



# Novato Fire District Board of Directors

Special Finance Committee Meeting Agenda

May 12, 2026, at 9:00 am

Location: Administration Building and Via Zoom

95 Rowland Way, Novato, CA 94945

Website: [www.novatofire.org](http://www.novatofire.org)

ATTENTION: This will be an in-person meeting of the Board of Directors; however, any interested member of the public may participate virtually and/or telephonically by utilizing the dial-in information printed on this agenda. If any member of the public has a request for a reasonable modification or accommodation for accessing this meeting due to a disability, they should contact Jennifer Crayne at [jcrayne@novatofire.org](mailto:jcrayne@novatofire.org)

The Special Finance Committee meeting agenda and all supporting documents are available for public review at 95 Rowland Way, Novato, CA, 24 hours in advance of a scheduled board meeting. A fee will be charged for additional copies of board meeting documents. District facilities and meetings comply with the Americans with Disabilities Act. If special accommodations are needed, please contact the District Administrative Services Manager as soon as possible, but at least 48 hours prior to the meeting.

## ROLL CALL

Director William Davis, Director Bruce Goines

## OPEN TIME FOR PUBLIC EXPRESSION

(Please observe a three-minute time limit.)

This is an opportunity for any member of the public to briefly address the Finance Committee on any matter that does not appear on this agenda. Items that appear to warrant a more lengthy presentation or Committee consideration will be placed on the agenda for discussion at a future meeting.

## AGENDA ADJUSTMENTS

## CONSENT CALENDAR ITEMS

1. Review of Fire Chief's credit card expenses: January 2026 through March 2026
2. Review of Deputy Fire Chief's credit card expenses: January 2026 through March 2026
3. 2/17/26 Finance Committee Meeting Minutes NEW BUSINESS

### Zoom Conference Information Join at Zoom.com

Meeting ID: 232 811 1856

Password: 959595

Join the Zoom meeting and then dial in if you need audio by telephone  
+1 669 900 6833 US (San Jose)

Join by telephone only:  
+1 669 900 6833 US (San Jose)

For clarity of discussion, the Public is requested to MUTE except:

1. During Open Time for public expression item
2. Public comment period on agenda items.
3. You may use the "raise hand" zoom feature or press \*9 if connecting only by phone.



## Novato Fire District Board of Directors

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May 12, 2026, at 9:00 am

Location: Administration Building and Via Zoom

95 Rowland Way, Novato, CA 94945

Website: [www.novatofire.org](http://www.novatofire.org)

### 1. Review of Draft Preliminary Budget for FY 2026-2027

The Finance Committee will review the Draft Preliminary Annual Budget for FY 2026-2027, and make a recommendation to the full Board of Directors.

### 2. Scoping the Regional Training Center Project Cost Estimates

The Finance Committee will discuss the next steps for the Regional Training Center and request that the Facilities Committee add this item to their agenda to begin working on a scope for the project in order to develop preliminary cost estimates to be used for budgeting and planning purposes.

### 3. Mach Alert Station Alerting for Station 65 and Other Stations

The Finance Committee will discuss the upgrade at Station 65 and possible upgrades for the other stations. The Finance Committee will make a recommendation to the full board.

### 4. Authorization to cancel payment of IGT Funds Transfer 2 of 4 to Department of Health Care Services (DHCS) for participation in the Public Provider Ground Emergency Medical Transportation Intergovernmental Transfer (PP-GEMT-IGT) program for CY 2026

Finance Committee to review and discuss staff's recommendation to withhold the second of four quarterly payments for CY 2026 (invoice amount \$172,734.45) to DHCS as a voluntary contribution to the non-Federal share of Medi-Cal expenditures for purposes of Assembly Bill 1705 (AB-1705).

### 5. Review the EMS Aging Report through March 2026

Information only. No action required.

## **INFORMATIONAL ITEMS**

1. Next Regular Finance Committee Meeting is 7/21/26 @ 9:00 am

## **TENTATIVE AGENDA ITEMS FOR FUTURE MEETINGS**

Committee members may discuss or request future agenda items for Committee consideration.

## **ADJOURNMENT**



## Consent Calendar Items Section



Card Service Center

Cardholder Name and Account Number

DANIEL J PETERS
NOVATO FIRE PROT DIST
XXXX-XXXX-XXXX-1710



01/20/26

Account Information

Statement Closing Date 01/11/2026
Credit Limit \$10,000.00
Available Credit \$10,000.00
Cash Credit Limit \$1,000.00
Available Cash \$1,000.00
Amount Over Credit Limit \$0.00

Account Summary

Previous Balance \$0.00
- Payments and Credits \$0.00
+/- Finance Charge(net) \$0.00
+ Purchases \$0.00
+ Cash Advances \$0.00
+ Other Charges \$0.00
= New Balance \$0.00

Payment Due Date: 02/05/2026 Minimum Payment Due: \$0.00 New Balance: \$0.00

Table with 5 columns: Post Date, Trans Date, Reference, Description, Amount. Contains transaction history for MAGNUM ELECTRONICS, CDW GOVT, CHEVRON, RICHMOND SINCLAIR, FASTSIGNS, and AMAZON.

Finance Charge Calculation table with columns: Type of Balance, APR, Average Daily Balance, Finance Charge, Remaining Balance. Shows APR of 17.74% for purchases and cash advances.

Remit Payment to: CARD SERVICE CENTER, PO BOX 569100 DALLAS, TX 75356-9100

Mail Inquiries To: CARD SERVICE CENTER, PO BOX 569120, DALLAS, TX 75356

Questions? Call Customer Service: 800-367-7576 Lost or Stolen Card: 800-367-7576

Refer to Credit Card Information page for important details.

Detach the bottom portion and return payment using enclosed envelope no later than 5 days before the due date. Please use blue or black ink.

TIB, N.A. 1550 N BROWN RD 150 LAWRENCEVILLE GA 30043

Account Number XXXX-XXXX-XXXX-1710

New Balance \$0.00

Minimum Payment Due NONE

Calendar for February showing days of the week and dates, with the 5th highlighted.

Please include your account number on your check.

New address, phone number or e-mail? Check the box to the left and print changes on back.

Amount Enclosed \$

DANIEL J PETERS
NOVATO FIRE PROT DIST
95 ROWLAND WAY
NOVATO CA 94945-5001

CARD SERVICE CENTER
PO BOX 569100
DALLAS, TX 75356-9100



4001110000641710000000000000000000



Card Service Center

Cardholder Name and Account Number

DANIEL J PETERS
NOVATO FIRE PROT DIST
XXXX-XXXX-XXXX-1710



02/20/26

Account Information

Statement Closing Date 02/08/2026
Credit Limit \$10,000.00
Available Credit \$10,000.00
Cash Credit Limit \$1,000.00
Available Cash \$1,000.00
Amount Over Credit Limit \$0.00

Account Summary

Previous Balance \$0.00
Payments and Credits \$0.00
+/- Finance Charge(net) \$0.00
+ Purchases \$0.00
+ Cash Advances \$0.00
+ Other Charges \$0.00
= New Balance \$0.00

Payment Information

Payment Due Date: 03/05/2026

Minimum Payment Due: \$0.00

New Balance: \$0.00

Table with 5 columns: Post Date, Trans Date, Reference, Description, Amount. Contains transaction history for Amazon, SOURDOUGH & CO, MAGNUM ELECTRONICS INC, and SAFEWAY.

Finance Charge Calculation

Annual Percentage Rate (APR) is the annual interest rate on your account.

Table with 5 columns: Type of Balance, APR, Average Daily Balance, Finance Charge, Remaining Balance. Shows APR of 17.74% and zero finance charges.

Remit Payment to: CARD SERVICE CENTER, PO BOX 569100 DALLAS, TX 75356-9100

Mail Inquiries To: CARD SERVICE CENTER, PO BOX 569120, DALLAS, TX 75356

Questions? Call Customer Service: 800-367-7576
Lost or Stolen Card: 800-367-7576

Refer to Credit Card Information page for important details.

Detach the bottom portion and return payment using enclosed envelope no later than 5 days before the due date. Please use blue or black ink.

TIB, N.A.
1550 N BROWN RD 150
LAWRENCEVILLE GA 30043

Account Number XXXX-XXXX-XXXX-1710

New Balance \$0.00

Minimum Payment Due NONE

Payment Due Date calendar for March, highlighting the 5th.

Please include your account number on your check.

Check the box to the left and print changes on back.

Amount Enclosed \$

DANIEL J PETERS
NOVATO FIRE PROT DIST
95 ROWLAND WAY
NOVATO CA 94945-5001

CARD SERVICE CENTER
PO BOX 569100
DALLAS, TX 75356-9100



40011100006417100000000000000000



**Card Service Center**

**Cardholder Name and Account Number**

DANIEL J PETERS  
NOVATO FIRE PROT DIST  
XXXX-XXXX-XXXX-1710



**Account information**

Statement Closing Date 04/10/2026  
Credit Limit \$10,000.00  
Available Credit \$10,000.00  
Cash Credit Limit \$1,000.00  
Available Cash \$1,000.00  
Amount Over Credit Limit \$0.00

**Account Summary**

Previous Balance \$0.00  
- Payments and Credits \$0.00  
**+/- Finance Charge(net) \$0.00**  
+ Purchases \$0.00  
+ Cash Advances \$0.00  
+ Other Charges \$0.00  
**= New Balance \$0.00**

**Payment Information**

Payment Due Date: 05/05/2026

Minimum Payment Due: \$0.00

New Balance: \$0.00

**Transactions**

Post Date	Trans Date	Reference	Description	Amount
03/13	03/12	2449398EP5SWTDH97	UNICATION USA INC 817-303-9320 TX	\$110.88
04/08	04/07	2405523FHLJVYGYM	SUNRISE DONUTS PETALUMA CA	\$62.40
04/10	04/10	000000000000COMPC	TOTAL PURCHASES \$173.28	
			TOTAL \$173.28	
			TOTAL FEES FOR THIS PERIOD	
			TOTAL INTEREST FOR THIS PERIOD	

**Finance Charge Calculation**

Annual Percentage Rate (APR) is the annual interest rate on your account.

Type of Balance	APR %	Average Daily Balance	Finance Charge	Remaining Balance
Purchases	17.74% (V)	\$0.00	\$0.00	\$0.00
Cash Advances	17.74% (V)	\$0.00	\$0.00	\$0.00

Days in Billing Cycle: 0  
Refer to Credit Card Information page for important details.  
Website: www.cardmanager.net

✓ Remit Payment to:  
CARD SERVICE CENTER  
PO BOX 569100 DALLAS, TX 75356-9100

✉ Mail Inquiries To:  
CARD SERVICE CENTER, PO BOX 569120, DALLAS, TX 75356

📞 Questions?  
Call Customer Service: 800-367-7576  
Lost or Stolen Card: 800-367-7576

**Refer to Credit Card Information page for important details.**

Detach the bottom portion and return payment using enclosed envelope no later than 5 days before the due date. Please use blue or black ink.

TIB, N.A.  
1550 N BROWN RD 150  
LAWRENCEVILLE GA 30043

Account Number XXXX-XXXX-XXXX-1710  
New Balance \$0.00  
Minimum Payment Due NONE

Please include your account number on your check.

Payment Due Date

May						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

New address, phone number or e-mail?  
Check the box to the left and print changes on back.

**Amount Enclosed \$**

DANIEL J PETERS  
NOVATO FIRE PROT DIST  
95 ROWLAND WAY  
NOVATO CA 94945-5001

CARD SERVICE CENTER  
PO BOX 569100  
DALLAS, TX 75356-9100



04/2026

23204





Card Service Center

Cardholder Name and Account Number

MIKE TAUL
NOVATO FIRE PROT DIST
XXXX-XXXX-XXXX-8097



02/20/26

Account Information

Statement Closing Date 02/08/2026
Credit Limit \$10,000.00
Available Credit \$10,000.00
Cash Credit Limit \$1,000.00
Available Cash \$1,000.00
Amount Over Credit Limit \$0.00

Account Summary

Previous Balance \$0.00
- Payments and Credits \$0.00
+/- Finance Charge(net) \$0.00
+ Purchases \$0.00
+ Cash Advances \$0.00
+ Other Charges \$0.00
= New Balance \$0.00

Payment Information

Payment Due Date: 03/05/2026

Minimum Payment Due: \$0.00

New Balance: \$0.00

Table with 5 columns: Post Date, Trans Date, Reference, Description, Amount. Contains transaction details for STAPLES, THE DONUT WORKS, PEET'S, TAGLIAFERRI, and MOUNTAIN VIEW CAFE.

Remit Payment to: CARD SERVICE CENTER, PO BOX 569100 DALLAS, TX 75356-9100

Mail Inquiries To: CARD SERVICE CENTER, PO BOX 569120, DALLAS, TX 75356

Questions? Call Customer Service: 800-367-7576, Lost or Stolen Card: 800-367-7576

Refer to Credit Card Information page for important details.

Detach the bottom portion and return payment using enclosed envelope no later than 5 days before the due date. Please use blue or black ink.

TIB, N.A. 1550 N BROWN RD 150 LAWRENCEVILLE GA 30043

Account Number XXXX-XXXX-XXXX-8097

New Balance \$0.00

Minimum Payment Due NONE

Please include your account number on your check.

Calendar for March showing the payment due date on the 5th.

New address, phone number or e-mail? Check the box to the left and print changes on back.

Amount Enclosed \$

MIKE TAUL
NOVATO FIRE PROT DIST
95 ROWLAND WAY
NOVATO CA 94945-5001

CARD SERVICE CENTER
PO BOX 569100
DALLAS, TX 75356-9100

S302

5833



400111000062809700000000000000000000





Card Service Center

Cardholder Name and Account Number

MIKE TAUL
NOVATO FIRE PROT DIST
XXXX-XXXX-XXXX-8097



Account Information

Statement Closing Date 04/10/2026
Credit Limit \$10,000.00
Available Credit \$10,000.00
Cash Credit Limit \$1,000.00
Available Cash \$1,000.00
Amount Over Credit Limit \$0.00

Account Summary

Previous Balance \$0.00
Payments and Credits \$0.00
+/- Finance Charge(net) \$0.00
+ Purchases \$0.00
+ Cash Advances \$0.00
+ Other Charges \$0.00
= New Balance \$0.00

Payment Information

Payment Due Date: 05/05/2026

Minimum Payment Due: \$0.00

New Balance: \$0.00

Table with 5 columns: Post Date, Trans Date, Reference, Description, Amount. Lists transactions from 03/12 to 04/10 including purchases from ROTTEN ROBBIE, SHERWIN-WILLIAMS, CHEVRON, TST\*RUSTIC BAKERY, DD \*SOURDOUGHCO, SAFEWAY, PINI HARDWARE, PANERA BREAD, and TOTAL PURCHASES.

Remit Payment to: CARD SERVICE CENTER, PO BOX 569100 DALLAS, TX 75356-9100

Mail Inquiries To: CARD SERVICE CENTER, PO BOX 569120, DALLAS, TX 75356

Questions? Call Customer Service: 800-367-7576, Lost or Stolen Card: 800-367-7576

Refer to Credit Card Information page for important details.

Detach the bottom portion and return payment using enclosed envelope no later than 5 days before the due date. Please use blue or black ink.

TIB, N.A. 1550 N BROWN RD 150 LAWRENCEVILLE GA 30043

Account Number XXXX-XXXX-XXXX-8097

New Balance \$0.00

Minimum Payment Due NONE

Please include your account number on your check.

Payment Due Date calendar for May showing days 1-31.

New address, phone number or e-mail? Check the box to the left and print changes on back.

Amount Enclosed \$

MIKE TAUL
NOVATO FIRE PROT DIST
95 ROWLAND WAY
NOVATO CA 94945-5001

CARD SERVICE CENTER
PO BOX 569100
DALLAS, TX 75356-9100



**Cardholder Name and Account Number**

MIKE TAUL  
 NOVATO FIRE PROT DIST  
 XXXX-XXXX-XXXX-8097



Page 2 of 2

Transactions (continued)				
Post Date	Trans Date	Reference	Description	Amount
			TOTAL RETURNS	\$160.96
			TOTAL	\$2,163.23
			TOTAL FEES FOR THIS PERIOD	
			TOTAL INTEREST FOR THIS PERIOD	

Finance Charge Calculation				
<b>Annual Percentage Rate (APR)</b> is the annual interest rate on your account.				
Type of Balance	APR %	Average Daily Balance	Finance Charge	Remaining Balance
Purchases	17.74% (V)	\$0.00	\$0.00	\$0.00
Cash Advances	17.74% (V)	\$0.00	\$0.00	\$0.00
Days in Billing Cycle: 0	(V) = Variable Rate			
Refer to Credit Card Information page for important details.			Website: <a href="http://www.cardmanager.net">www.cardmanager.net</a>	

**Notes of Interest**

**Register online today - go to [WWW.CARDMANAGER.NET](http://WWW.CARDMANAGER.NET)  
 to check activity, to setup payments, and manage statements.**



Novato Fire District Board of Directors  
Finance Committee Meeting Minutes  
February 17, 2026

1 The meeting was called to order by Director Davis at 9:00 am.

2

3 **ROLL CALL**

4 Directors Bill Davis and Bruce Goines.

5

6 **OPEN TIME FOR PUBLIC EXPRESSION**

7 No public comments were made.

8

9 **AGENDA ADJUSTMENTS**

10 None.

11

12 **CONSENT CALENDAR**

13 1. Review of Fire Chief's credit card expenses: October 2025 through December 2025

14 2. Review of Deputy Fire Chief's credit card expenses: October 2025 through December 2025

15 3. 10/21/25 Finance Committee Meeting Minutes

16

17 There was no public comment.

18

19 M/s Goines/Davis to approve the consent calendar items 1-3.

20 Motion carried: 2-0-0

21

22 **NEW BUSINESS**

23 1. Reallocation of assigned and unassigned fund balances

24 Finance Committee to review and discuss the reallocation of assigned and unassigned fund balances  
25 and make a recommendation to the full board.

26

27 Finance Director Valenti discussed the reallocation of assigned and unassigned fund balances. He  
28 noted that as of 6/30/25, there were 14.5 months of expenditures, whereas 6/30/26, there is projected  
29 to be 14.28 months of expenditures. They discussed the dry period baseline and what is optimal.

30 Director Goines commented that at the FDAC conference, they discussed best practices for reserve  
31 policies. This will be discussed in greater depth at the upcoming Board Retreat.

32

33 There was no public comment.

34 M/s Goines/Davis to reallocate the assigned and unassigned fund balances and make a  
35 recommendation to the full board.

36 Motion carried: 2-0-0

37

38 2. Rainy Day Fund- Committed Fund Balance 6/30/25

39 Finance Committee to review the Rainy-Day Fund Balance and consider whether to make any  
40 adjustments. The calculation of the Rainy-Day Fund Balance is derived from the preliminary  
41 unaudited financial statements prepared by the District for fiscal year ending June 30, 2025.

42



Novato Fire District Board of Directors  
Finance Committee Meeting Minutes  
February 17, 2026

43 Finance Director Valenti discussed the need to increase the Rainy-Day Fund by \$962,157. The  
44 policy requires 2 months of expenditure in the fund. Since audited financial statements are not  
45 yet available, Finance Director Valenti calculated the recommended balance of the Rainy Day  
46 Fund using the preliminary financial statement for the year ended June 30, 2025, to be  
47 \$6,033,709. The current balance is \$5,071,552, which requires a transfer of \$962,157 from  
48 Unassigned Fund to Rainy Day Fund.

49 Director Goines inquired whether 2 months in the Rainy-Day Fund is best practice or if it should be  
50 3 months (1 quarter). This will be discussed in greater detail at the upcoming retreat.

51  
52 There was no public comment.

53 M/s Goines/Davis to make an adjustment to the Rainy-Day Fund.

54 Motion carried: 2-0-0

55

56 3. Review of the EMS Aging Report

57 EMS Billing Analyst Shannon Wager provided a detailed review of the EMS aging report.

58 There was no public comment.

59

60 4. EMS Transportation Fee Study and Future Rate Increase

61 EMS Billing Analyst Shannon Wager discussed the current EMS Billing transportation rates, and the  
62 need to conduct a fee study to establish an updated fee schedule reflecting the current costs of  
63 providing EMS services. She noted that the last fee increase was 10 years ago. She plans to have  
64 completed an in-depth study fee for the next fiscal year, adopted at the 7/1/26 board meeting.

65 Director Davis recommended an annual COLA adjustment to be built into the fee.

66

67 There was no public comment.

68

69 M/s Goines/Davis to discuss the EMS Transportation Fee Study and future rate increase with the full  
70 board at the Board Retreat.

71 Motion carried: 2-0-0

72

73

74 **INFORMATIONAL ITEMS**

75 1. The next Finance Committee meeting 4/21/26. It needs to be rescheduled due to the FDAC  
76 Conference.

77 The next meeting was scheduled for 5/12/26 at 9:00 am

78

79 **TENTATIVE AGENDA ITEMS FOR FUTURE MEETINGS**

80 None.

81

82 **ADJOURNMENT**

83 There being no further business to conduct, Director Davis adjourned the meeting at 10:43 am.

84

85 Respectfully Submitted,



Novato Fire District Board of Directors  
Finance Committee Meeting Minutes  
February 17, 2026

- 86 *Jennifer Crayne*
- 87 Jennifer Crayne
- 88 ASM/Clerk of the Board



## **New Business Section**

March 9<sup>th</sup>, 2026

Scott Freedman  
IT Technician - Communications  
Novato Fire District, CA

RE: Mach Alert Fire Station Alerting (FSA) System – Marin County, CA – Novato Fire Stations

This Statement of Work specifically refers to the system defined by the following documents:

Marin County, CA - Mach Alert Hardware & Software List 2026-03-09 v001 - Novato Fire Stations  
Marin County, CA - Mach Alert FSA Services Pricing 2026-03-09 v001 - Novato Fire Stations  
Marin County, CA - Mach Alert FSA Maintenance and Support D3 2026-03-09 v001 - Novato Fire Stations  
Marin County, CA - Mach Alert Installation Scope of Work Services 2026-03-09 v001 - Novato Fire Stations

Our pricing is valid for 120 days from the date of this letter. Pricing does not include freight or taxes. The scheduling of hardware deliverables (SCs, AICs, FSA Servers, etc.) depends on receipt of both the Hardware/Software PO and the Services PO which starts our procurement effort. Mach Alert hardware delivery is estimated to be no less than 17 weeks after receipt of the POs, depending on our current production schedule at our Tampa, FL location.

Payment terms for the Hardware/Software are 60% due upon shipment, where shipment is defined as on our dock ready to ship.

Payment terms for the Services are as follows: 30% upon completion of the FSA Installation, and 10% upon final Acceptance Test Procedure (ATP) by end user.

Payment terms for Annual Maintenance & Support are 100% payment due upon the start date for each period purchased. If Maintenance & Support is cancelled during the Maintenance & Support period, a prorated amount equal to the percentage of the remaining period will be refunded.

Payment terms for all payments are Net 30 days from invoice date.

Customer is responsible for all CAD Vendor costs if applicable. If Mach Alert, Inc. Computer Aided Dispatch (CAD) Integration Services are required and purchased as part of this project by Novato Fire, Novato Fire and/or Customer are responsible for ensuring that the CAD Vendor cost to complete such services.

For any non-standard equipment, in the event of cancellation of this proposal and associated purchase order by Novato Fire, Inc. and/or Customer, or in the event of a default hereunder by Novato Fire, Inc. and/or Customer which is not cured within ten (10) days after notice by Mach Alert, Inc., Novato Fire, Inc. and/or Customer shall pay to Mach Alert, Inc. on demand all direct and indirect costs (including, without limitation to engineering, product development, overhead, and administrative costs) incurred directly or indirectly by Mach Alert, Inc. in connection with the proposal and associated purchase order, all as reasonably determined by Mach Alert, Inc., for the period to and including the date on which Mach Alert, Inc. receives notice of cancellation, plus profit in an amount equal to twenty five percent (25%) of all such direct and indirect costs. Novato Fire, Inc. and/or Customer shall also pay a restocking charge equal to twenty-five percent (25%) of the list price of such non-standard equipment as of the date of such return.

CONFIDENTIAL INFORMATION – FOR INTERNAL MOTOROLA AND MACH ALERT USE ONLY

Our goal for this project is to meet or exceed your expectations through professional, courteous, attentive and responsive operations. We appreciate the opportunity to be of service on this project and look forward to working with you through its successful completion.

Sincerely,

Ernesto Ramos  
Vice President & General Manager

Attachments:

Marin County, CA - Mach Alert Hardware & Software List 2026-03-09 v001 - Novato Fire Stations

Marin County, CA - Mach Alert FSA Services Pricing 2026-03-09 v001 - Novato Fire Stations

Marin County, CA - Mach Alert FSA Maintenance and Support D3 2026-03-09 v001 - Novato Fire Stations

Marin County, CA - Mach Alert Installation Scope of Work Services 2026-03-09 v001 - Novato Fire Stations



<b>Marin County, CA</b>		<i>Mach Alert, Inc.</i> <i>9270 Bay Plaza Blvd. Suite 605</i> <i>Tampa, FL 33619</i> <b>Mach Alert Hardware/Software Pricing</b> <i>Fire Station Alerting System Quote to: Novato Fire</i>			<b>Novato Fire Stations</b> <b>3/9/26 v001 Mach Alert Hardware &amp; Software List</b>	
Qty	Mach Alert Part Number	Description	Unit List Price	Extended List Price	Comments	
<b>Mach Alert Hardware and Software Components</b>						
11	LED-CONTROLLER II	LED CONTROLLER II 4CH	\$ 1,340.00	\$ 14,740.00	LED Lighting System	
49	LED-CANNED LIGHT II	LED-CANNED LIGHT II	\$ 120.00	\$ 5,880.00	LED Lighting System	
5	LED-102SW	LED LIGHTING SOFTWARE II LICENSE PER SC	\$ 700.00	\$ 3,500.00	LED Lighting System	
23	DNZ-TOUCHPAD	TOUCHPAD SELECTOR SWITCH	\$ 650.00	\$ 14,950.00	LED Lighting System	
5	SC-DNZ-GATEWAY	ADD SMART SWITCH GATEWAY TO SC	\$ 520.00	\$ 2,600.00	LED Lighting System	
19	SC-TOT	ADD TURNOUT TIMER FUNCTION TO SC	\$ 30.00	\$ 570.00	Turnout Timer System	
19	TOT-DISPLAY	TURNOUT TIMER DISPLAY	\$ 740.00	\$ 14,060.00	Turnout Timer System	
13	APP - DETECTOR	APPARATUS DETECTOR SENSORS	\$ 2,120.00	\$ 27,560.00	Apparatus Detection System	
			\$ -	\$ -		
<b>Mach Alert Hardware &amp; Software Total Price</b>				<b>\$ 83,860.00</b>		

Mach Alert Services Pricing to Motorola for Marin County, CA - Novato Fire Stations  
 Novato Fire Stations

v001

System Configuration Parameters:

Number of SCs 5

Statement of Work Item	Work Details	Quantity	Motorola Cost
GENERAL REQUIREMENTS	Attend technical review meetings via conference calls. Technical review of Motorola-supplied FSA system engineering and Motorola-supplied FSA system design. <b>No travel cost to customer location is anticipated or included in this item.</b>	1	\$ 2,625.00
DETAILED DESIGN REVIEW	Participate in the DDR remotely. <b>No travel cost to customer location is anticipated or included in this item.</b>	1	\$ 263.00
HARDWARE CONFIGURATION	Configure and document panels and enclosures, including Bill of Materials (BOM). <b>No travel cost to customer location is anticipated or included in this item.</b>	1	\$ 408.00
FACTORY STAGING AND TESTING	Storage of Customer-specific alert tones into the TONES Module(s). Perform Unit Functional Test for each unit (SC). Document unit functional factory testing results. (Installation of all equipment by others). <b>No travel cost to customer location is anticipated or included in this item.</b>	1	\$ 993.00

**Mach Alert, Inc.**  
**9270 Bay Plaza Blvd. Suite 605**  
**Tampa, FL 33619**

ON-SITE CONFIGURATION AND FUNCTIONAL TESTING	Configure additional station(s) on Mach Alert GUI. QC proper installation and termination by the Motorola-supplied electrical contractor/installer. Verify that equipment is operating properly and that electrical and signal levels are set accurately. Perform testing of each unit (SC). Verify communication interfaces between devices for proper operation. Perform system functional testing. Document on-site unit and system functional testing results.			
	<b>This pricing includes up to 1 trip for 2 men - not to exceed a total of 10 man-day(s) at the customer location.</b>	1	\$	22,390.00
SYSTEM AS BUILT DRAWINGS/DOCUMENTATION	Finalize all documentation and provide an electronic as-built manual, in PDF format, on CD. <b>No travel cost to customer location is anticipated or included in this item.</b>	1	\$	2,087.00
PROJECT MANAGEMENT SERVICES	Project management services for Mach Alert in-house project management. <b>No travel cost to customer location is anticipated or included in this item.</b>	1	\$	2,600.00
	<b>Totals (Cost to Motorola SI)</b>		<b>\$</b>	<b>31,366.00</b>

Mach Alert LED Zone Lighting System / Dynamic Audio Zoning System Services Pricing

Statement of Work Item	Work Details	Motorola Cost
LED ZONE LIGHTING SYSTEM CONFIGURATION, TESTING, AND TRAINING	Configuration and Testing of the LED Zone Lighting System / Dynamic Audio Zoning System at one (1) station. Installer Training on the implementation of the Lighting System / Dynamic Audio Zoning System so they can Configure and Test the remainder of the Lighting System / Dynamic Audio Zoning System(s). Up to four (4) Hours Telephone Support for remote installation support is included. <b>This pricing includes up to 1 trip(s) - not to exceed a total of 2 man-day(s) at the customer location.</b>	\$ 6,410.00
PROJECT MANAGEMENT SERVICES	Project management services for Mach Alert in-house project management for Lighting System / Dynamic Audio Zoning System Services. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 580.00
<b>Totals (Cost to Motorola SI)</b>		<b>\$ 6,990.00</b>

**Marin County, CA - Novato Fire Stations**  
**Mach Alert Installation Scope of Work & Pricing**  
3/9/2026 v001

## Scope of Work

### LED Lighting Hardware Installation

*Mach Alert Responsibilities:*

- Install 49 LED Light Fixtures (LLF) connected to 11 LED Lighting Controllers (LC)
- Mount 11 LED Lighting Controllers (LC) in 5 fire stations
- Plug LC into local duplex AC outlets
- Run, terminate, and test 1 Category 6 Ethernet feed to primary LC and additional Category 6 feeds to subsequent LCs and LLFs
- Provide all required Category 6 cabling, termination ends, and cable management hardware as needed

*Customer Responsibilities:*

- Verify duplex outlet power or provided by others if not available

### Zone Selector Switches TouchPads Installation

*Mach Alert Responsibilities:*

- Install 23 Mach Alert Zone Selector Switch (ZSS) in designated locations
- Mount ZSS in or on wall in perspective bunk room
- Provide and install low voltage ring or surface mount box as required
- Run, terminate, and test 1 Belden 1502R Plenum Rated cable to and from each ZSS to the SC panel
- Run, terminate, and test audio cables for 23 existing speakers for audio zoning to SC
- Provide all cable management hardware as needed

*Customer Responsibilities:*

- None

### Turn Out Timer Installation

*Mach Alert Responsibilities:*

- Install 19 Mach Alert Turn Out Timers in designated locations
- Land signal terminations on Turn Out Timers and in SC
- Modify and terminate wall mounted power supply into #18/6 AWG shielded to extend power from duplex AC outlet by SC to Turn Out Timers
- Run, terminate, and test 19 #18/6 AWG shielded cable from Turn Out Timer to SC for signal and power
- Provide all required Cabling, termination ends, and cable management hardware as needed

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*Customer Responsibilities:*

- None

**Bay Apparatus Detector Installation**

*Mach Alert Responsibilities:*

- Install 13 Mach Alert Apparatus Detectors in the fire station bay ceiling above the designated apparatus parking locations
- Run, terminate, and test 13 #18/6 shielded cable from the Apparatus Detector to SC for power and signal
- Land wiring terminations on Apparatus Detectors and in SC panel
- Provide all required cabling, termination ends, and cable management hardware as needed

*Customer Responsibilities:*

- Determine locations in each apparatus bay for the Apparatus Detectors locations

**Pricing to Novato Fire**

<b>System</b>	<b>Price</b>
Labor and Material for FSA System Installation	\$120,677.00

*Clarifications:*

- All the work stated above is low voltage and does not include any high voltage work
- All the work stated above is in exposed cabling with no conduit
- If required additional cost will apply for any permit fees for the stated work above



**Maintenance & Support**

**Mach Alert Fire Station Alerting**  
**Marin County, CA**

Mach Alert, Inc.  
 9270 Bay Plaza Blvd. Suite 605  
 Tampa, FL 33619

Novato Fire Stations

3/9/2026 v001

Description	Mach Alert Part Number	Product Qty.
<b>Hardware</b>		
ANNUAL EXTENDED HARDWARE WARRANTY FOR TURNOUT TIMER DISPLAY	EHW-TOT-DISPLAY	19
ANNUAL EXTENDED HARDWARE WARRANTY FOR LED CONTROLLER II	EHW-LED-CONTROLLER II	11
ANNUAL EXTENDED HARDWARE WARRANTY FOR LED CANNED LIGHT II	EHW-LED-CANNED LIGHT II	49
ANNUAL EXTENDED HARDWARE WARRANTY FOR TOUCHPAD SELECTOR SWITCH	EHW-DNZ-TOUCHPAD	23
ANNUAL EXTENDED HARDWARE WARRANTY FOR SMART SWITCH GATEWAY	EHW-SC-DNZ-GATEWAY	5
ANNUAL EXTENDED HARDWARE WARRANTY FOR APPARATUS DETECTOR	EHW APP-DETECOR	13
<b>Software</b>		
ANNUAL EXTENDED SOFTWARE WARRANTY FOR LED LIGHTING SOFTWARE LICENSE II	EAW-LED-102SW	5
<b>Spare Hardware</b>		

**Annual Motorola Costs**

Initial Warranty	Included in Base System Price
Year 1*	\$18,270
Year 2	\$18,270
Year 3	\$18,270
Year 4	\$18,270
Year 5	\$20,110
Year 6	\$20,110
Year 7	\$20,110
Year 8	\$20,110
Year 9	\$21,930
Year 10	\$21,930
Year 11	\$21,930
Year 12	\$21,930

\* Year 1 begins after the Initial Warranty has expired.

April 9<sup>th</sup>, 2026

Scott Freedman  
IT Technician - Communications  
Novato Fire District, CA

RE: Mach Alert Fire Station Alerting (FSA) System – Marin County, CA – Novato Fire Station 65

This Statement of Work specifically refers to the system defined by the following documents:

Marin County, CA - Mach Alert Hardware & Software List 2026-04-09 v001 - Novato FS 65  
Marin County, CA - Mach Alert FSA Services Pricing 2026-04-09 v001 - Novato FS 65  
Marin County, CA - Mach Alert FSA Maintenance and Support D3 2026-04-09 v001 - Novato FS 65  
Marin County, CA - Mach Alert Installation Scope of Work Services & Pricing 2026-04-09 v001 - Novato FS 65

Our pricing is valid for 120 days from the date of this letter. Pricing does not include freight or taxes. The scheduling of hardware deliverables (SCs, AICs, FSA Servers, etc.) depends on receipt of both the Hardware/Software PO and the Services PO which starts our procurement effort. Mach Alert hardware delivery is estimated to be no less than 17 weeks after receipt of the POs, depending on our current production schedule at our Tampa, FL location.

Payment terms for the Hardware/Software are as follows:

35% of project price is due up-front and cleared before commencement of any work or shipping of any product.  
50% due upon shipment, where shipment is defined as on our dock ready to ship.  
15% upon final Acceptance Test Procedure (ATP) by end user.

Payment terms for Annual Maintenance & Support are 100% payment due upon the start date for each period purchased. If Maintenance & Support is cancelled during the Maintenance & Support period, a prorated amount equal to the percentage of the remaining period will be refunded.

Payment terms for all payments are Net 30 days from invoice date.

Mach Alert, Inc. standard payment terms are all invoices are due within 30 days with interest due at 1.5% per month (day 31), minimum of \$50.

Mach Alert's credit policy does not allow us to agree to terms that stipulate liquidating damages or pay-when-paid.

Customer is responsible for all CAD Vendor costs if applicable. If Mach Alert, Inc. Computer Aided Dispatch (CAD) Integration Services are required and purchased as part of this project by Novato Fire, Novato Fire and/or Customer are responsible for ensuring that the CAD Vendor cost to complete such services.

For any non-standard equipment, in the event of cancellation of this proposal and associated purchase order by Novato Fire, Inc. and/or Customer, or in the event of a default hereunder by Novato Fire, Inc. and/or Customer which is not cured within ten (10) days after notice by Mach Alert, Inc., Novato Fire, Inc. and/or Customer shall pay to Mach Alert, Inc. on demand all direct and indirect costs (including, without limitation to engineering, product development, overhead, and administrative costs) incurred directly or indirectly by Mach Alert, Inc. in connection with the proposal and associated purchase order, all as reasonably determined by Mach Alert, Inc., for the period to and including the date on which Mach Alert, Inc. receives notice of cancellation, plus profit in an amount equal to twenty five percent (25%) of all such direct

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and indirect costs. Novato Fire, Inc. and/or Customer shall also pay a restocking charge equal to twenty-five percent (25%) of the list price of such non-standard equipment as of the date of such return.

Our goal for this project is to meet or exceed your expectations through professional, courteous, attentive and responsive operations. We appreciate the opportunity to be of service on this project and look forward to working with you through its successful completion.

Sincerely,

Ernesto Ramos  
Vice President & General Manager

Attachments:

Marin County, CA - Mach Alert Hardware & Software List 2026-04-09 v001 - Novato FS 65

Marin County, CA - Mach Alert FSA Services Pricing 2026-04-09 v001 - Novato FS 65

Marin County, CA - Mach Alert FSA Maintenance and Support D3 2026-04-09 v001 - Novato FS 65

Marin County, CA - Mach Alert Installation Scope of Work Services & Pricing 2026-04-09 v001 - Novato FS 65



<b>Marin County, CA</b>		<i>Mach Alert, Inc.</i> 9270 Bay Plaza Blvd. Suite 605 Tampa, FL 33619 <b>Mach Alert Hardware/Software Pricing</b> Fire Station Alerting System Quote to: Novato Fire			Novato Fire Station 65 4/9/26 v001 Mach Alert Hardware & Software List	
Qty	Mach Alert Part Number	Description	Unit List Price	Extended List Price	Comments	
<b>Mach Alert Hardware and Software Components</b>						
2	LED-CONTROLLER II	LED CONTROLLER II 4CH	\$ 1,340.00	\$ 2,680.00	LED Lighting System	
11	LED-CANNED LIGHT II	LED-CANNED LIGHT II	\$ 120.00	\$ 1,320.00	LED Lighting System	
1	LED-102SW	LED LIGHTING SOFTWARE II LICENSE PER SC	\$ 700.00	\$ 700.00	LED Lighting System	
6	DNZ-TOUCHPAD	TOUCHPAD SELECTOR SWITCH	\$ 650.00	\$ 3,900.00	LED Lighting System	
1	SC-DNZ-GATEWAY	ADD SMART SWITCH GATEWAY TO SC	\$ 520.00	\$ 520.00	LED Lighting System	
5	SC-TOT	ADD TURNOUT TIMER FUNCTION TO SC	\$ 30.00	\$ 150.00	Turnout Timer System	
5	TOT-DISPLAY	TURNOUT TIMER DISPLAY	\$ 740.00	\$ 3,700.00	Turnout Timer System	
3	APP - DETECTER	APPARATUS DETECTOR SENSORS	\$ 2,120.00	\$ 6,360.00	Apparatus Detection System	
			\$ -	\$ -		
<b>Mach Alert Hardware &amp; Software Total Price</b>				<b>\$ 19,330.00</b>		

Mach Alert Services Pricing to Motorola for Marin County, CA - Novato Fire Station 65  
 Novato Fire Station 65

v001

System Configuration Parameters:

Number of SCs 1

Statement of Work Item	Work Details	Motorola Cost
GENERAL REQUIREMENTS	Attend technical review meetings via conference calls. Technical review of Motorola-supplied FSA system engineering and Motorola-supplied FSA system design. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 525.00
DETAILED DESIGN REVIEW	Participate in the DDR remotely. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 263.00
HARDWARE CONFIGURATION	Configure and document panels and enclosures, including Bill of Materials (BOM). <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 408.00
FACTORY STAGING AND TESTING	Storage of Customer-specific alert tones into the TONES Module(s). Perform Unit Functional Test for each unit (SC). Document unit functional factory testing results. (Installation of all equipment by others). <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 993.00

**Mach Alert, Inc.**  
**9270 Bay Plaza Blvd. Suite 605**  
**Tampa, FL 33619**

ON-SITE CONFIGURATION AND FUNCTIONAL TESTING	<p>Configure additional station(s) on Mach Alert GUI. QC proper installation and termination by the Motorola-supplied electrical contractor/installer. Verify that equipment is operating properly and that electrical and signal levels are set accurately. Perform testing of each unit (SC). Verify communication interfaces between devices for proper operation. Perform system functional testing. Document on-site unit and system functional testing results.</p> <p><b>This pricing includes up to 1 trip for 2 men - not to exceed a total of 2 man-day(s) at the customer location.</b></p>	\$ 11,496.00
SYSTEM AS BUILT DRAWINGS/DOCUMENTATION	<p>Finalize all documentation and provide an electronic as-built manual, in PDF format, on CD.</p> <p><b>No travel cost to customer location is anticipated or included in this item.</b></p>	\$ 2,087.00
PROJECT MANAGEMENT SERVICES	<p>Project management services for Mach Alert in-house project management.</p> <p><b>No travel cost to customer location is anticipated or included in this item.</b></p>	\$ 914.00
	<b>Totals (Cost to Motorola SI)</b>	<b>\$ 16,686.00</b>

Mach Alert LED Zone Lighting System / Dynamic Audio Zoning System Services Pricing

Statement of Work Item	Work Details	Motorola Cost
LED ZONE LIGHTING SYSTEM CONFIGURATION, TESTING, AND TRAINING	Configuration and Testing of the LED Zone Lighting System / Dynamic Audio Zoning System at one (1) station. Installer Training on the implementation of the Lighting System / Dynamic Audio Zoning System so they can Configure and Test the remainder of the Lighting System / Dynamic Audio Zoning System(s). Up to four (4) Hours Telephone Support for remote installation support is included. <b>This pricing includes up to 1 trip(s) - not to exceed a total of 2 man-day(s) at the customer location.</b>	\$ 1,923.00
PROJECT MANAGEMENT SERVICES	Project management services for Mach Alert in-house project management for Lighting System / Dynamic Audio Zoning System Services. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 580.00
<b>Totals (Cost to Motorola SI)</b>		<b>\$ 2,503.00</b>

**Marin County, CA - Novato Fire Station 65**  
**Mach Alert Installation Scope of Work & Pricing**  
4/9/2026 v001

## Scope of Work

### LED Lighting Hardware Installation

*Mach Alert Responsibilities:*

- Install 11 LED Light Fixtures (LLF) connected to 2 LED Lighting Controllers (LC)
- Mount 2 LED Lighting Controllers (LC) in Fire Station 65
- Plug LC into local duplex AC outlets
- Run, terminate, and test 1 Category 6 Ethernet cabling to primary LC and additional Category 6 Ethernet cabling to subsequent LCs and LLFs
- Provide all required Category 6 cabling, termination ends, and cable management hardware as needed

*Customer Responsibilities:*

- Verify duplex outlet power or provided by others if not available

### Zone Selector Switches TouchPads Installation

*Mach Alert Responsibilities:*

- Install 6 Mach Alert Zone Selector Switch (ZSS) in designated locations
- Mount ZSS in or on wall in perspective bunk room
- Provide and install low voltage ring or surface mount box as required
- Run, terminate, and test 1 Belden 1502R Plenum Rated cable to and from each ZSS to the SC panel
- Run, terminate, and test audio cables for 6 existing speakers for audio zoning to Mach Alert SC
- Provide all cable management hardware as needed

*Customer Responsibilities:*

- None

### Turn Out Timer Installation

*Mach Alert Responsibilities:*

- Install 5 Mach Alert Turn Out Timers in designated locations
- Land signal terminations on Turn Out Timers and in SC
- Modify and terminate wall mounted power supply into #18/6 AWG shielded to extend power from duplex AC outlet by SC to Turn Out Timers
- Run, terminate, and test 5 #18/6 AWG shielded cable from Turn Out Timer to SC for signal and power
- Provide all required cabling, termination ends, and cable management hardware as needed

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*Customer Responsibilities:*

- None

**Bay Apparatus Detector Installation**

*Mach Alert Responsibilities:*

- Install 3 Mach Alert Apparatus Detectors in the fire station bay ceiling above the designated apparatus parking locations
- Run, terminate, and test 3 #18/6 shielded cable from the Apparatus Detector to Mach Alert SC for power and signal
- Land wiring terminations on Apparatus Detectors and in SC panel
- Provide all required cabling, termination ends, and cable management hardware as needed

*Customer Responsibilities:*

- Determine locations in each apparatus bay for the Apparatus Detectors locations

**Pricing to Novato Fire**

<b>System</b>	<b>Price</b>
Labor and Material for FSA System Installation	\$35,430.00

*Clarifications:*

- All the work stated above is low voltage and does not include any high voltage work
- All the work stated above is in exposed cabling with no conduit
- If required additional cost will apply for any permit fees for the stated work above



**Maintenance & Support**

**Mach Alert Fire Station Alerting**  
**Marin County, CA**

Mach Alert, Inc.  
 9270 Bay Plaza Blvd. Suite 605  
 Tampa, FL 33619

Novato Fire Station 65

4/9/2026 v001

Description	Mach Alert Part Number	Product Qty.
<b>Hardware</b>		
ANNUAL EXTENDED HARDWARE WARRANTY FOR TURNOUT TIMER DISPLAY	EHW-TOT-DISPLAY	5
ANNUAL EXTENDED HARDWARE WARRANTY FOR LED CONTROLLER II	EHW-LED-CONTROLLER II	2
ANNUAL EXTENDED HARDWARE WARRANTY FOR LED CANNED LIGHT II	EHW-LED-CANNED LIGHT II	11
ANNUAL EXTENDED HARDWARE WARRANTY FOR TOUCHPAD SELECTOR SWITCH	EHW-DNZ-TOUCHPAD	6
ANNUAL EXTENDED HARDWARE WARRANTY FOR SMART SWITCH GATEWAY	EHW-SC-DNZ-GATEWAY	1
ANNUAL EXTENDED HARDWARE WARRANTY FOR APPARATUS DETECTOR	EHW APP-DETECOR	3
<b>Software</b>		
ANNUAL EXTENDED SOFTWARE WARRANTY FOR LED LIGHTING SOFTWARE LICENSE II	EAW-LED-102SW	1
<b>Spare Hardware</b>		

**Annual Motorola Costs**

Initial Warranty	Included in Base System Price
Year 1*	\$4,110
Year 2	\$4,110
Year 3	\$4,110
Year 4	\$4,110
Year 5	\$4,520
Year 6	\$4,520
Year 7	\$4,520
Year 8	\$4,520
Year 9	\$4,940
Year 10	\$4,940
Year 11	\$4,940
Year 12	\$4,940

\* Year 1 begins after the Initial Warranty has expired.

April 9<sup>th</sup>, 2026

Scott Freedman  
IT Technician - Communications  
Novato Fire District, CA

RE: Mach Alert Fire Station Alerting (FSA) System – Marin County, CA – Novato Fire Stations 61 - 64

This Statement of Work specifically refers to the system defined by the following documents:

Marin County, CA - Mach Alert Hardware & Software List 2026-04-09 v001 - Novato FS 61 - 64  
Marin County, CA - Mach Alert FSA Services Pricing 2026-04-09 v001 - Novato FS 61 – 64  
Marin County, CA - Mach Alert FSA Maintenance and Support D3 2026-04-09 v001 - Novato FS 61 - 64  
Marin County, CA - Mach Alert Installation Scope of Work Pricing 2026-04-09 v001 - Novato FS 61 - 64

Our pricing is valid for 120 days from the date of this letter. Pricing does not include freight or taxes. The scheduling of hardware deliverables (SCs, AICs, FSA Servers, etc.) depends on receipt of both the Hardware/Software PO and the Services PO which starts our procurement effort. Mach Alert hardware delivery is estimated to be no less than 17 weeks after receipt of the POs, depending on our current production schedule at our Tampa, FL location.

Payment terms for the Hardware/Software are as follows:

35% of project price is due up-front and cleared before commencement of any work or shipping of any product.  
50% due upon shipment, where shipment is defined as on our dock ready to ship.  
15% upon final Acceptance Test Procedure (ATP) by end user.

Payment terms for Annual Maintenance & Support are 100% payment due upon the start date for each period purchased. If Maintenance & Support is cancelled during the Maintenance & Support period, a prorated amount equal to the percentage of the remaining period will be refunded.

Payment terms for all payments are Net 30 days from invoice date.

Mach Alert, Inc. standard payment terms are all invoices are due within 30 days with interest due at 1.5% per month (day 31), minimum of \$50.

Mach Alert's credit policy does not allow us to agree to terms that stipulate liquidating damages or pay-when-paid.

Customer is responsible for all CAD Vendor costs if applicable. If Mach Alert, Inc. Computer Aided Dispatch (CAD) Integration Services are required and purchased as part of this project by Novato Fire, Novato Fire and/or Customer are responsible for ensuring that the CAD Vendor cost to complete such services.

For any non-standard equipment, in the event of cancellation of this proposal and associated purchase order by Novato Fire, Inc. and/or Customer, or in the event of a default hereunder by Novato Fire, Inc. and/or Customer which is not cured within ten (10) days after notice by Mach Alert, Inc., Novato Fire, Inc. and/or Customer shall pay to Mach Alert, Inc. on demand all direct and indirect costs (including, without limitation to engineering, product development, overhead, and administrative costs) incurred directly or indirectly by Mach Alert, Inc. in connection with the proposal and associated purchase order, all as reasonably determined by Mach Alert, Inc., for the period to and including the date on which Mach Alert, Inc. receives notice of cancellation, plus profit in an amount equal to twenty five percent (25%) of all such direct

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Mach Alert, Inc. 9270 Bay Plaza Blvd, Suite 605, Tampa, FL 33619 | (813) 981-8713 | [www.machalert.com](http://www.machalert.com)

and indirect costs. Novato Fire, Inc. and/or Customer shall also pay a restocking charge equal to twenty-five percent (25%) of the list price of such non-standard equipment as of the date of such return.

Our goal for this project is to meet or exceed your expectations through professional, courteous, attentive and responsive operations. We appreciate the opportunity to be of service on this project and look forward to working with you through its successful completion.

Sincerely,

Ernesto Ramos  
Vice President & General Manager

Attachments:

Marin County, CA - Mach Alert Hardware & Software List 2026-04-09 v001 - Novato FS 61 - 64

Marin County, CA - Mach Alert FSA Services Pricing 2026-04-09 v001 - Novato FS 61 - 64

Marin County, CA - Mach Alert FSA Maintenance and Support D3 2026-04-09 v001 - Novato FS 61 - 64

Marin County, CA - Mach Alert Installation Scope of Work Pricing 2026-04-09 v001 - Novato FS 61 - 64



<b>Marin County, CA</b>		<i>Mach Alert, Inc.</i> <i>9270 Bay Plaza Blvd. Suite 605</i> <i>Tampa, FL 33619</i> <b>Mach Alert Hardware/Software Pricing</b> <i>Fire Station Alerting System Quote to: Novato Fire</i>			<b>Novato Fire Stations 61 - 64</b> <b>4/9/26 v001 Mach Alert Hardware &amp; Software List</b>	
Qty	Mach Alert Part Number	Description	Unit List Price	Extended List Price	Comments	
<b>Mach Alert Hardware and Software Components</b>						
9	LED-CONTROLLER II	LED CONTROLLER II 4CH	\$ 1,340.00	\$ 12,060.00	LED Lighting System	
38	LED-CANNED LIGHT II	LED-CANNED LIGHT II	\$ 120.00	\$ 4,560.00	LED Lighting System	
4	LED-102SW	LED LIGHTING SOFTWARE II LICENSE PER SC	\$ 700.00	\$ 2,800.00	LED Lighting System	
17	DNZ-TOUCHPAD	TOUCHPAD SELECTOR SWITCH	\$ 650.00	\$ 11,050.00	LED Lighting System	
4	SC-DNZ-GATEWAY	ADD SMART SWITCH GATEWAY TO SC	\$ 520.00	\$ 2,080.00	LED Lighting System	
14	SC-TOT	ADD TURNOUT TIMER FUNCTION TO SC	\$ 30.00	\$ 420.00	Turnout Timer System	
14	TOT-DISPLAY	TURNOUT TIMER DISPLAY	\$ 740.00	\$ 10,360.00	Turnout Timer System	
10	APP - DETECTOR	APPARATUS DETECTOR SENSORS	\$ 2,120.00	\$ 21,200.00	Apparatus Detection System	
			\$ -	\$ -		
<b>Mach Alert Hardware &amp; Software Total Price</b>				<b>\$ 64,530.00</b>		

Mach Alert Services Pricing to Motorola for Marin County, CA - Novato Fire Stations 61-64  
 Novato Fire Stations 61 - 64

System Configuration Parameters:

Number of SCs 4

Statement of Work Item	Work Details	Motorola Cost
GENERAL REQUIREMENTS	Attend technical review meetings via conference calls. Technical review of Motorola-supplied FSA system engineering and Motorola-supplied FSA system design. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 2,100.00
DETAILED DESIGN REVIEW	Participate in the DDR remotely. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 263.00
HARDWARE CONFIGURATION	Configure and document panels and enclosures, including Bill of Materials (BOM). <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 408.00
FACTORY STAGING AND TESTING	Storage of Customer-specific alert tones into the TONES Module(s). Perform Unit Functional Test for each unit (SC). Document unit functional factory testing results. (Installation of all equipment by others). <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 993.00

**Mach Alert, Inc.**  
**9270 Bay Plaza Blvd. Suite 605**  
**Tampa, FL 33619**

ON-SITE CONFIGURATION AND FUNCTIONAL TESTING	Configure additional station(s) on Mach Alert GUI. QC proper installation and termination by the Motorola-supplied electrical contractor/installer. Verify that equipment is operating properly and that electrical and signal levels are set accurately. Perform testing of each unit (SC). Verify communication interfaces between devices for proper operation. Perform system functional testing. Document on-site unit and system functional testing results.		
	<b>This pricing includes up to 1 trip for 2 men - not to exceed a total of 8 man-day(s) at the customer location.</b>	\$	10,817.00
SYSTEM AS BUILT DRAWINGS/DOCUMENTATION	Finalize all documentation and provide an electronic as-built manual, in PDF format, on CD. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$	2,087.00
PROJECT MANAGEMENT SERVICES	Project management services for Mach Alert in-house project management. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$	2,143.00
	<b>Totals (Cost to Motorola SI)</b>	<b>\$</b>	<b>18,811.00</b>

Mach Alert LED Zone Lighting System / Dynamic Audio Zoning System Services Pricing

Statement of Work Item	Work Details	Motorola Cost
LED ZONE LIGHTING SYSTEM CONFIGURATION, TESTING, AND TRAINING	Configuration and Testing of the LED Zone Lighting System / Dynamic Audio Zoning System at one (1) station. Installer Training on the implementation of the Lighting System / Dynamic Audio Zoning System so they can Configure and Test the remainder of the Lighting System / Dynamic Audio Zoning System(s). Up to four (4) Hours Telephone Support for remote installation support is included. <b>This pricing includes up to 1 trip(s) - not to exceed a total of 2 man-day(s) at the customer location.</b>	\$ 4,487.00
PROJECT MANAGEMENT SERVICES	Project management services for Mach Alert in-house project management for Lighting System / Dynamic Audio Zoning System Services. <b>No travel cost to customer location is anticipated or included in this item.</b>	\$ 580.00
<b>Totals (Cost to Motorola SI)</b>		<b>\$ 5,067.00</b>

**Marin County, CA - Novato Fire Stations 61 - 64**  
**Mach Alert Installation Scope of Work & Pricing**  
4/9/2026 v001

## Scope of Work

### LED Lighting Hardware Installation

*Mach Alert Responsibilities:*

- Install 38 LED Light Fixtures (LLF) connected to 9 LED Lighting Controllers (LC)
- Mount 9 LED Lighting Controllers (LC) in Fire Stations 61 - 64
- Plug LC into local duplex AC outlets
- Run, terminate, and test 1 Category 6 Ethernet cabling to primary LC and additional Category 6 Ethernet cabling to subsequent LCs and LLFs
- Provide all required Category 6 cabling, termination ends, and cable management hardware as needed

*Customer Responsibilities:*

- Verify duplex outlet power or provided by others if not available

### Zone Selector Switches TouchPads Installation

*Mach Alert Responsibilities:*

- Install 17 Mach Alert Zone Selector Switch (ZSS) in designated locations
- Mount ZSS in or on wall in perspective bunk room
- Provide and install low voltage ring or surface mount box as required
- Run, terminate, and test 1 Belden 1502R Plenum Rated cable to and from each ZSS to the SC panel
- Run, terminate, and test audio cables for 17 existing speakers for audio zoning to Mach Alert SC
- Provide all cable management hardware as needed

*Customer Responsibilities:*

- None

### Turn Out Timer Installation

*Mach Alert Responsibilities:*

- Install 14 Mach Alert Turn Out Timers in designated locations
- Land signal terminations on Turn Out Timers and in SC
- Modify and terminate wall mounted power supply into #18/6 AWG shielded to extend power from duplex AC outlet by SC to Turn Out Timers
- Run, terminate, and test 14 #18/6 AWG shielded cable from Turn Out Timer to SC for signal and power
- Provide all required cabling, termination ends, and cable management hardware as needed

CONFIDENTIAL INFORMATION – FOR INTERNAL MOTOROLA AND MACH ALERT USE ONLY

*Customer Responsibilities:*

- None

**Bay Apparatus Detector Installation**

*Mach Alert Responsibilities:*

- Install 10 Mach Alert Apparatus Detectors in the fire station bay ceiling above the designated apparatus parking locations
- Run, terminate, and test 10 #18/6 shielded cable from the Apparatus Detector to Mach Alert SC for power and signal
- Land wiring terminations on Apparatus Detectors and in SC panel
- Provide all required cabling, termination ends, and cable management hardware as needed

*Customer Responsibilities:*

- Determine locations in each apparatus bay for the Apparatus Detectors locations

**Pricing to Novato Fire**

<b>System</b>	<b>Price</b>
Labor and Material for FSA System Installation	\$98,867.00

*Clarifications:*

- All the work stated above is low voltage and does not include any high voltage work
- All the work stated above is in exposed cabling with no conduit
- If required additional cost will apply for any permit fees for the stated work above



**Maintenance & Support**

**Mach Alert Fire Station Alerting**  
**Marin County, CA**

Mach Alert, Inc.  
 9270 Bay Plaza Blvd. Suite 605  
 Tampa, FL 33619

Novato Fire Stations 61 - 64

4/9/2026 v001

Description	Mach Alert Part Number	Product Qty.
<b>Hardware</b>		
ANNUAL EXTENDED HARDWARE WARRANTY FOR TURNOUT TIMER DISPLAY	EHW-TOT-DISPLAY	14
ANNUAL EXTENDED HARDWARE WARRANTY FOR LED CONTROLLER II	EHW-LED-CONTROLLER II	9
ANNUAL EXTENDED HARDWARE WARRANTY FOR LED CANNED LIGHT II	EHW-LED-CANNED LIGHT II	38
ANNUAL EXTENDED HARDWARE WARRANTY FOR TOUCHPAD SELECTOR SWITCH	EHW-DNZ-TOUCHPAD	17
ANNUAL EXTENDED HARDWARE WARRANTY FOR SMART SWITCH GATEWAY	EHW-SC-DNZ-GATEWAY	4
ANNUAL EXTENDED HARDWARE WARRANTY FOR APPARATUS DETECTOR	EHW APP-DETECOR	10
<b>Software</b>		
ANNUAL EXTENDED SOFTWARE WARRANTY FOR LED LIGHTING SOFTWARE LICENSE II	EAW-LED-102SW	4
<b>Spare Hardware</b>		

**Annual Motorola Costs**

Initial Warranty	Included in Base System Price
Year 1*	\$14,170
Year 2	\$14,170
Year 3	\$14,170
Year 4	\$14,170
Year 5	\$15,590
Year 6	\$15,590
Year 7	\$15,590
Year 8	\$15,590
Year 9	\$17,010
Year 10	\$17,010
Year 11	\$17,010
Year 12	\$17,010

\* Year 1 begins after the Initial Warranty has expired.



**Novato Fire District Board of Directors  
Finance Committee Members  
Director William Davis - Director Bruce Goines**

**Date:** May 5, 2026

**Topic:** Authorization to cancel payment of IGT Funds Transfer 2 of 4 to Department of Health Care Services (DHCS) for participation in the Public Provider Ground Emergency Medical Transportation Intergovernmental Transfer (PP-GEMT-IGT) program for CY 2026

**Recommendation**

Finance Committee to review and discuss staffs recommendation to withhold the second of four quarterly payments for CY 2026 (invoice amount \$172,734.45) to DHCS as a voluntary contribution to the non-Federal share of Medi-cal expenditures for purposes of Assembly Bill 1705 (AB-1705).

**Summary**

Staff have been monitoring the receipt of payments from Partnership Health Plan (PHP) and have been experiencing late and incorrect claim reimbursements. The District have not received retroactive payments for CY 2025 for the additional add-on payment of \$428.70 on each claim per Supplemental Amendment 25-0002 (SPA 25-0002). Currently for CY 2025 PHP roughly owes \$342,960.00 per SPA 25-0002 on previously processed claims, and for CY 2026 \$161,000.00 for current claims that are pending payment.


Should the District decide not to make the second payment our potential net revenue for CY 2026 will be \$74,350.42 until payments per SPA 25-0002 are released. Once payments per SPA 25-002 are released the District could potentially receive an additional \$161,000.00 for a total \$235,350.42 in net revenue. See chart below:

PROJECTED TO RECEIVE/PLUS WHAT WE HAVE RECEIVED	\$ 236,758.47
PAID	\$ 172,660.36
TOTAL MEDI-CAL REGULAR PLUS ADD-ON PAYMENTS	\$ 64,098.11
PLUS: UNANTICIPATED INTEREST	\$ 128.16
PLUS: AB-1705 OFFSET OVERAGE	\$ 37,485.02
TOTAL REVENUE PLUS INTEREST	\$ 101,711.29
<b>LESS:</b>	
REFUNDS FOR OVERPAYMENTS	\$ 10,094.83
DEFERRED 10% ADMIN FEE	\$ 17,266.04
<b>TOTAL NET REVENUE</b>	<b>\$ 74,350.42</b>
<b>POTENTIAL ADD-ON RATE INCREASE (RETRO TO CY 2025)</b>	<b>\$ 161,000.00</b>
<b>TOTAL POTENTIAL 2026 REVENUE</b>	<b>\$ 235,350.42</b>

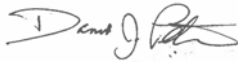
**Financial Impact:**

No impact as payment has not been made.

**Reviewed by:**

_____	Administration
	EMS
_____	Finance
_____	Prevention
_____	Human Resources
_____	Operations

**Approved by:**



Dan Peters  
Fire Chief

**Attachments:** None

# Aging Summary

**MARCH 2026 AGING**

**Report As Of March 31, 2026**

## **Grouped By Schedule on Call - Code Description**

<u>ID</u>	<u>Description</u>	<u>Calls</u>	<u>Current</u>	<u>31 to 60</u>	<u>61 to 90</u>	<u>91 to 120</u>	<u>121 to 150</u>	<u>151 to 180</u>	<u>Over 180</u>	<u>Total</u>
RES	*COLLECTION AGENC	25	1434.97	0.00	6902.40	1040.20	2845.67	17097.67	32576.22	61897.13
<None>	<None>	33	114485.30	0.00	0.00	0.00	0.00	0.00	0.00	114485.30
HOLD	HOLD	27	19590.52	15600.43	14792.08	11894.23	2953.43	5060.29	5876.20	75767.18
INSU	INS PAPER CLAIMS	409	502664.87	295270.81	32781.97	19140.33	26976.13	18316.98	235749.89	1130900.98
K	INS X-CROSSED OVE	43	149.97	5016.36	273.62	674.86	2931.32	126.01	1460.70	10632.84
CAIDP	MEDI-CAL PAPER CLA	376	241111.56	164945.65	81562.38	158095.70	156517.06	142471.76	184991.76	1129695.87
RR	MEDICARE RAILROAD	11	0.00	0.00	0.00	0.00	0.00	0.00	36646.57	36646.57
IMPORT	NEMESIS IMPORT	6	23227.65	0.00	0.00	0.00	0.00	0.00	0.00	23227.65
PDF	PAID IN FULL	72	-406.29	-2099.96	-3013.52	-6118.47	-2920.02	-91.37	-35167.86	-49817.49
DENY	PPAY DENIED CLAIMS	123	3720.59	42253.47	31900.19	9956.77	7613.94	14331.94	245067.33	354844.23
D	PPAY INS PAID	91	0.00	1416.65	841.43	1882.47	1915.20	3500.01	42712.83	52268.59
IPP	PPAY INS PAID PATIE	25	0.00	3780.99	0.00	3363.99	3216.27	818.19	47338.07	58517.51
INS	PPAY NEED INFORMA	231	89424.39	121012.21	44265.29	33384.10	36261.50	13647.25	253418.92	591413.66
PRIV	PPAY NO INSURANCE	2	0.00	0.00	0.00	0.00	0.00	0.00	1240.20	1240.20
TIME	PPAY TIME PAY	6	0.00	0.00	997.01	0.00	0.00	0.00	1854.56	2851.57
TRIZETTOCE	TRIZETTO COMMERCIAL	100	169603.31	80977.89	18967.12	15431.61	3303.88	4941.67	31258.59	324484.07
TRIZETTOMC	TRIZETTO MEDICAID E	6	11895.32	0.00	0.00	0.00	0.00	0.00	8207.06	20102.38
TRIZETTOMB	TRIZETTO MEDICARE	116	274458.55	6954.79	7221.63	10983.63	0.00	0.00	18586.83	318205.43
<b>Totals</b>		<b>1702</b>	<b>1451360.71</b>	<b>735129.29</b>	<b>237491.60</b>	<b>259729.42</b>	<b>241614.38</b>	<b>220220.40</b>	<b>1111817.87</b>	<b>4257363.67</b>