya...	-426.51

**Sonoma County Fire District
Transaction List by Vendor
April 2020**

Type	Date	Num	Memo	Account	Clr	Split	Amount
Emergency Services Consulting Internation							
Bill	04/07/2020		INV 20-077	Accounts Payable		6500 Professio...	-3,200.00
Bill Pmt -Check	04/07/2020	3776	INV 20-077	105-Summit- Checking	X	Accounts Paya...	-3,200.00
FASIS							
Bill	04/07/2020		FASIS-2020-1081	Accounts Payable		5940 Work Co...	-132,116.00
Bill	04/07/2020		FASIS-2020-0799	Accounts Payable		5940 Work Co...	-5,053.00
Bill Pmt -Check	04/07/2020	3777	FASIS-2020-1081	105-Summit- Checking	X	Accounts Paya...	-132,116.00
Bill Pmt -Check	04/07/2020	3796	FASIS-2020-0799	105-Summit- Checking	X	Accounts Paya...	-5,053.00
Fastenal							
Bill	04/07/2020		INV CASA846781 & CASA84...	Accounts Payable		-SPLIT-	-21.31
Bill Pmt -Check	04/07/2020	3778	INV CASA846781 & CASA84...	105-Summit- Checking	X	Accounts Paya...	-21.31
Bill	04/14/2020		INV CASA 846764	Accounts Payable		6140 Maintena...	-27.59
Bill Pmt -Check	04/14/2020	3807	INV CASA 846764	105-Summit- Checking	X	Accounts Paya...	-27.59
Fire Safety & Supply Inc							
Bill	04/28/2020		INV 21560 & 21594	Accounts Payable		-SPLIT-	-313.54
Bill Pmt -Check	04/28/2020	3849	INV 21560 & 21594	105-Summit- Checking		Accounts Paya...	-313.54
Fishman Supply Co.							
Bill	04/07/2020		INV 1245647	Accounts Payable		6084 Janitorial ...	-426.75
Bill Pmt -Check	04/07/2020	3779	INV 1245647	105-Summit- Checking	X	Accounts Paya...	-426.75
Bill	04/14/2020			Accounts Payable		-SPLIT-	-833.80
Bill Pmt -Check	04/14/2020	3808		105-Summit- Checking	X	Accounts Paya...	-833.80
Bill	04/21/2020			Accounts Payable		-SPLIT-	-643.55
Bill Pmt -Check	04/21/2020	3835		105-Summit- Checking	X	Accounts Paya...	-643.55
Bill	04/28/2020		INV 1249226	Accounts Payable		-SPLIT-	-580.62
Bill Pmt -Check	04/28/2020	3850	INV 1249226	105-Summit- Checking		Accounts Paya...	-580.62
Fletcher Fabrication, LLC							
Bill	04/21/2020		INV 200416	Accounts Payable		-SPLIT-	-4,070.11
Bill Pmt -Check	04/21/2020	3836	INV 200416	105-Summit- Checking	X	Accounts Paya...	-4,070.11
Garland/DBS, Inc.							
Bill	04/14/2020		INV 42785231638	Accounts Payable		8510 Buildings/...	-23,428.77
Bill Pmt -Check	04/14/2020	3809	INV 42785231638	105-Summit- Checking	X	Accounts Paya...	-23,428.77
Garrett Hardware of Windsor							
Bill	04/07/2020		Acct 18008	Accounts Payable		6154 Maintena...	-91.66
Bill Pmt -Check	04/07/2020	3780	Acct 18008	105-Summit- Checking	X	Accounts Paya...	-91.66
Golden Gate North							
Bill	04/07/2020		INV 95852	Accounts Payable		6015 Annexatio...	-416.33
Bill Pmt -Check	04/07/2020	3781	INV 95852	105-Summit- Checking	X	Accounts Paya...	-416.33
Golden State Emergency Vehicle Services							
Bill	04/28/2020		INV C1022232	Accounts Payable		6140 Maintena...	-571.10
Bill Pmt -Check	04/28/2020	3851	INV C1022232	105-Summit- Checking		Accounts Paya...	-571.10
IBS							
Check	04/14/2020	EFT		107-Summit- Payroll	X	6633 Payroll Ex...	-698.77
Check	04/14/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-205,101.38
Check	04/14/2020	EFT	taxes	107-Summit- Payroll	X	-SPLIT-	-67,140.45
Check	04/30/2020	EFT		107-Summit- Payroll	X	6633 Payroll Ex...	-352.12
Check	04/30/2020	EFT		107-Summit- Payroll	X	-SPLIT-	-192,557.59
Check	04/30/2020	EFT	taxes	107-Summit- Payroll	X	-SPLIT-	-53,269.09
Jack's Auto Upholstery							
Bill	04/14/2020		E7592 & 7588	Accounts Payable		-SPLIT-	-800.00
Bill Pmt -Check	04/14/2020	3810	E7592 & 7588	105-Summit- Checking	X	Accounts Paya...	-800.00
Jason Piloni							
Bill	04/07/2020		Reimbursement: Travel to Bu...	Accounts Payable		7300 Travel/Tra...	-418.00
Bill Pmt -Check	04/07/2020	3802	Reimbursement: Travel to Bu...	105-Summit- Checking	X	Accounts Paya...	-418.00
John Lantz							
Bill	04/07/2020		INV 200170	Accounts Payable		6457 Computer...	-82.37
Bill	04/07/2020		INV 100169	Accounts Payable		6500 Professio...	-2,475.00
Bill Pmt -Check	04/07/2020	3782	INV 200170	105-Summit- Checking	X	Accounts Paya...	-82.37
Bill Pmt -Check	04/07/2020	3797	INV 100169	105-Summit- Checking	X	Accounts Paya...	-2,475.00
Kone Inc							
Bill	04/07/2020		INV 959523152	Accounts Payable		6180 Maintena...	-275.31
Bill Pmt -Check	04/07/2020	3783	INV 959523152	105-Summit- Checking	X	Accounts Paya...	-275.31
Kyocera Document Solutions Northern CA							
Bill	04/21/2020		INV 55E1564963	Accounts Payable		6400 Office Ex...	-36.56
Bill Pmt -Check	04/21/2020	3837	INV 55E1564963	105-Summit- Checking	X	Accounts Paya...	-36.56
L N Curtis & Sons							
Bill	04/28/2020		INV 382851 & 382947	Accounts Payable		-SPLIT-	-1,892.16
Bill Pmt -Check	04/28/2020	3852	INV 382851 & 382947	105-Summit- Checking	X	Accounts Paya...	-1,892.16
Life Assist, Inc.							
Bill	04/14/2020		INV 992037	Accounts Payable		6261 Medical S...	-103.60
Bill Pmt -Check	04/14/2020	3811	INV 992037	105-Summit- Checking	X	Accounts Paya...	-103.60
LubriVan Truck Svcs Inc							
Bill	04/07/2020		INV 228244, 228268, 228253 ...	Accounts Payable		-SPLIT-	-7,161.57
Bill Pmt -Check	04/07/2020	3784	INV 228244, 228268, 228253 ...	105-Summit- Checking	X	Accounts Paya...	-7,161.57
MacLeod Watts, Inc.							
Bill	04/21/2020		INV 200414SCFD	Accounts Payable		6500 Professio...	-3,360.00
Bill Pmt -Check	04/21/2020	3838	INV 200414SCFD	105-Summit- Checking	X	Accounts Paya...	-3,360.00

Sonoma County Fire District Transaction List by Vendor April 2020

Type	Date	Num	Memo	Account	Clr	Split	Amount
McKesson Medical							
Bill	04/14/2020			Accounts Payable		-SPLIT-	-561.43
Bill Pmt -Check	04/14/2020	3812		105-Summit- Checking	X	Accounts Paya...	-561.43
Bill	04/21/2020		INV 1776055 & 1291309	Accounts Payable		-SPLIT-	-271.79
Bill Pmt -Check	04/21/2020	3839	INV 1776055 & 1291309	105-Summit- Checking	X	Accounts Paya...	-271.79
Bill	04/28/2020		INV 2313192 & 2348841	Accounts Payable		-SPLIT-	-621.48
Bill Pmt -Check	04/28/2020	3853	INV 2313192 & 2348841	105-Summit- Checking	X	Accounts Paya...	-621.48
Municipal Emergency Services/MES							
Bill	04/21/2020		INV 1447236 & 1445811	Accounts Payable		-SPLIT-	-483.10
Bill Pmt -Check	04/21/2020	3840	INV 1447236 & 1445811	105-Summit- Checking	X	Accounts Paya...	-483.10
Bill	04/28/2020		INV 1440055	Accounts Payable		6022 Safety Clo...	-318.04
Bill Pmt -Check	04/28/2020	3854	INV 1440055	105-Summit- Checking	X	Accounts Paya...	-318.04
North Bay Petroleum							
Bill	04/07/2020		INV 2134301	Accounts Payable		7201 Gas/Oil	-131.88
Bill	04/07/2020		INV 2135925	Accounts Payable		7201 Gas/Oil	-1,087.81
Bill Pmt -Check	04/07/2020	3785	INV 2134301	105-Summit- Checking	X	Accounts Paya...	-131.88
Bill Pmt -Check	04/07/2020	3798	INV 2135925	105-Summit- Checking	X	Accounts Paya...	-1,087.81
Bill	04/21/2020		INV 2139023	Accounts Payable		7201 Gas/Oil	-794.97
Bill Pmt -Check	04/21/2020	3841	INV 2139023	105-Summit- Checking	X	Accounts Paya...	-794.97
Bill	04/28/2020		INV 200637	Accounts Payable		7201 Gas/Oil	-691.08
Bill Pmt -Check	04/28/2020	3855	INV 200637	105-Summit- Checking	X	Accounts Paya...	-691.08
Opperman & Son Inc							
Bill	04/07/2020		Acct 89114	Accounts Payable		-SPLIT-	-53.72
Bill Pmt -Check	04/07/2020	3786	Acct 89114	105-Summit- Checking	X	Accounts Paya...	-53.72
Permit Sonoma							
Bill	04/07/2020		INV 0251434	Accounts Payable		6500 Professio...	-657.00
Bill Pmt -Check	04/07/2020	3787	INV 0251434	105-Summit- Checking	X	Accounts Paya...	-657.00
PG&E							
Bill	04/14/2020		3764581018-7	Accounts Payable		7320 Utilities	-177.30
Bill	04/14/2020		8650900800-8	Accounts Payable		7320 Utilities	-2,253.13
Bill Pmt -Check	04/14/2020	3813	3764581018-7	105-Summit- Checking	X	Accounts Paya...	-177.30
Bill Pmt -Check	04/14/2020	3824	8650900800-8	105-Summit- Checking	X	Accounts Paya...	-2,253.13
Check	04/17/2020	EFT	4149827563-9	105-Summit- Checking	X	7320 Utilities	-824.85
Bill	04/21/2020		4808484391-0	Accounts Payable		7320 Utilities	-276.80
Bill	04/21/2020		INV 7909450-4	Accounts Payable		6502 Mountain ...	-2,500.00
Bill Pmt -Check	04/21/2020	3842	4808484391-0	105-Summit- Checking	X	Accounts Paya...	-276.80
Bill Pmt -Check	04/21/2020	3848	INV 7909450-4	105-Summit- Checking	X	Accounts Paya...	-2,500.00
Bill	04/28/2020		5477018041-9	Accounts Payable		7320 Utilities	-63.07
Bill Pmt -Check	04/28/2020	3856	5477018041-9	105-Summit- Checking	X	Accounts Paya...	-63.07
Portola Systems							
Bill	04/07/2020		INV 40929	Accounts Payable		6457 Computer...	-787.50
Bill	04/07/2020		INV 40997	Accounts Payable		6457 Computer...	-1,520.00
Bill	04/07/2020		INV 40879	Accounts Payable		6457 Computer...	-2,400.00
Bill Pmt -Check	04/07/2020	3788	INV 40929	105-Summit- Checking	X	Accounts Paya...	-787.50
Bill Pmt -Check	04/07/2020	3799	INV 40997	105-Summit- Checking	X	Accounts Paya...	-1,520.00
Bill Pmt -Check	04/07/2020	3801	INV 40879	105-Summit- Checking	X	Accounts Paya...	-2,400.00
Bill	04/14/2020		INV I16339	Accounts Payable		6457 Computer...	-1,590.00
Bill Pmt -Check	04/14/2020	3814	INV I16339	105-Summit- Checking	X	Accounts Paya...	-1,590.00
Recology Sonoma Marin							
Bill	04/14/2020		Acct 1810227553	Accounts Payable		7320 Utilities	-436.99
Bill	04/14/2020		Acct 1811456987	Accounts Payable		7320 Utilities	-324.29
Bill	04/14/2020		Acct 1811737626	Accounts Payable		7320 Utilities	-56.91
Bill Pmt -Check	04/14/2020	3815	Acct 1810227553	105-Summit- Checking	X	Accounts Paya...	-436.99
Bill Pmt -Check	04/14/2020	3825	Acct 1811456987	105-Summit- Checking	X	Accounts Paya...	-324.29
Bill Pmt -Check	04/14/2020	3828	Acct 1811737626	105-Summit- Checking	X	Accounts Paya...	-56.91
Ryan's Automotive							
Bill	04/07/2020		Ticket 1020046	Accounts Payable		-SPLIT-	-132.00
Bill Pmt -Check	04/07/2020	3789	Ticket 1020046	105-Summit- Checking	X	Accounts Paya...	-132.00
Santa Rosa Shoes							
Bill	04/07/2020		INV 23324 & 23494	Accounts Payable		6021 Uniform E...	-700.00
Bill Pmt -Check	04/07/2020	3790	INV 23324 & 23494	105-Summit- Checking	X	Accounts Paya...	-700.00
Santa Rosa, City of							
Bill	04/21/2020		Acct 6406	Accounts Payable		7320 Utilities	-70.89
Bill Pmt -Check	04/21/2020	3843	Acct 6406	105-Summit- Checking	X	Accounts Paya...	-70.89
Scott's PPE Recon, Inc.							
Bill	04/07/2020		INV 35974	Accounts Payable		6022 Safety Clo...	-306.00
Bill Pmt -Check	04/07/2020	3791	INV 35974	105-Summit- Checking	X	Accounts Paya...	-306.00
Shannon Wager							
Bill	04/14/2020		March 2020	Accounts Payable		6500 Professio...	-300.00
Bill Pmt -Check	04/14/2020	3816	March 2020	105-Summit- Checking	X	Accounts Paya...	-300.00
Sonoma County Professional FF L1401							
Bill	04/14/2020		Union Dues	Accounts Payable		5910 Perm Pos...	-5,640.00
Bill Pmt -Check	04/14/2020	3817	Union Dues	105-Summit- Checking	X	Accounts Paya...	-5,640.00
Standard Insurance Company							
Bill	04/21/2020		Policy 00 648353 0066	Accounts Payable		-SPLIT-	-1,567.50
Bill Pmt -Check	04/21/2020	3844	Policy 00 648353 0066	105-Summit- Checking	X	Accounts Paya...	-1,567.50

**Sonoma County Fire District
Transaction List by Vendor
April 2020**

Type	Date	Num	Memo	Account	Cir	Split	Amount
Summit Bank							
Check	04/01/2020	EFT	transfer error	105-Summit- Checking	X	109-Summit- ICS	-100,000.00
Check	04/23/2020	EFT	wire	105-Summit- Checking	X	6634 Bank Ser...	-10.00
Deposit	04/30/2020	EFT	Deposit	109-Summit- ICS	X	1701 Misc. Inter...	1,608.70
Terminix							
Bill	04/07/2020		Customer # 10850704	Accounts Payable		6180 Maintena...	-85.00
Bill Pmt -Check	04/07/2020	3792	Customer # 10850704	105-Summit- Checking	X	Accounts Paya...	-85.00
True Value Larkfield/Just Ask Rental							
Bill	04/07/2020		Cust. 000066	Accounts Payable		-SPLIT-	-64.86
Bill Pmt -Check	04/07/2020	3793	Cust. 000066	105-Summit- Checking	X	Accounts Paya...	-64.86
US-Bank Office Equipment							
Bill	04/28/2020		INV 412466476	Accounts Payable		6820 Rent/Leas...	-439.30
Bill Pmt -Check	04/28/2020	3857	INV 412466476	105-Summit- Checking		Accounts Paya...	-439.30
US Bank-National Assoc							
Bill	04/28/2020		xxxx-xxxx-xxxx-2597	Accounts Payable		6500 Professio...	-20,586.37
Bill Pmt -Check	04/28/2020	3858	xxxx-xxxx-xxxx-2597	105-Summit- Checking		Accounts Paya...	-20,586.37
Valley Pacific Petroleum Services, Inc.							
Bill	04/14/2020		Acct 149702	Accounts Payable		7201 Gas/Oil	-59.19
Bill Pmt -Check	04/14/2020	3818	Acct 149702	105-Summit- Checking	X	Accounts Paya...	-59.19
Verizon Wireless							
Bill	04/21/2020		INV 9852249714	Accounts Payable		7320 Utilities	-1,384.40
Bill Pmt -Check	04/21/2020	3845	INV 9852249714	105-Summit- Checking	X	Accounts Paya...	-1,384.40
Waxie Sanitary Supply							
Bill	04/07/2020		INV 79057159 & 79047450	Accounts Payable		-SPLIT-	-108.20
Bill Pmt -Check	04/07/2020	3794	INV 79057159 & 79047450	105-Summit- Checking	X	Accounts Paya...	-108.20
Bill	04/14/2020			Accounts Payable		-SPLIT-	-1,077.70
Bill Pmt -Check	04/14/2020	3819		105-Summit- Checking	X	Accounts Paya...	-1,077.70
Bill	04/21/2020		INV 79090264 & 79103218	Accounts Payable		-SPLIT-	-778.63
Bill Pmt -Check	04/21/2020	3846	INV 79090264 & 79103218	105-Summit- Checking	X	Accounts Paya...	-778.63
Williams USA, LLC							
Bill	04/14/2020		INV 8316	Accounts Payable		6040 Communi...	-465.00
Bill Pmt -Check	04/14/2020	3820	INV 8316	105-Summit- Checking		Accounts Paya...	-465.00



**Sonoma County Fire District
Board of Directors
Staff Report**

Date: 5/19/20

Topic: Contract with AP Triton for emergency medical services consulting services.

Recommendation:

Approve the contract with AP Triton to perform consulting services related to emergency medical services.

Financial Impact:

Phase 1

Sonoma County Fire District will be invoiced \$85,000 in 3 installments

- \$35,000 due upon initiation of RFP development
- \$40,000 due upon commencement of written and oral evaluations
- \$10,000 due upon completion of contract negotiations*

*if no provider is selected, the total cost of Phase 1 will be reduced to \$75,000, as there will be no need for contract negotiations.

All costs for Phase 1, up to \$100,000, will be placed as reimbursable to Sonoma County Fire District by the successful ambulance bidder in the RFP process.

Phase 2

Sonoma County Fire District will be invoiced \$195,000 in 3 installments

- \$50,000 due upon initiation of RFP response
- \$95,000 due upon completion of draft RFP response
- \$50,000 due upon submission of formal RFP response

The above costs do not include travel. Travel shall be pre-approved by Sonoma County Fire District and expenses (airfare, hotel, ground transportation, etc.) shall be invoiced separately at actual costs. Mileage will be billed at the current IRS reimbursement rate.

Any additional costs (i.e., legal counsel, GIS services, graphic design, printing) shall be borne by the County.

Background:

The Board of Directors has indicated its desire to prepare a bid response to an Request for Proposal issued by the County of Sonoma for the provision of emergency ambulance service in the County's contracted exclusive operating area.

This process requires a high level of expertise in emergency medical services administration in order to submit a successful bid. AP Triton has an exceptional track record of providing successful EMS consulting services. Their client list is extensive and includes serving as the primary EMS consultants for the California Fire Chiefs Association.



**Sonoma County Fire District
Board of Directors
Staff Report**

Attachments:

1. AP Triton draft contract and scope of work.

AP Triton Consulting, LLC
Professional Services Agreement

This Agreement, dated as of **May 19, 2020**, is by and between Sonoma County Fire District (“**CLIENT**”), and AP Triton Consulting, LLC (“**CONSULTANT**”), hereinafter collectively referred to as the “Parties.” The Agreement will be effective upon final execution by all parties.

1. **HEADINGS**

Headings herein are for convenience of reference only and shall in no way affect interpretation of the Agreement.

2. **ATTACHMENTS**

Attachments 1 and 2 are attached hereto and included by reference.

3. **CONSULTANT’S SCOPE OF SERVICES AND CLIENT RESPONSIBILITIES**

CONSULTANT agrees to perform all services described in Attachment 1, Scope of Work, for payment pursuant to Attachment 2, in accordance with the terms and conditions of this Agreement. CLIENT shall provide complete, accurate, and timely information regarding CLIENT’S requirements and shall designate by name a representative authorized to act on its behalf. CLIENT shall examine documents or other instruments submitted by CONSULTANT and shall promptly render any decisions necessary in order to avoid unreasonable delay. CLIENT shall provide any additional materials, other than those CONSULTANT is responsible to provide, that are reasonably necessary to complete the Scope of Work. CLIENT shall provide reasonable access to any locations under the control of CLIENT required for CONSULTANT to perform the services hereunder. Any additional requirements will be identified in Attachment 1.

4. **TERM**

This Agreement shall terminate upon completion of the Scope of Work as described in Attachment 1, unless extended by mutual Agreement of the Parties in writing or terminated in accordance with section 16.

5. **PAYMENT**

For all services performed in accordance with the Agreement, payment shall be made to CONSULTANT as provided in Attachment 2.

6. **INDEPENDENT CONTRACTOR**

No relationship of employer and employee is created by this Agreement. It is understood and agreed that CONSULTANT is, at all times, an independent contractor and can perform work for others. CONSULTANT is not the agent or employee of the CLIENT in any capacity whatsoever and CLIENT shall not be liable in any manner for any acts or omissions by CONSULTANT or for any obligations or liabilities incurred by CONSULTANT, its employees, or agents.

CONSULTANT shall have no claim under this Agreement or otherwise, for seniority, vacation time, vacation pay, sick leave, personal time off, health insurance medical care, hospital care, retirement benefits, social security, disability, workers’ compensation, or unemployment insurance benefits, civil service protection, or employee benefits of any kind.

CONSULTANT shall be solely liable for, and obligated to pay directly, all applicable payroll taxes (including federal and state income taxes) or contributions for unemployment insurance or old age pensions or annuities which are imposed by any governmental entity in connection with the labor used or which are measured by wages, salaries or other remuneration paid to its officers, agents, or employees, and CONSULTANT agrees to indemnify and hold CLIENT harmless from any and all liability which CLIENT may incur because of CONSULTANT's failure to pay such amounts.

In carrying out the work contemplated herein, CONSULTANT shall comply with all applicable federal and state workers' compensation and liability laws and regulations with respect to the officers, agents and/or employees conducting and participating in the work; and agrees that such officers, agents, and/or employees will be considered as independent contractors and shall not be treated or considered in any way as officers, agents and/or employees of CLIENT.

7. **INDEMNIFICATION**

To the fullest extent permitted by law, each Party shall release, hold harmless, defend and indemnify the other from and against any and all claims, losses, damages, lawsuits, liabilities and expenses, including but not limited to attorneys' fees, including but not limited to those attributable to bodily injury, sickness, disease, death or to injury to or destruction of property, including the loss therefrom, which arises out of or is any way connected with the performance of this Agreement (collectively "Liabilities") to the extent caused by such Party, except where such Liabilities are caused by the sole negligence or willful misconduct of any indemnitee.

8. **INSURANCE**

CONSULTANT shall maintain at all times during the performance of this Agreement a commercial general liability insurance policy with a minimum occurrence coverage in the amount of \$1,000,000 and, if any licensed professional performs services under this contract, a professional liability insurance policy in the minimum amount of \$1,000,000 to cover any claims arising out of CONSULTANT's performance of services under this Agreement. If requested by CLIENT, all insurance, except professional liability, shall name the CLIENT, its directors, officers, agents, volunteers and employees (if any) as additional insureds and shall provide primary coverage with respect to the CLIENT.

All insurance policies shall: 1) provide that the insurance carrier shall not cancel, terminate or otherwise modify the terms and conditions of said policies except upon thirty (30) days written notice to the Chairperson of the CLIENT'S Board of Directors; 2) be evidenced by the original Certificate of Insurance and the insurance carrier's standard form endorsement evidencing the required coverage; and 3) be approved as to form and sufficiency by the CLIENT.

If the commercial general liability insurance referred to above is written on a Claims Made Form then, following termination of this Agreement, coverage shall survive for a period of not less than five (5) years. Coverage shall also provide for a retroactive date of placement coinciding with the effective date of this Agreement.

If CONSULTANT employs any person, CONSULTANT shall carry workers' compensation and employer's liability insurance and shall provide a certificate of insurance to the CLIENT. The workers' compensation insurance shall: 1) provide that the insurance carrier shall not cancel, terminate or otherwise modify the terms and conditions of said insurance

except upon thirty (30) days written notice to the CLIENT; and 2) provide for a waiver of any right of subrogation against the CLIENT to the extent permitted by law.

CONSULTANT shall promptly forward all insurance documents to the CLIENT.

9. **CONFORMITY WITH LAW AND SAFETY**

In performing services under this Agreement, CONSULTANT shall observe and comply with all applicable laws, ordinances, codes and regulations of governmental agencies, including federal, state, municipal, and local governing bodies, having jurisdiction over the scope of services provided by CONSULTANT.

10. **TRAVEL EXPENSES**

CONSULTANT shall be allowed and compensated for reasonable travel expenses to carry out the work of the CLIENT as approved in advance by the CLIENT in accordance with Attachment 2.

11. **TAXES**

Payment of all applicable federal, state and local taxes shall be the sole responsibility of the CONSULTANT.

12. **ACCESS AND RETENTION OF RECORDS**

CONSULTANT agrees to provide the CLIENT and its designee's access to all of the CONSULTANT's records related to this contract and that the CONSULTANT shall maintain its records related to this contract for a period of not less than five (5) years after the final payment to the CONSULTANT is made by the CLIENT.

13. **CONFLICT OF INTEREST**

CONSULTANT covenants that CONSULTANT presently has no interest, and shall not obtain any interest, direct or indirect, which would conflict in any manner with the performance of services required under this Agreement, including but not limited to any provision of services to any federal, state or local regulatory or other public agency which has any interest adverse or potentially adverse to the CLIENT, as determined in the reasonable judgment of the CLIENT. Entering into this agreement does not preclude CONSULTANT from working for others as long as CONSULTANT ensures that such work does not constitute a conflict of interest.

14. **CONFIDENTIALITY**

CONSULTANT agrees that any information, whether proprietary or not, made known to or discovered by CONSULTANT during the performance of or in connection with this Agreement for the CLIENT will be kept confidential and not be disclosed to any other person or entity except as required by law. CONSULTANT agrees to immediately notify the CLIENT if CONSULTANT is requested to disclose to others any information made known to or discovered by CONSULTANT during the performance of or in connection with this Agreement.

15. **USE OF CLIENT PROPERTY**

CONSULTANT shall not use CLIENT property (including equipment, instruments and supplies) or personnel for any purpose other than in the performance of its obligations under this Agreement.

16. **TERMINATION**

Either party may terminate this Agreement for default upon five (5) days written notice to the other if the other party has substantially failed to fulfill any of its obligations under this Agreement in a timely manner as provided herein. CLIENT has and reserves the right to terminate this Agreement at its convenience and without cause upon thirty (30) days written notice to CONSULTANT. In the event that the CLIENT should terminate this Agreement for its convenience, CONSULTANT shall be entitled to payment for services provided hereunder, as provided in Attachment 2, including for such services performed prior to the effective date of said termination, including travel, accrued as of the date of the termination, which payment shall be per the terms set forth in Attachment 2.

17. **CHOICE OF LAW**

CONSULTANT and CLIENT agree that if a dispute arises in the performance of this agreement the laws of the State of California will govern.

18. **ENTIRE AGREEMENT**

This Agreement, including all attachments, exhibits, and any other documents specifically incorporated into this Agreement, shall constitute the entire agreement between CLIENT and CONSULTANT relating to the subject matter of this Agreement. As used herein, Agreement refers to and includes any documents incorporated herein by reference and any exhibits or attachments.

This Agreement supersedes and merges all previous understandings, and all other agreements, written or oral, between the Parties and sets forth the entire understanding of the Parties regarding the subject matter thereof. The Agreement may not be modified except by a written document signed by both Parties.

This Agreement and all related obligations and services hereunder are intended for the sole benefit of CLIENT and CONSULTANT and are not intended to create any third-party rights or benefits.

19. **MODIFICATION OF AGREEMENT**

This Agreement may be supplemented, amended or modified only by the mutual agreement of the Parties. No supplement, amendment or modification of this Agreement shall be binding unless it is in writing and signed by authorized representatives of both Parties.

20. **SEVERABILITY**

If any part of this Agreement or the application thereof is declared to be invalid for any reason, such invalidity shall not affect the other provisions of this Agreement which can be given effect without the invalid provision or application, and to this end the provisions of this Agreement are deemed severable.

21. **SUCCESSORS AND ASSIGNS**

This agreement is binding upon and inures to the benefit of the successor, executors, administrators, and assigns of each party to this agreement, provided, however, that CONSULTANT shall not assign or transfer by operation of law or otherwise any or all rights, burdens, duties, or obligations without prior written consent of the CLIENT. Any attempted assignment without such consent shall be invalid.

22. **NOTICES**

All notices, requests, demands, or other communications under this Agreement shall be in writing. Notices shall be given for all purposes as follows:

Personal delivery: When personally delivered to the recipient, notices are effective on delivery.

First Class Mail: When mailed first class to the last address of the recipient known to the party giving notice, notice is effective three (3) mail delivery days after deposit in a United States Postal Service office or mailbox.

Certified Mail: When mailed certified mail, return receipt requested, notice is effective on receipt, if delivery is confirmed by a return receipt.

Overnight Delivery: When delivered by overnight delivery (Federal Express/Airborne/United Parcel Service/DHL Worldwide Express) with charges prepaid or charged to the sender's account, notice is effective on delivery, if delivery is confirmed by the delivery service.

Addresses for purpose of giving notice are as follows:

To CLIENT: Sonoma County Fire District
Attn: Mark Heine, Fire Chief
8200 Old Redwood Highway
Windsor, CA 95492

To CONSULTANT: AP Triton Consulting, LLC
Attn: Kurt Henke
1851 Heritage Lane, Suite 138
Sacramento, CA 95815

Any correctly addressed notice that is refused, unclaimed, or undeliverable because of an act or omission of the party to be notified shall be deemed effective as of the first date that said notice was refused, unclaimed, or deemed undeliverable by the postal authorities, messenger, or overnight delivery service.

Any party may change its address by giving the other party notice of the change in any manner permitted by this Agreement.

23. **SIGNATORIES**

By signing this agreement, signatories warrant and represent that they have executed this Agreement in their authorized capacity.

IN WITNESS WHEREOF, the Parties hereto have executed this Agreement as of the day and year above written

Sonoma County Fire District

AP Triton Consulting, LLC

By: _____
Signature

By: _____
Signature

Name: Mark Heine

Name: Kurt Henke

Title: Fire Chief

Title: Managing Partner

Date: _____

Date: _____

ATTACHMENT 1

Scope of Services

AP Triton Consulting, LLC will provide general consulting services and assistance to Sonoma County Fire District in the development and presentation of the Sonoma County Fire District's Request for Proposal (RFP) for emergency ambulance transportation services as follows:

Phase 1

1. Design and develop the Request for Proposal for an ambulance services provider subcontractor. Assistance in the RFP process will include, but is not limited to, providing subject matter expertise during the written submission evaluations and the oral presentation evaluations.
2. Should a contractor be selected, AP Triton will participate in the contract negotiations between Sonoma County Fire District and the successful bidder.

Phase 2

3. Provide consulting services to Sonoma County Fire District in developing the formal response to the county-wide RFP. A team of professionals will meet with County officials to collaborate on the response and prepare a line-by-line written response. This will involve three full days on site, plus an additional two full days of meetings to review and revise the final proof.
4. Provide consulting services to Sonoma County Fire District in the event Sonoma County Fire District is not the successful bidder and it is determined that a formal appeal will be filed.

ATTACHMENT 2

Payment Terms

Payment for Services hereunder shall be in the amounts and at the time as set forth below:

Services to be performed under this Agreement will begin at the time the Agreement is executed.

Phase 1

Sonoma County Fire District will be invoiced \$85,000 in 3 installments

- o \$35,000 due upon initiation of RFP development
- o \$40,000 due upon commencement of written and oral evaluations
- o \$10,000 due upon completion of contract negotiations*

*if no provider is selected, the total cost of Phase 1 will be reduced to \$75,000, as there will be no need for contract negotiations.

All costs for Phase 1, up to \$100,000, will be placed as reimbursable to Sonoma County Fire District by the successful ambulance bidder in the RFP process.

Phase 2

Sonoma County Fire District will be invoiced \$195,000 in 3 installments

- o \$50,000 due upon initiation of RFP response
- o \$95,000 due upon completion of draft RFP response
- o \$50,000 due upon submission of formal RFP response

The above costs do not include travel. Travel shall be pre-approved by Sonoma County Fire District and expenses (airfare, hotel, ground transportation, etc.) shall be invoiced separately at actual costs. Mileage will be billed at the current IRS reimbursement rate.

Any additional costs (i.e., legal counsel, GIS services, graphic design, printing) shall be borne by the County.

All invoices shall be due within thirty days from the date of the invoice submitted to Sonoma County Fire District.

The cost of any changes to this proposal will be priced individually and agreed to in writing by both parties before additional work is performed.

Contact information for billing purposes is as follows:

CLIENT: Sonoma County Fire District
Attn: Heidi Flowers, Accounts Payable
8200 Old Redwood Highway
Windsor, CA 95492

Email: hflowers@sonomacountyfd.org



Sonoma County Fire District
Board of Directors
Staff Report

Date: 5/19/20

Topic: District Strategic Planning Update

Recommendation:

Approve the draft strategic goals.

Financial Impact:

None.

Background:

Staff conducted a two-day strategic planning retreat in January of this year. The retreat focused on topics including a current SWOT analysis of the District, identification of strategic initiatives in each division, and strategic team building.

The planning retreat outcomes were utilized in a third day of strategic planning to develop five draft strategic goals for Board consideration. Staff recommends the Board of Directors adopt the draft strategic goals and support staff in developing the draft goals into a multi-year strategic plan for formal adoption by the Board at your June meeting.

The draft strategic goals include:

1. Seek additional funding opportunities
2. Investment in infrastructure
3. Enhance internal communications
4. Invest in the organizational culture
5. Invest in employee health and safety

Attachments:

1. Manager's retreat debrief document.

**Managers Retreat
January 20 and 21, 2020
St. Helena, CA**



L to R Day 2 Facilitator Dana McKnight, Deputy Chief Matt Gustafson, Executive Assistant Kathy Washington, Battalion Chief B-Shift Robert Johnson, Chief Mark Heine, Battalion Chief Fire Marshal Cyndi Foreman, Battalion Chief C-Shift Mark Dunn, Battalion Chief Training and Safety Ron Busch, Battalion Chief A-Shift Mike Elson, Finance Manager Terri Buldoc, Volunteer Battalion Chief Jeff Lemelin

Day One

Welcome! – Mark Heine

Ground rules – Matt Gustafson

Everyone talks.

Listen with an open mind.

Check egos at the door.

Radical honesty is expected.

Leave no “elephants in the room”.

Attack the problem, not the person.

What is said here stays here.

End each topic with a decision made.

I will be accountable or take responsibility for my part.

We do not have to agree but will have to commit to supporting what is decided.

No stone unturned – everyone heard (added, day two).

**Managers Retreat
January 20 and 21, 2020
St. Helena, CA**

Desired outcomes – Mark Heine / Matt Gustafson

- Develop goals
Build cohesiveness (in sync, put some things aside)
- Build transparency
- Better communications
- Priority one – Us
- Priority two – all others
- More consistent communications
- Feedback
- Support for Fire Prevention
- Mission clarity and check back
- Extreme ownerships
- Learning ways to better take ownership
- Learning ways to better take accountability
- Growth
- Ok with moving cheese

Chief's State of The District – Mark Heine

- Opportunities we are pursuing
- Measure G
- Ambulance RFP and service opportunities
- Facility improvements
- Consolidation
- Problems to be addressed
- Threats we are addressing
- .201 rights challenge
- ADA
- Vision for 2020/How do we measure success?

**Managers Retreat
January 20 and 21, 2020
St. Helena, CA**

A review of our first nine months – Mark Heine

- What is working well?
- What is not working well?

Working	Not Working
Suppression Buy-in the new group / team Good / great group Community service Weight – how many apparatus/staff respond Strong presence in the fire service Leading Community preparation Kincadee kick ass Kincadee “spotlight” Progressive Hard tasks – IRS, DUNNs, SKY Finances much more stable Promotions Leadership Support staff rock \$325K donation	Are we supporting folks enough? Need a better mentorship program Damage caused by long-term goals vs. day to day Keeping pace Communications Effective planning (e.g. last-minute unorganized volunteer dinner) Hard to get small stuff done (e.g. nozzle order) Terrible at closing the loop in items Need more updates Need more achievement updates Need more recognition Better action items with closing of loop at staff meetings Keeping in our lanes Volunteer hierarchy (org chart) Rumors coming at us full force Rumor we don’t support volunteers Station 6 is isolated Closing loops Merging Associations (Mountain, Rincon Valley, Windsor) Donations “all for one”

Where We Are Now? – Mark Heine

Review of Vision, Mission, Guiding Principles – Mark Heine

Team reviewed Mission, Values, and Guiding Principles. All agreed still very much applicable.

Fiscal analysis...budget vs actual – Terri Buldoc

Team reviewed budget vs. actual costs, scenarios based on Measure G, annexing Bodega Bay Fire Protection District, etc.

**Managers Retreat
January 20 and 21, 2020
St. Helena, CA**

SWAT analysis – Matt Gustafson

Strengths	Weakness
We are in the lead We are leading Open minded (ALS, as an example) Politically - good standing Town of Windsor Relations SoCo BOS Relations Tribe relations (Graton, Lytton)	Airport Station 2, 4, 5, 6, 9 Readiness to become ALS Challenges hiring ALS Readiness to become ALS
Opportunities	Threats
ALS provider ALS chief position COPE and CIRT synergy We are in the lead We can lead this Solid Board of Directors Measure G Standards of cover Labor manage relations Cal-JAC membership Special Operations Task Force 4 Grants and other funding Casino contract opening Airport	Sonoma County Fire District vs. the County of Sonoma Special Operations Task Force 4 (readiness) Airport Unknowns Going too fast Keeping pace Growing too slow Bigger "target" when you are leading Large SRA RR floods – we now "own it" No Plan B for Measure G TF-4 – return on investment and/or impacts Tribe relations – If not careful, could damage relations Infrastructure very weak Station 2, 4, 5, 7, 9 Politics – Current BOSs won't be there in the future

Association L1401 President Report – Ryan Estes

- Health and safety paramount
- Nationwide, more firefighters have died by suicide than in the line of duty over the past year
- Would like to seek consistency between battalions
- Pleased with labor / management relations (lots of trust and teamwork)
- 1401 support Measure G (notwithstanding challenges)

Division Reports

Team gave updates on their respective divisions (Operations – Mark Dunn, Fire Prevention – Cyndi Foreman, Finance – Terri Buldoc, Fleet – Robert Johnson, Training and Safety – Ron Busch, Human Resources Office and Space Planning – Kathy Washington)

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St. Helena, CA**

Dinner and Fire Pit -- All

Team had dinner together, followed by fire pit social

**Managers Retreat
January 20 and 21, 2020
St. Helena, CA
Day Two**

Past Year Reflections – Dana McKnight

Winter 2018	High Points	Merging Mountain Supporting volunteers with training BC assessment CO Assessment Learning other jobs Public outreach
	Needing Work	Developing relations Grant management and follow up Post Nunns Post Tubbs Set better example Be a better person Some of these Winter
Spring 2019	High Points	SCY Annex Attending EFO Hiring 17 new employees Creation of BC Program Blending agencies Behavioral health training Hiring Heidi BC Promotions Increase the size of Admin NFA Developing command staff SRJC relations Thousands of calls, hardly any complaints Promoting Matt to DC Consolidation 2019! Crew Sense software Building a strong team Problem employees no longer a problem Successful academy
	Needing Work	Lack of direction (scattered) Fail to close loop on BC contract Underutilized Public outreach Personnel issues
Summer 2019	High Points	Huge increase in transparency 3 staff went through juv. fire setting program Became more ok dealing with uncomfortable items Full-blown fire academy Academy

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	Needing Work	<p>Working with Mountain FD board IRS number Four agencies more one Supported master mutual aid New fiscal policies Teambuilding Creating strong relations Purchasing new P/U Badge pinning's</p> <p>Defining lanes – roles and responsibilities Not recognizing small and large achievements [Needed] to spend more time on admin relationships Self-care Still lack truck event though we are trustworthy Not focused Communications to co-workers Heavy workload! Weed season</p>
Fall 2019	High Points	<p>Kicked Kincade Ass (mentioned 7 times) Did not drown Cyndi's promotion FH Software Promotion of BCFM Conviction of Todd Road BOH Lab Prevention increasing Code adoption process Being a mentor to several of you Promotions and badge pinning Nice badge pinning Sky AP for volunteers Merging of Sky Oversight of successful academy with very little prep time</p>
	Needing Work	<p>Personnel issues Conflict A few still not on board [with annexation?] Kincade Not listing with intent Challenges with Jeff's position and role Getting in people's way Communication with others</p>
Winter 2019/2020	High Points	<p>Roof project AAR This retreat TF 4 opportunity</p>

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State of the Team Themes – Dana McKnight

What is working	What needs improvement
<ul style="list-style-type: none"> • Very strong leadership • Consolidation performance • Coming together as an organization • Talented hard-working team 	<ul style="list-style-type: none"> • Not yet working as cohesive team • Need sound decision making and follow through process • Need consistent and transparent practices that address difficulties within the team • Improve communications

What we think our customers and partners want us to be – Dana McKnight

- Trustworthy
- Honest
- Constant emphasis on communications
- A team people would want to be on
- Nice / Kind
- Optimistic
- Strong
- Innovative/creative

What we think our team wants us to be – Dana McKnight

- Trustworthy
- Honest
- Direct communications
- Compassionate
- Approachable
- Accountable to guiding principles
- Humility
- Strong listeners
- Check for understanding
- Adaptive
- Nice / Kind / Optimistic
- Able to agree to disagree
- Have each-others back
- Respectful
- Appreciate and recognize strengths
- Own mistakes

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- Celebrate success
- Check in (more than “how are you?”)
- Effective decision makers
- Able to say “no” when needed



Establish Expectations – Dana McKnight

Expectations *OF* the Team

(Strike through indicates it was added to goals on day 3)

- ~~Constantly look for ways to support each others' success~~
- ~~Offer solutions when bringing a problem~~
- ~~Recognize wicked problems – work them~~
- ~~Be an example of the guiding principles and be nice~~
- ~~Renegotiate assignments if not getting done~~
- ~~Constantly ask “should the other battalion chiefs be aware of this?”~~
- ~~Open and honest communications – embrace it~~

Expectations *FROM* the Team

(Strike through indicates it was added to goals on day 3)

- ~~Close the loop on decisions~~
- ~~Track actions to Closure (priority, action, owner, due date, status, comments)~~
- ~~Set clear priorities~~
- ~~Be willing to say NO~~
- ~~Resource/Capacity Planning~~
- ~~Celebrate and acknowledged successes~~
- ~~[Bring back] eraser party (recognizing achievements by erasing or adding check marks)~~
- ~~Quarterly chiefs report / Newsletter~~
- ~~Listen and check for understanding~~
- ~~Training individual and group~~
- ~~Accountably and consequences and procedures to support~~
- ~~Say what you mean, mean what you say~~

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- ~~Monitor our performance — honestly, integrity, respect and overall guiding principles~~
- ~~Standing agenda — item for communications~~

Work to be done / what is important – Dana McKnight
(Strike through indicates it was added to goals on day 3)

~~Learning from Kincade Fire (+/-)~~
~~Take the time to celebrate success~~
~~Promotions and building the organizational chart~~
~~Formal badge pinning events~~
~~Continual team building~~
Consolidation and next steps of the Incident Action Plan
~~Clarify roles and responsibilities~~
Self care
~~Build communications~~
~~Clarify confidentiality of items~~
~~Disagree and commit~~
~~Need decision making~~
~~One voice from management team — WE not I~~
~~Close door sessions when needed~~
Supporting the overall team
~~Build a rumor control policy~~
~~Volunteer battalion chief's communication~~

Goals

2020 DRAFT STRATEGIC GOALS



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1) Goal – Identify and implement alternate revenue source’s

Objectives:

- Form a grant team – Terri
- Renegotiate casino contract – Chief and Mark D
- Study and implement fee schedule (fees for service) – Matt / Terri
- Maximize FMAG funding and reimbursements – Terri
- Implement effective procurement process – Terri
- Maximize Cal-JAC – Ron B / -Terri
- Maximize fundraising opportunities – Jeff
- ID Funding source’s and capital items – Terri

2) Goal -- Investment in infrastructure

Objectives

- Develop an admin office space plan (Long term and short term / immediate solutions)- Kathy
- Adopt a fleet replacement schedule - Robert
- Order one type IV
- Order two type I
- Order two fire prevention vehicles
- Order one training officer vehicles
- Update / revise the org chart for board adoption- Chief/7502
- Hiring and promotions
 - Staffing needs
 - Engineers
 - Paramedic
- Create a facility master plan for board adoption- Chief/7502
- Complete MOUs and Administrative Agreements – Chief/7502
- Consolidations of volunteer Associations - Kathy/Jeff
- Utilize Existing IAP for RR merger – Ron B

3) Goal -- Enhance Internal Communications

Objectives

- Implement a formal decision-making model - Chief
- Close the loop
- Implement a monthly newsletter (internal) Monthly updates (all managers and FC and DC) - Kathy/Heidi
- Revise the monthly staffing meeting agenda -Chief
- Create a rumor control procedure and implement -Mike
- Celebrate successes – Ch

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- Monday meetings
- Its "WE" not "I" messages -All, Chief, 7502

4) Goal – Invest in the leadership team

Objectives

- Support each other success- Kathy/ Mark Dunn
- Embracing the Brand
- Invest in Culture-
- Develop a measurement tool for morale/culture- 7502
- Hold each other accountable to guiding principles- TBD
- Refine Individual Task Lists (Roles & Responsibilities)- Mark
- Invest in employee review system- 7502
- Develop Succession Plan- Mark Dunn

5) Invest in employee health and safety

Objectives

- Develop a Health & Safety Committee
 - Safety; Facility, Prevention, Behavioral Health, Selfcare, Review Injuries/Accidents, Green Sheets- Chief
- Mirror / Adopt IAFF H and S Program -- Ron B
- Cross Training Program – Ron B
- Identify Support & Fund Mission Specific Training -- TBD



ACHIEVEMENTS 2018

Tubbs <ul style="list-style-type: none"> ■ Fire community outreach ■ Restoring of revenue ■ AAR 	1401 Blending <ul style="list-style-type: none"> ■ All to 1401 ■ New MOU Consolidation of	Social media presence (Nixle, FB, Open house & coffee with the FFs	RFPs BOD restructure Added OES
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<ul style="list-style-type: none"> ■ Congressman Thompson Public Recognition <p>Annexations/Mergers, Municipal Service Reviews</p> <p>Guiding Principles Works Shop / Gathering Holiday Inn</p> <p>New Guiding Principles, Values, and Mission</p> <p>New branding</p> <ul style="list-style-type: none"> ■ Patch ■ Logo ■ Station signs ■ Stationary <p>Stations</p> <ul style="list-style-type: none"> ■ Bathroom upgrade ■ Facility assessment study ■ ROOF! ■ Septic ■ Well water/boil water ■ Plans St. 6 <p>Chiefs to NFA</p> <p>New "best practices" purchase policies</p> <p>Badge pinning events</p> <p>Chiefs volunteer dinner</p>	<p>timecards, Lexipol, Firehouse, Zendesk....</p> <p>Hiring</p> <ul style="list-style-type: none"> ■ Hiring process ■ Volunteers ■ Apprentice ■ Admin Assistant ■ Finance Manager <p>Full blown fire academy</p> <p>RED FLAGS!</p> <p>New organization Chart</p> <p>Promotions</p> <ul style="list-style-type: none"> ■ Promotional processes ■ Engineer ■ Captain ■ Acting Captains and Battalions ■ Battalion Chiefs (ABC, Fire Marshal, Training) ■ Deputy Fire Marshal ■ Executive Assistant ■ Deputy Chief <p>County financing (\$1.5)</p> <p>SSS events</p> <p>52 volunteer drills</p> <p>Kincade blows into district</p> <p>Post- Kincade community</p>	<p>Dozens of presentations (Rotary, Town Council, HOAs, social groups, etc.</p> <p>Upstaffing procedures</p> <p>Updated ESZs</p> <p>New uniforms (Class A, duel compliant pants)</p> <p>Server upgrade</p> <p>Weekly staff meetings</p> <p>New standardized company standards</p> <p>Grants</p> <ul style="list-style-type: none"> ■ SCBAs! <p>Hire back / OT policy</p> <p>Historic BOD meeting</p> <p>Historic weather events</p> <p>Associations (Cal Chiefs, Sonoma Chiefs, Sonoma FPOs /Arson Task Force, Ops Section)</p> <p>Updated all apparatus</p> <p>Standardization (hose, equipment)</p> <p>Upgraded radios/pagers</p>	<p>Kincade AAR</p> <p>NEW Municipal Services Review (Russian River, Bodega)</p> <p>Measure G</p> <p>Airport emergency planning</p> <p>Upgraded BC7 and Staff vehicles</p> <p>New Vol. policy</p> <p>New job descriptions</p> <p>Significant calls</p> <ul style="list-style-type: none"> ■ Redwood Hill ■ Junk Yard ■ SMART Crash <p>Huge academy graduation</p> <p>Fund raising</p> <p>Major Fires (Redwood Hill, Junk Yard, etc.)</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
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**Managers Retreat
January 20 and 21, 2020
St. Helena, CA**





Sonoma County Fire District
Board of Directors
Staff Report

Date: 5/19/20

Topic: Funding for capital improvement needs.

Recommendation:

Provide direction to Staff to proceed with securing the most appropriate financing tool for current and future capital purchase funding needs.

Financial Impact:

As identified in the Brandis Tallman LLC options.

Background:

The District needs to make capital purchases to adhere to a fleet replacement schedule and needs to move forward with the replacement of the Todd Road and Guerneville fire stations. Both projects will involve the need to expend a significant amount of funds.

Due to the current economic climate, the prospect of borrowing money is a preferable option due to the very low interest rates and financing options being provided. The proposed options provide inexpensive funding options and the ability to project and plan for annual budget impacts.

Attachments:

1. Real property lease financing analysis.
2. Equipment financing analysis.



22 Battery Street
Suite 500
San Francisco, CA 94111

Phone: 415-912-5630
Fax: 415-912-5636
www.brandistallman.com

April 15, 2020

Terri Bolduc, Finance Manager
Sonoma County Fire District
8200 Old Redwood Highway
Windsor, CA 95492

**RE: Sonoma County Fire District
2020 Certificates of Participation / Lease Purchase Agreement**

Thank you for the opportunity to provide this information to you and the Sonoma County Fire District (the "District"). We have prepared a direct placement and a public offering real property lease financing analysis for the District's consideration. For this type of financing, an asset with an insured value equal to or greater than the financing amount would be used as the subject of the lease. A summary of the financing results, as well as full sets of numbers, are attached.

We prepared this information as a placement agent or an underwriter and not as a municipal advisor. As such, we are obligated to provide the following disclosures:

We prepared the attached materials that consist of factual or general information (as defined in the SEC's Municipal Advisor Rules). We are not hereby providing any advice or making any recommendation as to action concerning the structure, timing or terms of any issuance of municipal securities or financial products. To the extent that we provided any alternatives, options, calculations or examples in the attached information, such information is not intended to express any view that the District could achieve the particular results, and the alternatives, options, calculation or examples do not constitute a recommendation that you should effect any municipal securities transaction. Brandis Tallman is providing this information in the regulatory framework of MSRB Rule G-23 as an underwriter or placement agent and not as a financial advisor. The primary role of an underwriter or placement agent is to purchase securities for resale to investors in an arm's-length commercial transaction. Serving in this role, we have financial and other interests that differ from those of the District. Brandis Tallman is acting in its own interests, and not as the District municipal advisor and does not owe a fiduciary duty pursuant to Section 15B of the Securities Exchange Act of 1934. The District should consult with its own financial, legal, accounting, tax and other advisors, as applicable, to the extent you deem appropriate.

We look forward to further discussing these financing models with you.

Best Regards,

Rick Brandis

Nicki Tallman

SONOMA COUNTY FIRE DISTRICT
 2020 Certificates of Participation/Lease Purchase Agreement
 Summary of Preliminary Financing Results
 April 15, 2020



	<i>Direct Placement</i>		<i>Public Offering (Assumes A U/L, Insured)</i>	
	15-Year Financing	20-Year Financing	20-Year Financing	30-Year Financing
Project Fund	13,000,000	13,000,000	13,000,000	13,000,000
Costs of Issuance	125,000	125,000	442,091	465,197
Net Premium	N/A	N/A	(1,227,091)	(770,197)
Par Amount	13,125,000	13,125,000	12,215,000	12,695,000
Average Fiscal Year Debt Service	1,069,940	875,560	890,640	715,038
Total Debt Service	15,977,301	17,452,650	17,785,363	21,365,539
Arbitrage Yield (1)	2.65%	2.95%	2.68%	3.14%
All-In True Interest Cost (1) (2)	2.78%	3.06%	3.21%	3.58%
Final Maturity	June 1, 2035	June 1, 2040	June 1, 2040	June 1, 2050

(1) Interest rates as of April 13, 2020. Rates are preliminary and subject to change with market conditions.

(2) Includes all financing costs.

Sources and Uses of Funds
Sonoma County Fire District
2020 Lease Purchase Agreement
15-Year Private Placement

Sources:

Bond Proceeds:		
	Par Amount	13,125,000.00
		<u>13,125,000.00</u>

Uses:

Project Fund Deposits:		
	Project Fund	13,000,000.00
Delivery Date Expenses:		
	Cost of Issuance	125,000.00
		<u>13,125,000.00</u>

Cost of Issuance
Sonoma County Fire District
2020 Lease Purchase Agreement
15-Year Private Placement

<u>Cost of Issuance</u>	<u>Amount</u>
Other Cost of Issuance	125,000.00
	<u>125,000.00</u>

Bond Summary Statistics
 Sonoma County Fire District
 2020 Lease Purchase Agreement
 15-Year Private Placement

Dated Date	6/25/2020
Delivery Date	6/25/2020
Last Maturity	6/1/2035
Arbitrage Yield	2.650140%
True Interest Cost (TIC)	2.650140%
Net Interest Cost (NIC)	2.650000%
All-In TIC	2.784603%
Average Coupon	2.650000%
Average Life (years)	8.201
Weighted Average Maturity (years)	8.201
Par Amount	13,125,000.00
Bond Proceeds	13,125,000.00
Total Interest	2,852,301.00
Net Interest	2,852,301.00
Total Debt Service	15,977,301.00
Maximum Annual Debt Service	1,070,411.75
Average Annual Debt Service	1,069,908.55
Underwriter's Fees (per \$1000)	
Average Takedown	
Other Fee	

Total Underwriter's Discount	
Bid Price	100.000000

Bond Component	Par Value	Price	Average Coupon	Average Life
Bond Component	13,125,000.00	100.000	2.650%	8.201
	13,125,000.00			8.201

	TIC	All-In TIC	Arbitrage Yield
	-----	-----	-----
Par Value	13,125,000.00	13,125,000.00	13,125,000.00
+ Accrued Interest			
+ Premium (Discount)			
- Underwriter's Discount			
- Cost of Issuance Expense		(125,000.00)	
- Other Amounts			
	-----	-----	-----
Target Value	13,125,000.00	13,000,000.00	13,125,000.00
Target Date	6/25/2020	6/25/2020	6/25/2020
Yield	2.650140%	2.784603%	2.650140%

Bond Debt Service
 Sonoma County Fire District
 2020 Lease Purchase Agreement
 15-Year Private Placement

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
12/1/2020	339,000	2.650%	150,718.75	489,718.75	
6/1/2021	339,000	2.650%	169,414.50	508,414.50	998,133.25
12/1/2021	372,000	2.650%	164,922.75	536,922.75	
6/1/2022	373,000	2.650%	159,993.75	532,993.75	1,069,916.50
12/1/2022	382,000	2.650%	155,051.50	537,051.50	
6/1/2023	383,000	2.650%	149,990.00	532,990.00	1,070,041.50
12/1/2023	392,000	2.650%	144,915.25	536,915.25	
6/1/2024	393,000	2.650%	139,721.25	532,721.25	1,069,636.50
12/1/2024	403,000	2.650%	134,514.00	537,514.00	
6/1/2025	403,000	2.650%	129,174.25	532,174.25	1,069,688.25
12/1/2025	414,000	2.650%	123,834.50	537,834.50	
6/1/2026	414,000	2.650%	118,349.00	532,349.00	1,070,183.50
12/1/2026	425,000	2.650%	112,863.50	537,863.50	
6/1/2027	425,000	2.650%	107,232.25	532,232.25	1,070,095.75
12/1/2027	437,000	2.650%	101,601.00	538,601.00	
6/1/2028	436,000	2.650%	95,810.75	531,810.75	1,070,411.75
12/1/2028	448,000	2.650%	90,033.75	538,033.75	
6/1/2029	448,000	2.650%	84,097.75	532,097.75	1,070,131.50
12/1/2029	460,000	2.650%	78,161.75	538,161.75	
6/1/2030	460,000	2.650%	72,066.75	532,066.75	1,070,228.50
12/1/2030	472,000	2.650%	65,971.75	537,971.75	
6/1/2031	472,000	2.650%	59,717.75	531,717.75	1,069,689.50
12/1/2031	484,000	2.650%	53,463.75	537,463.75	
6/1/2032	485,000	2.650%	47,050.75	532,050.75	1,069,514.50
12/1/2032	497,000	2.650%	40,624.50	537,624.50	
6/1/2033	498,000	2.650%	34,039.25	532,039.25	1,069,663.75
12/1/2033	511,000	2.650%	27,440.75	538,440.75	
6/1/2034	511,000	2.650%	20,670.00	531,670.00	1,070,110.75
12/1/2034	524,000	2.650%	13,899.25	537,899.25	
6/1/2035	525,000	2.650%	6,956.25	531,956.25	1,069,855.50
	13,125,000		2,852,301.00	15,977,301.00	15,977,301.00

Sources and Uses of Funds
Sonoma County Fire District
2020 Lease Purchase Agreement
20-Year Private Placement

Sources:

Bond Proceeds:		
	Par Amount	13,125,000.00
		<u>13,125,000.00</u>

Uses:

Project Fund Deposits:		
	Project Fund	13,000,000.00
Delivery Date Expenses:		
	Cost of Issuance	125,000.00
		<u>13,125,000.00</u>

Cost of Issuance
Sonoma County Fire District
2020 Lease Purchase Agreement
20-Year Private Placement

<u>Cost of Issuance</u>	<u>Amount</u>
<u>Other Cost of Issuance</u>	<u>125,000.00</u>
	<u>125,000.00</u>

Bond Summary Statistics
 Sonoma County Fire District
 2020 Lease Purchase Agreement
 20-Year Private Placement

Dated Date	6/25/2020
Delivery Date	6/25/2020
Last Maturity	6/1/2040
Arbitrage Yield	2.950135%
True Interest Cost (TIC)	2.950135%
Net Interest Cost (NIC)	2.950000%
All-In TIC	3.055335%
Average Coupon	2.950000%
Average Life (years)	11.177
Weighted Average Maturity (years)	11.177
Par Amount	13,125,000.00
Bond Proceeds	13,125,000.00
Total Interest	4,327,650.00
Net Interest	4,327,650.00
Total Debt Service	17,452,650.00
Maximum Annual Debt Service	875,953.75
Average Annual Debt Service	875,551.00
Underwriter's Fees (per \$1000)	
Average Takedown	
Other Fee	

Total Underwriter's Discount	
Bid Price	100.000000

Bond Component	Par Value	Price	Average Coupon	Average Life
Bond Component	13,125,000.00	100.000	2.950%	11.177
	13,125,000.00			11.177

	TIC	All-In TIC	Arbitrage Yield
	-----	-----	-----
Par Value	13,125,000.00	13,125,000.00	13,125,000.00
+ Accrued Interest			
+ Premium (Discount)			
- Underwriter's Discount			
- Cost of Issuance Expense		(125,000.00)	
- Other Amounts			
	-----	-----	-----
Target Value	13,125,000.00	13,000,000.00	13,125,000.00
Target Date	6/25/2020	6/25/2020	6/25/2020
Yield	2.950135%	3.055335%	2.950135%

Bond Debt Service
 Sonoma County Fire District
 2020 Lease Purchase Agreement
 20-Year Private Placement

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
12/1/2020	229,000	2.950%	167,781.25	396,781.25	
6/1/2021	230,000	2.950%	190,216.00	420,216.00	816,997.25
12/1/2021	253,000	2.950%	186,823.50	439,823.50	
6/1/2022	253,000	2.950%	183,091.75	436,091.75	875,915.25
12/1/2022	261,000	2.950%	179,360.00	440,360.00	
6/1/2023	260,000	2.950%	175,510.25	435,510.25	875,870.25
12/1/2023	268,000	2.950%	171,675.25	439,675.25	
6/1/2024	268,000	2.950%	167,722.25	435,722.25	875,397.50
12/1/2024	276,000	2.950%	163,769.25	439,769.25	
6/1/2025	276,000	2.950%	159,698.25	435,698.25	875,467.50
12/1/2025	284,000	2.950%	155,627.25	439,627.25	
6/1/2026	284,000	2.950%	151,438.25	435,438.25	875,065.50
12/1/2026	292,000	2.950%	147,249.25	439,249.25	
6/1/2027	293,000	2.950%	142,942.25	435,942.25	875,191.50
12/1/2027	302,000	2.950%	138,620.50	440,620.50	
6/1/2028	301,000	2.950%	134,166.00	435,166.00	875,786.50
12/1/2028	311,000	2.950%	129,726.25	440,726.25	
6/1/2029	310,000	2.950%	125,139.00	435,139.00	875,865.25
12/1/2029	319,000	2.950%	120,566.50	439,566.50	
6/1/2030	320,000	2.950%	115,861.25	435,861.25	875,427.75
12/1/2030	329,000	2.950%	111,141.25	440,141.25	
6/1/2031	329,000	2.950%	106,288.50	435,288.50	875,429.75
12/1/2031	339,000	2.950%	101,435.75	440,435.75	
6/1/2032	339,000	2.950%	96,435.50	435,435.50	875,871.25
12/1/2032	349,000	2.950%	91,435.25	440,435.25	
6/1/2033	349,000	2.950%	86,287.50	435,287.50	875,722.75
12/1/2033	359,000	2.950%	81,139.75	440,139.75	
6/1/2034	359,000	2.950%	75,844.50	434,844.50	874,984.25
12/1/2034	369,000	2.950%	70,549.25	439,549.25	
6/1/2035	371,000	2.950%	65,106.50	436,106.50	875,655.75
12/1/2035	381,000	2.950%	59,634.25	440,634.25	
6/1/2036	381,000	2.950%	54,014.50	435,014.50	875,648.75
12/1/2036	392,000	2.950%	48,394.75	440,394.75	
6/1/2037	392,000	2.950%	42,612.75	434,612.75	875,007.50
12/1/2037	404,000	2.950%	36,830.75	440,830.75	
6/1/2038	404,000	2.950%	30,871.75	434,871.75	875,702.50
12/1/2038	416,000	2.950%	24,912.75	440,912.75	
6/1/2039	416,000	2.950%	18,776.75	434,776.75	875,689.50
12/1/2039	429,000	2.950%	12,640.75	441,640.75	
6/1/2040	428,000	2.950%	6,313.00	434,313.00	875,953.75
	13,125,000		4,327,650.00	17,452,650.00	17,452,650.00

Sources and Uses of Funds
 Sonoma County Fire District
 2020 Certificates of Participation
 Assumes A (U/L), Insured
 20-Year Financing

Sources:

Bond Proceeds:		
Par Amount		12,215,000.00
Net Premium		1,227,090.70
		<u>13,442,090.70</u>

Uses:

Project Fund Deposits:		
Project Fund		13,000,000.00
Delivery Date Expenses:		
Cost of Issuance		225,000.00
Underwriter's Discount		122,150.00
Bond Insurance (Est. 45bps of total debt service)		80,034.13
Surety (Est. 4% of reserve requirement)		14,011.53
		<u>441,195.66</u>
Other Uses of Funds:		
Additional Proceeds		895.04
		<u>13,442,090.70</u>

Cost of Issuance
Sonoma County Fire District
2020 Certificates of Participation
Assumes A (U/L), Insured
20-Year Financing

<u>Cost of Issuance</u>	<u>Amount</u>
Other Cost of Issuance	225,000.00
	<u>225,000.00</u>

Bond Summary Statistics
 Sonoma County Fire District
 2020 Certificates of Participation
 Assumes A (U/L), Insured
 20-Year Financing

Dated Date	7/15/2020
Delivery Date	7/15/2020
Last Maturity	6/1/2040
Arbitrage Yield	2.677142%
True Interest Cost (TIC)	2.950510%
Net Interest Cost (NIC)	3.121755%
All-In TIC	3.213976%
Average Coupon	3.894213%
Average Life (years)	11.710
Weighted Average Maturity (years)	11.660
Par Amount	12,215,000.00
Bond Proceeds	13,442,090.70
Total Interest	5,570,362.64
Net Interest	4,465,421.94
Total Debt Service	17,785,362.64
Maximum Annual Debt Service	897,187.50
Average Annual Debt Service	894,735.96
Underwriter's Fees (per \$1000)	
Average Takedown	
Other Fee	10.000000

Total Underwriter's Discount	10.000000
Bid Price	109.045769

Bond Component	Par Value	Price	Average Coupon	Average Life
Bond Component	12,215,000.00	110.046	3.894%	11.710
	12,215,000.00			11.710

	TIC	All-In TIC	Arbitrage Yield
Par Value	12,215,000.00	12,215,000.00	12,215,000.00
+ Accrued Interest			
+ Premium (Discount)	1,227,090.70	1,227,090.70	1,227,090.70
- Underwriter's Discount	(122,150.00)	(122,150.00)	
- Cost of Issuance Expense		(225,000.00)	
- Other Amounts		(94,045.66)	(94,045.66)
Target Value	13,319,940.70	13,000,895.04	13,348,045.04
Target Date	7/15/2020	7/15/2020	7/15/2020
Yield	2.950510%	3.213976%	2.677142%

Bond Pricing
 Sonoma County Fire District
 2020 Certificates of Participation
 Assumes A (U/L), Insured
 20-Year Financing

Bond Component	Maturity Date	Amount	Rate	Yield	Price	Yield to Maturity	Call Date	Call Price	Premium (-Discount)
Bond Component:									
	6/1/2021	365,000	4.000%	1.690%	102.002				7,307.30
	6/1/2022	430,000	4.000%	1.750%	104.136				17,784.80
	6/1/2023	445,000	4.000%	1.780%	106.199				27,585.55
	6/1/2024	465,000	4.000%	1.780%	108.281				38,506.65
	6/1/2025	480,000	4.000%	1.800%	110.227				49,089.60
	6/1/2026	500,000	4.000%	1.840%	111.979				59,895.00
	6/1/2027	520,000	4.000%	1.880%	113.615				70,798.00
	6/1/2028	540,000	4.000%	1.940%	114.980				80,892.00
	6/1/2029	565,000	4.000%	2.050%	115.752				88,998.80
	6/1/2030	585,000	4.000%	2.140%	116.479				96,402.15
	6/1/2031	610,000	4.000%	2.260%	115.324 C	2.391%	6/1/2030	100.000	93,476.40
	6/1/2032	635,000	4.000%	2.410%	113.899 C	2.630%	6/1/2030	100.000	88,258.65
	6/1/2033	660,000	4.000%	2.560%	112.495 C	2.835%	6/1/2030	100.000	82,467.00
	6/1/2034	685,000	4.000%	2.650%	111.662 C	2.968%	6/1/2030	100.000	79,884.70
	6/1/2035	715,000	4.000%	2.700%	111.203 C	3.057%	6/1/2030	100.000	80,101.45
	6/1/2036	740,000	4.000%	2.810%	110.199 C	3.177%	6/1/2030	100.000	75,472.60
	6/1/2037	770,000	4.000%	2.870%	109.656 C	3.252%	6/1/2030	100.000	74,351.20
	6/1/2038	800,000	4.000%	2.910%	109.296 C	3.307%	6/1/2030	100.000	74,368.00
	6/1/2039	835,000	4.000%	2.950%	108.937 C	3.357%	6/1/2030	100.000	74,623.95
	6/1/2040	870,000	3.125%	3.390%	96.187				(33,173.10)
		12,215,000							1,227,090.70

Dated Date	7/15/2020	
Delivery Date	7/15/2020	
First Coupon	12/1/2020	
Par Amount	12,215,000.00	
Premium	1,227,090.70	

Production	13,442,090.70	110.045769%
Underwriter's Discount	(122,150.00)	(1.000000)

Purchase Price	13,319,940.70	109.045769%
Accrued Interest		

Net Proceeds	13,319,940.70	

Bond Debt Service
 Sonoma County Fire District
 2020 Certificates of Participation
 Assumes A (U/L), Insured
 20-Year Financing

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
12/1/2020			181,706.39	181,706.39	
6/1/2021	365,000	4.000%	240,493.75	605,493.75	787,200.14
12/1/2021			233,193.75	233,193.75	
6/1/2022	430,000	4.000%	233,193.75	663,193.75	896,387.50
12/1/2022			224,593.75	224,593.75	
6/1/2023	445,000	4.000%	224,593.75	669,593.75	894,187.50
12/1/2023			215,693.75	215,693.75	
6/1/2024	465,000	4.000%	215,693.75	680,693.75	896,387.50
12/1/2024			206,393.75	206,393.75	
6/1/2025	480,000	4.000%	206,393.75	686,393.75	892,787.50
12/1/2025			196,793.75	196,793.75	
6/1/2026	500,000	4.000%	196,793.75	696,793.75	893,587.50
12/1/2026			186,793.75	186,793.75	
6/1/2027	520,000	4.000%	186,793.75	706,793.75	893,587.50
12/1/2027			176,393.75	176,393.75	
6/1/2028	540,000	4.000%	176,393.75	716,393.75	892,787.50
12/1/2028			165,593.75	165,593.75	
6/1/2029	565,000	4.000%	165,593.75	730,593.75	896,187.50
12/1/2029			154,293.75	154,293.75	
6/1/2030	585,000	4.000%	154,293.75	739,293.75	893,587.50
12/1/2030			142,593.75	142,593.75	
6/1/2031	610,000	4.000%	142,593.75	752,593.75	895,187.50
12/1/2031			130,393.75	130,393.75	
6/1/2032	635,000	4.000%	130,393.75	765,393.75	895,787.50
12/1/2032			117,693.75	117,693.75	
6/1/2033	660,000	4.000%	117,693.75	777,693.75	895,387.50
12/1/2033			104,493.75	104,493.75	
6/1/2034	685,000	4.000%	104,493.75	789,493.75	893,987.50
12/1/2034			90,793.75	90,793.75	
6/1/2035	715,000	4.000%	90,793.75	805,793.75	896,587.50
12/1/2035			76,493.75	76,493.75	
6/1/2036	740,000	4.000%	76,493.75	816,493.75	892,987.50
12/1/2036			61,693.75	61,693.75	
6/1/2037	770,000	4.000%	61,693.75	831,693.75	893,387.50
12/1/2037			46,293.75	46,293.75	
6/1/2038	800,000	4.000%	46,293.75	846,293.75	892,587.50
12/1/2038			30,293.75	30,293.75	
6/1/2039	835,000	4.000%	30,293.75	865,293.75	895,587.50
12/1/2039			13,593.75	13,593.75	
6/1/2040	870,000	3.125%	13,593.75	883,593.75	897,187.50
	12,215,000		5,570,362.64	17,785,362.64	17,785,362.64

Sources and Uses of Funds
Sonoma County Fire District
2020 Certificates of Participation
Assumes A (U/L), Insured
30-Year Financing

Sources:

Bond Proceeds:		
	Par Amount	12,695,000.00
	Net Premium	770,197.20
		<hr/>
		13,465,197.20
		<hr/>

Uses:

Project Fund Deposits:		
	Project Fund	13,000,000.00
Delivery Date Expenses:		
	Cost of Issuance	225,000.00
	Underwriter's Discount	126,950.00
	Bond Insurance (Est. 45bps of total debt service)	96,144.93
	Surety (Est. 4% of reserve requirement)	14,510.01
		<hr/>
		462,604.94
Other Uses of Funds:		
	Additional Proceeds	2,592.26
		<hr/>
		13,465,197.20
		<hr/>

Cost of Issuance
Sonoma County Fire District
2020 Certificates of Participation
Assumes A (U/L), Insured
30-Year Financing

<u>Cost of Issuance</u>	<u>Amount</u>
Other Cost of Issuance	225,000.00
	<u>225,000.00</u>

Bond Summary Statistics
 Sonoma County Fire District
 2020 Certificates of Participation
 Assumes A (U/L), Insured
 30-Year Financing

Dated Date	7/15/2020
Delivery Date	7/15/2020
Last Maturity	6/1/2050
Arbitrage Yield	3.140983%
True Interest Cost (TIC)	3.372697%
Net Interest Cost (NIC)	3.484697%
All-In TIC	3.575448%
Average Coupon	3.763935%
Average Life (years)	18.146
Weighted Average Maturity (years)	17.895
Par Amount	12,695,000.00
Bond Proceeds	13,465,197.20
Total Interest	8,670,539.43
Net Interest	8,027,292.23
Total Debt Service	21,365,539.43
Maximum Annual Debt Service	717,600.00
Average Annual Debt Service	715,098.01
Underwriter's Fees (per \$1000)	
Average Takedown	
Other Fee	10.000000
Total Underwriter's Discount	10.000000
Bid Price	105.066933

Bond Component	Par Value	Price	Average Coupon	Average Life
Bond Component	6,840,000.00	110.051	3.895%	11.705
2045 Term	2,670,000.00	95.386	3.250%	22.943
2050 Term	3,185,000.00	106.464	4.000%	27.956
	12,695,000.00			18.146

	TIC	All-In TIC	Arbitrage Yield
Par Value	12,695,000.00	12,695,000.00	12,695,000.00
+ Accrued Interest			
+ Premium (Discount)	770,197.20	770,197.20	770,197.20
- Underwriter's Discount	(126,950.00)	(126,950.00)	
- Cost of Issuance Expense		(225,000.00)	
- Other Amounts		(110,654.94)	(110,654.94)
Target Value	13,338,247.20	13,002,592.26	13,354,542.26
Target Date	7/15/2020	7/15/2020	7/15/2020
Yield	3.372697%	3.575448%	3.140983%

Bond Pricing
 Sonoma County Fire District
 2020 Certificates of Participation
 Assumes A (U/L), Insured
 30-Year Financing

Bond Component	Maturity Date	Amount	Rate	Yield	Price	Yield to Maturity	Call Date	Call Price	Premium (-Discount)
Bond Component:									
	6/1/2021	205,000	4.000%	1.690%	102.002				4,104.10
	6/1/2022	240,000	4.000%	1.750%	104.136				9,926.40
	6/1/2023	250,000	4.000%	1.780%	106.199				15,497.50
	6/1/2024	260,000	4.000%	1.780%	108.281				21,530.60
	6/1/2025	270,000	4.000%	1.800%	110.227				27,612.90
	6/1/2026	280,000	4.000%	1.840%	111.979				33,541.20
	6/1/2027	290,000	4.000%	1.880%	113.615				39,483.50
	6/1/2028	305,000	4.000%	1.940%	114.980				45,689.00
	6/1/2029	315,000	4.000%	2.050%	115.752				49,618.80
	6/1/2030	330,000	4.000%	2.140%	116.479				54,380.70
	6/1/2031	340,000	4.000%	2.260%	115.324 C	2.391%	6/1/2030	100.000	52,101.60
	6/1/2032	355,000	4.000%	2.410%	113.899 C	2.630%	6/1/2030	100.000	49,341.45
	6/1/2033	370,000	4.000%	2.560%	112.495 C	2.835%	6/1/2030	100.000	46,231.50
	6/1/2034	385,000	4.000%	2.650%	111.662 C	2.968%	6/1/2030	100.000	44,898.70
	6/1/2035	400,000	4.000%	2.700%	111.203 C	3.057%	6/1/2030	100.000	44,812.00
	6/1/2036	415,000	4.000%	2.810%	110.199 C	3.177%	6/1/2030	100.000	42,325.85
	6/1/2037	430,000	4.000%	2.870%	109.656 C	3.252%	6/1/2030	100.000	41,520.80
	6/1/2038	450,000	4.000%	2.910%	109.296 C	3.307%	6/1/2030	100.000	41,832.00
	6/1/2039	465,000	4.000%	2.950%	108.937 C	3.357%	6/1/2030	100.000	41,557.05
	6/1/2040	485,000	3.125%	3.390%	96.187				(18,493.05)
		6,840,000							687,512.60
2045 Term:									
	6/1/2041	500,000	3.250%	3.530%	95.386				(23,070.00)
	6/1/2042	515,000	3.250%	3.530%	95.386				(23,762.10)
	6/1/2043	535,000	3.250%	3.530%	95.386				(24,684.90)
	6/1/2044	550,000	3.250%	3.530%	95.386				(25,377.00)
	6/1/2045	570,000	3.250%	3.530%	95.386				(26,299.80)
		2,670,000							(123,193.80)
2050 Term:									
	6/1/2046	590,000	4.000%	3.230%	106.464 C	3.643%	6/1/2030	100.000	38,137.60
	6/1/2047	610,000	4.000%	3.230%	106.464 C	3.643%	6/1/2030	100.000	39,430.40
	6/1/2048	635,000	4.000%	3.230%	106.464 C	3.643%	6/1/2030	100.000	41,046.40
	6/1/2049	660,000	4.000%	3.230%	106.464 C	3.643%	6/1/2030	100.000	42,662.40
	6/1/2050	690,000	4.000%	3.230%	106.464 C	3.643%	6/1/2030	100.000	44,601.60
		3,185,000							205,878.40
		12,695,000							770,197.20

Dated Date 7/15/2020
 Delivery Date 7/15/2020
 First Coupon 12/1/2020

Par Amount 12,695,000.00
 Premium 770,197.20

Bond Pricing
Sonoma County Fire District
2020 Certificates of Participation
Assumes A (U/L), Insured
30-Year Financing

Production	13,465,197.20	106.066933%
Underwriter's Discount	(126,950.00)	(1.000000)

Purchase Price	13,338,247.20	105.066933%
Accrued Interest		

Net Proceeds	13,338,247.20	

Bond Debt Service
 Sonoma County Fire District
 2020 Certificates of Participation
 Assumes A (U/L), Insured
 30-Year Financing

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
12/1/2020			182,667.36	182,667.36	
6/1/2021	205,000	4.000%	241,765.63	446,765.63	629,432.99
12/1/2021			237,665.63	237,665.63	
6/1/2022	240,000	4.000%	237,665.63	477,665.63	715,331.26
12/1/2022			232,865.63	232,865.63	
6/1/2023	250,000	4.000%	232,865.63	482,865.63	715,731.26
12/1/2023			227,865.63	227,865.63	
6/1/2024	260,000	4.000%	227,865.63	487,865.63	715,731.26
12/1/2024			222,665.63	222,665.63	
6/1/2025	270,000	4.000%	222,665.63	492,665.63	715,331.26
12/1/2025			217,265.63	217,265.63	
6/1/2026	280,000	4.000%	217,265.63	497,265.63	714,531.26
12/1/2026			211,665.63	211,665.63	
6/1/2027	290,000	4.000%	211,665.63	501,665.63	713,331.26
12/1/2027			205,865.63	205,865.63	
6/1/2028	305,000	4.000%	205,865.63	510,865.63	716,731.26
12/1/2028			199,765.63	199,765.63	
6/1/2029	315,000	4.000%	199,765.63	514,765.63	714,531.26
12/1/2029			193,465.63	193,465.63	
6/1/2030	330,000	4.000%	193,465.63	523,465.63	716,931.26
12/1/2030			186,865.63	186,865.63	
6/1/2031	340,000	4.000%	186,865.63	526,865.63	713,731.26
12/1/2031			180,065.63	180,065.63	
6/1/2032	355,000	4.000%	180,065.63	535,065.63	715,131.26
12/1/2032			172,965.63	172,965.63	
6/1/2033	370,000	4.000%	172,965.63	542,965.63	715,931.26
12/1/2033			165,565.63	165,565.63	
6/1/2034	385,000	4.000%	165,565.63	550,565.63	716,131.26
12/1/2034			157,865.63	157,865.63	
6/1/2035	400,000	4.000%	157,865.63	557,865.63	715,731.26
12/1/2035			149,865.63	149,865.63	
6/1/2036	415,000	4.000%	149,865.63	564,865.63	714,731.26
12/1/2036			141,565.63	141,565.63	
6/1/2037	430,000	4.000%	141,565.63	571,565.63	713,131.26
12/1/2037			132,965.63	132,965.63	
6/1/2038	450,000	4.000%	132,965.63	582,965.63	715,931.26
12/1/2038			123,965.63	123,965.63	
6/1/2039	465,000	4.000%	123,965.63	588,965.63	712,931.26
12/1/2039			114,665.63	114,665.63	
6/1/2040	485,000	3.125%	114,665.63	599,665.63	714,331.26
12/1/2040			107,087.50	107,087.50	
6/1/2041	500,000	3.250%	107,087.50	607,087.50	714,175.00
12/1/2041			98,962.50	98,962.50	
6/1/2042	515,000	3.250%	98,962.50	613,962.50	712,925.00
12/1/2042			90,593.75	90,593.75	
6/1/2043	535,000	3.250%	90,593.75	625,593.75	716,187.50
12/1/2043			81,900.00	81,900.00	
6/1/2044	550,000	3.250%	81,900.00	631,900.00	713,800.00

Bond Debt Service
 Sonoma County Fire District
 2020 Certificates of Participation
 Assumes A (U/L), Insured
 30-Year Financing

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
12/1/2044			72,962.50	72,962.50	
6/1/2045	570,000	3.250%	72,962.50	642,962.50	715,925.00
12/1/2045			63,700.00	63,700.00	
6/1/2046	590,000	4.000%	63,700.00	653,700.00	717,400.00
12/1/2046			51,900.00	51,900.00	
6/1/2047	610,000	4.000%	51,900.00	661,900.00	713,800.00
12/1/2047			39,700.00	39,700.00	
6/1/2048	635,000	4.000%	39,700.00	674,700.00	714,400.00
12/1/2048			27,000.00	27,000.00	
6/1/2049	660,000	4.000%	27,000.00	687,000.00	714,000.00
12/1/2049			13,800.00	13,800.00	
6/1/2050	690,000	4.000%	13,800.00	703,800.00	717,600.00
	12,695,000		8,670,539.43	21,365,539.43	21,365,539.43



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San Francisco, CA 94111

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March 27, 2020

Terri Bolduc, Finance Manager
Sonoma County Fire District
8200 Old Redwood Highway
Windsor, CA 95492

**RE: Sonoma County Fire District
2020 Equipment/Apparatus Lease Purchase Agreement**

Thank you for the opportunity to provide this information to you and the Sonoma County Fire District (the "District"). We have prepared a direct placement equipment lease analysis for the District's consideration. A summary of the financing results, as well as full sets of numbers, are attached.

We prepared this information as a placement agent and not as a municipal advisor. As such, we are obligated to provide the following disclosures:

We prepared the attached materials that consist of factual or general information (as defined in the SEC's Municipal Advisor Rules). We are not hereby providing any advice or making any recommendation as to action concerning the structure, timing or terms of any issuance of municipal securities or financial products. To the extent that we provided any alternatives, options, calculations or examples in the attached information, such information is not intended to express any view that the District could achieve the particular results, and the alternatives, options, calculation or examples do not constitute a recommendation that you should effect any municipal securities transaction.

Brandis Tallman is providing this information in the regulatory framework of MSRB Rule G-23 as an underwriter or placement agent and not as a financial advisor. The primary role of an underwriter or placement agent is to purchase securities for resale to investors in an arm's-length commercial transaction. Serving in this role, we have financial and other interests that differ from those of the District. Brandis Tallman is acting in its own interests, and not as the District municipal advisor and does not owe a fiduciary duty pursuant to Section 15B of the Securities Exchange Act of 1934. The District should consult with its own financial, legal, accounting, tax and other advisors, as applicable, to the extent you deem appropriate.

We look forward to further discussing these financing models with you.

Best Regards,

Rick Brandis

Nicki Tallman

SONOMA COUNTY FIRE DISTRICT
2020 Equipment/Apparatus Lease Purchase Agreement
Summary of Financing Results
March 27, 2020



Lease Issue Dated June 1, 2020
Level Debt Service

	Direct Placement	
	5-Year Financing	7-Year Financing
Project Fund	3,500,000	3,500,000
Costs of Issuance	20,380	20,380
Lease Amount	3,520,380	3,520,380
Average Fiscal Year Debt Service	744,974	544,200
Total Debt Service	3,724,870	3,809,403
Arbitrage Yield (1)	2.08%	2.14%
All-In True Interest Cost (1) (2)	2.30%	2.30%

(1) Interest rates as of March 27, 2020. Rates are preliminary and subject to change with market conditions.

(2) Includes all financing costs.

Sources and Uses of Funds
Sonoma County Fire District
2020 Lease Purchase Agreement (5-Year)

Sources:

Bond Proceeds:		
	Par Amount	3,520,380.10
		<u>3,520,380.10</u>

Uses:

Project Fund Deposits:		
	Project Fund	3,500,000.00
Delivery Date Expenses:		
	Cost of Issuance	20,380.10
		<u>3,520,380.10</u>

Cost of Issuance
Sonoma County Fire District
2020 Lease Purchase Agreement (5-Year)

<u>Cost of Issuance</u>	<u>Amount</u>
Placement Agent	17,500.00
CDIAC	880.10
Miscellaneous	2,000.00
	<u>20,380.10</u>

Bond Summary Statistics
 Sonoma County Fire District
 2020 Lease Purchase Agreement (5-Year)

Dated Date	6/1/2020
Delivery Date	6/1/2020
Last Maturity	6/1/2025
Arbitrage Yield	2.080000%
True Interest Cost (TIC)	2.080000%
Net Interest Cost (NIC)	2.080000%
All-In TIC	2.296979%
Average Coupon	2.080000%
Average Life (years)	2.793
Weighted Average Maturity (years)	2.793
Par Amount	3,520,380.10
Bond Proceeds	3,520,380.10
Total Interest	204,490.25
Net Interest	204,490.25
Total Debt Service	3,724,870.35
Maximum Annual Debt Service	744,974.08
Average Annual Debt Service	744,974.07
Underwriter's Fees (per \$1000)	
Average Takedown	
Other Fee	

Total Underwriter's Discount	
Bid Price	100.000000

Bond Component	Par Value	Price	Average Coupon	Average Life
Bond Component	3,520,380.10	100.000	2.080%	2.793
	3,520,380.10			2.793

	TIC	All-In TIC	Arbitrage Yield
	-----	-----	-----
Par Value	3,520,380.10	3,520,380.10	3,520,380.10
+ Accrued Interest			
+ Premium (Discount)			
- Underwriter's Discount			
- Cost of Issuance Expense		(20,380.10)	
- Other Amounts			
	-----	-----	-----
Target Value	3,520,380.10	3,500,000.00	3,520,380.10
Target Date	6/1/2020	6/1/2020	6/1/2020
Yield	2.080000%	2.296979%	2.080000%

Bond Debt Service
Sonoma County Fire District
2020 Lease Purchase Agreement (5-Year)

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
12/1/2020	335,875.08	2.080%	36,611.95	372,487.03	
6/1/2021	339,368.18	2.080%	33,118.85	372,487.03	744,974.06
12/1/2021	342,897.61	2.080%	29,589.42	372,487.03	
6/1/2022	346,463.75	2.080%	26,023.29	372,487.04	744,974.07
12/1/2022	350,066.97	2.080%	22,420.06	372,487.03	
6/1/2023	353,707.67	2.080%	18,779.37	372,487.04	744,974.07
12/1/2023	357,386.23	2.080%	15,100.81	372,487.04	
6/1/2024	361,103.04	2.080%	11,383.99	372,487.03	744,974.07
12/1/2024	364,858.52	2.080%	7,628.52	372,487.04	
6/1/2025	368,653.05	2.080%	3,833.99	372,487.04	744,974.08
	3,520,380.10		204,490.25	3,724,870.35	3,724,870.35

Bond Debt Service
Sonoma County Fire District
2020 Lease Purchase Agreement (5-Year)

<u>Period Ending</u>	<u>Principal</u>	<u>Coupon</u>	<u>Interest</u>	<u>Debt Service</u>
6/1/2021	675,243.26	2.080%	69,730.80	744,974.06
6/1/2022	689,361.36	2.080%	55,612.71	744,974.07
6/1/2023	703,774.64	2.080%	41,199.43	744,974.07
6/1/2024	718,489.27	2.080%	26,484.80	744,974.07
6/1/2025	733,511.57	2.080%	11,462.51	744,974.08
	<u>3,520,380.10</u>		<u>204,490.25</u>	<u>3,724,870.35</u>

Sources and Uses of Funds
Sonoma County Fire District
2020 Lease Purchase Agreement (7-Year)

Sources:

Bond Proceeds:		
	Par Amount	3,520,380.10
		<u>3,520,380.10</u>

Uses:

Project Fund Deposits:		
	Project Fund	3,500,000.00
Delivery Date Expenses:		
	Cost of Issuance	20,380.10
		<u>3,520,380.10</u>

Cost of Issuance
Sonoma County Fire District
2020 Lease Purchase Agreement (7-Year)

<u>Cost of Issuance</u>	<u>Amount</u>
Placement Agent	17,500.00
CDIAC	880.10
Miscellaneous	2,000.00
	<u>20,380.10</u>

Bond Summary Statistics
 Sonoma County Fire District
 2020 Lease Purchase Agreement (7-Year)

Dated Date	6/1/2020
Delivery Date	6/1/2020
Last Maturity	6/1/2027
Arbitrage Yield	2.140000%
True Interest Cost (TIC)	2.140000%
Net Interest Cost (NIC)	2.140000%
All-In TIC	2.300380%
Average Coupon	2.140000%
Average Life (years)	3.836
Weighted Average Maturity (years)	3.836
Par Amount	3,520,380.10
Bond Proceeds	3,520,380.10
Total Interest	289,022.83
Net Interest	289,022.83
Total Debt Service	3,809,402.93
Maximum Annual Debt Service	544,200.42
Average Annual Debt Service	544,200.42
Underwriter's Fees (per \$1000)	
Average Takedown	
Other Fee	-----
Total Underwriter's Discount	
Bid Price	100.000000

Bond Component	Par Value	Price	Average Coupon	Average Life
Bond Component	3,520,380.10	100.000	2.140%	3.836
	3,520,380.10			3.836

	TIC	All-In TIC	Arbitrage Yield
	-----	-----	-----
Par Value	3,520,380.10	3,520,380.10	3,520,380.10
+ Accrued Interest			
+ Premium (Discount)			
- Underwriter's Discount			
- Cost of Issuance Expense		(20,380.10)	
- Other Amounts			
Target Value	3,520,380.10	3,500,000.00	3,520,380.10
Target Date	6/1/2020	6/1/2020	6/1/2020
Yield	2.140000%	2.300380%	2.140000%

Bond Debt Service
 Sonoma County Fire District
 2020 Lease Purchase Agreement (7-Year)

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
12/1/2020	234,432.14	2.140%	37,668.07	272,100.21	
6/1/2021	236,940.56	2.140%	35,159.64	272,100.20	544,200.41
12/1/2021	239,475.83	2.140%	32,624.38	272,100.21	
6/1/2022	242,038.22	2.140%	30,061.99	272,100.21	544,200.42
12/1/2022	244,628.03	2.140%	27,472.18	272,100.21	
6/1/2023	247,245.55	2.140%	24,854.66	272,100.21	544,200.42
12/1/2023	249,891.08	2.140%	22,209.13	272,100.21	
6/1/2024	252,564.91	2.140%	19,535.30	272,100.21	544,200.42
12/1/2024	255,267.36	2.140%	16,832.85	272,100.21	
6/1/2025	257,998.72	2.140%	14,101.49	272,100.21	544,200.42
12/1/2025	260,759.30	2.140%	11,340.91	272,100.21	
6/1/2026	263,549.43	2.140%	8,550.78	272,100.21	544,200.42
12/1/2026	266,369.41	2.140%	5,730.80	272,100.21	
6/1/2027	269,219.56	2.140%	2,880.65	272,100.21	544,200.42
	3,520,380.10		289,022.83	3,809,402.93	3,809,402.93

Bond Debt Service
Sonoma County Fire District
2020 Lease Purchase Agreement (7-Year)

<u>Period Ending</u>	<u>Principal</u>	<u>Coupon</u>	<u>Interest</u>	<u>Debt Service</u>
6/1/2021	471,372.70	2.140%	72,827.71	544,200.41
6/1/2022	481,514.05	2.140%	62,686.37	544,200.42
6/1/2023	491,873.58	2.140%	52,326.84	544,200.42
6/1/2024	502,455.99	2.140%	41,744.43	544,200.42
6/1/2025	513,266.08	2.140%	30,934.34	544,200.42
6/1/2026	524,308.73	2.140%	19,891.69	544,200.42
6/1/2027	535,588.97	2.140%	8,611.45	544,200.42
	<u>3,520,380.10</u>		<u>289,022.83</u>	<u>3,809,402.93</u>