



BOARD OF TRUSTEES MEETING AGENDA

4:00 p.m., Monday, April 28, 2025
Hospital Meeting Rooms C-D
100 Medical Parkway, Denison, IA

- I. CALL TO ORDER**
- II. APPROVAL OF MINUTES**
 - A. Previous Month's Minutes
- III. QUALITY CARE AND SERVICES**
 - A. Quality Committee Report
 - B. Medical Staff Report
- IV. PATIENT EXPERIENCE**
 - A. 5 Star Journey Update
- V. PEOPLE**
 - A. Credentialing
 - i. Appointments & Reappointments – Discussion / Action
 - B. Mission Committee Report
- VI. GROWTH**
 - A. Department Reports
 - i. Rehab Services
 - ii. Revenue Cycle & Patient Access
 - B. CEO Report
- VII. FINANCIAL STABILITY**
 - A. Finance Committee Report
 - i. Approval of Payroll & AP
 - B. Capital Purchase – Syringe Pumps – Discussion / Action
 - C. Capital Purchase - Ceiling Lift – Discussion / Action
 - D. Capital Purchase – Conference Room Upgrades – Discussion / Action
- VIII. COMMUNITY**
 - A. Board Chair Comments
- IX. EXECUTIVE SESSION PURSUANT TO IOWA CODE**

Section 21.5 (1)(I) To discuss marketing and pricing strategies and proprietary information where public disclosure of such information would harm the hospital's competitive position. Open Session – Possible Action
- X. ADJOURNMENT**

Our Mission

To provide convenient access to safe, high quality, patient centered healthcare by skilled and trusted professionals while exceeding customer expectations

Board of Trustees

March 31, 2025

A meeting of the Board of Trustees of Crawford County Memorial Hospital was held on Monday, March 31, 2025, in Hospital Board Room D at Crawford County Memorial Hospital, Denison, Iowa.

Present on site during the meeting were Jay Mendlik, David Reisz, Vernon Sid Leise, Jon Schuttinga, Amy Schultz, Theresa Sheer (CNO), Heather Rasmussen (Chief Quality Officer), Rachel Melby (CFO), Erin Muck (CEO), Dr. John White, Dr. David Wright (Chief of Staff out at 6:13), and Heather Wight (Recorder). Also in attendance were Gordon Wolf (Denison Free Press), Patrick Stevens (Cardiopulmonary Manager out at 6:01), and Sam Pauley (Nurse Director of Emergency Department out at 6:01). Not present was Dr. Michael Luft (Chief Medical Officer).

CALL TO ORDER: The Board of Trustees meeting was called to order at 5:30 p.m. by Mendlik.

APPROVAL OF MINUTES

A motion was made by Reisz, second by Schuttinga, to approve the February 24, 2025, minutes as presented. Motion carried unanimously.

QUALITY CARE AND SERVICES

Quality Committee Report

- Rasmussen gave a brief update of the Quality Committee activities including updates to the HCHAPS survey.
- Recommend Board action regarding Medical Staff Accountable Care Committee recommendations for approval of Medical Staff privileges and appointment/re-appointment applications.

Medical Staff Report

Wright shared that interviews for the summer intern program have started. Katie Tremel and one of her staff from radiology came and discussed issues regarding vascular studies and gave general updates from their department. Angie Andersen was present for updates and questions for any IT issues. The Cerner representative will be onsite this week and their continued one-on-ones with the providers has been very beneficial.

PATIENT EXPERIENCE

5-Star Journey Update

Sheer shared the nurse beside reporting continues to improve, now focusing on hardwiring the process. Muck shared a patient comment that she personally received.

PEOPLE

Credentialing

A motion was made by Leise, second by Schultz, to approve Medical Staff new appointments of Sotolongo, Malyszek, Todd, and McKenna and the reappointments of Cook, Harty, and West. In addition, the distant site new appointments of Brailita, Hankins, Mandadi, Starlin, VanSchooneveld, and Keesler. Motion carried unanimously.

Board of Trustees

March 31, 2025

Mission Committee Report

Muck shared that Kylee LeFebvre will be joining Dr. Burkett as his physician assistant. Dr. Burkett and Kylee have relocated closer to radiology to make patient trips to and from the radiology department easier. Lori Johannsen officially retired and we wish her the best.

GROWTH

Department Reports

Emergency Department

Pauley shared that the Emergency Room (ER) has been refining its mental health policies and workflows to enhance the safety and care transition for mental health patients. As of this fall, we successfully passed our DNV inspection. Before the policy change, the average transfer time for a patient requiring one-on-one care was over 27 hours. However, through collaboration with our integrated telehealth partners and streamlining processes, from December through February, this transfer time was reduced to an average of just 5.2 hours.

In addition to these improvements, the ER is actively involved in community outreach with the Emergency Preparedness Committee for the Tri-City BBQ event that is held in Denison every September. Our team will be providing strategic first aid care and planning safety protocols to effectively manage any potential mass casualty or multiple injury situations during the event.

Our annual patient census has seen a notable increase. Currently, we are averaging approximately 500 patients per month, which reflects a rise of 1,000 patients annually compared to 2020. Among the most frequent presenting complaints, chest pain remains one of the most common. Looking ahead, the ER will be participating in the American Heart Association's "Get with The Guidelines" program for Stroke and STEMI patients. This initiative is a proven in-hospital approach designed to improve patient outcomes by promoting adherence to the latest, evidence-based guidelines.

Cardiopulmonary

Stevens shared the new chronic care management for COPD patients. This program is for newly diagnosed COPD patients to teach proper nebulizer use, inhaler use, spacer use, proper oxygen use, and maintenance of all DME. Stevens will also assist the patient to develop an action plan, when to call with questions, and when to start their rescue pack. Chronic care management patients will receive annual spirometry, COPD assessment screening, vaccine education, smoking cessation, and general disease management. In addition, he has also upgraded the in-house nebulizers to the breath activated nebulizers. These provide less medication waste, better particle size and better response from therapy. He has also purchased an Aerogen nebulizer for use on patients in severe respiratory distress. This is a vibrating mesh nebulizer. It has zero medication waste with optimal particle size and deposition. This is used on patients that require multiple back-to-back treatments. It decreases patient time in the ER and total hospital time if hospitalized.

CEO Report

Muck shared that the Wellness Center is moving along nicely as is our building project. We are excited to see everything coming together.

Crawford County Memorial Hospital

Board of Trustees

March 31, 2025

FINANCIAL STABILITY

Finance Committee Report

1. Total Payroll & Accounts Payable of \$2,670,098.86 for payment.

A motion was made by Schuttinga, second by Schultz, to approve the financial report, total payroll, and accounts payables in the amount of \$2,670,098.86. Motion carried unanimously.

COMMUNITY

Policy 105.03 Document Provision & Requests

A motion was made by Schultz, second by Reisz, to approve the outlined changes to Policy 105.03 to comply with Iowa Code Chapter 22. Motion carried unanimously.

Board Chair Comments

We've got a lot of good things going on. Next month's strategic planning will be a great opportunity to share our goals and ideas for the future.

ADJOURNMENT

A motion was made by Reisz, second by Schuttinga, that the meeting be adjourned at 6:14 p.m. Motion carried unanimously.

Crawford County Memorial Hospital
QUALITY COMMITTEE OF THE BOARD OF TRUSTEES
April 22, 2025 Meeting Minutes

A meeting of the Quality Committee of the Board of Trustees was held on Tuesday, April 22, 2025. Present: Jon Schuttinga, David Reisz, Michael Luft, DO (arrival 4:41pm), Erin Muck, CEO, Theresa Sheer, CNO, Heather Rasmussen, Chief Quality Officer, Dana Neemann Director of Education and Patient Experience (exit 4:57pm), Tahlia Nelson, Revenue Cycle Director (exit 4:50pm), Kelly Wieman, Rehab Services Director (exit 4:50pm).

Jon Schuttinga called the meeting to order at 4:30pm

Committee Recommendations/Actions: Recommend Board action regarding Medical Staff Executive Committee recommendations for approval of Medical Staff privileges and appointment/re-appointment applications.

I. Patient Experience

Neemann reviewed the updated February 2025 scorecard for HCAHPS. She noted there was only one response for February 2025. She reiterated that Care Coordination and Restful of Hospital Environment replaced Transition of Care. She reported continued work on the ability to receive survey results for Rehab Services.

II. Statistics

Muck reviewed March 2025 statistics with the Committee. Although we only had one additional admission, total patient days were up 50.31%. Muck noted the Medical Unit has been busy. Total hospital inpatient procedures were up 61.78% for the month. Surgical procedures were down 23.68% for the month and are down 3.33% for the year. Lab was up 19.61%. Physical Therapy services were down 17.14% for the month. Medical Clinic visits were down 13.88%.

III. Medical Staff Credentialing

The Committee members reviewed the recommendation from the Medical Staff Executive Committee for clinical privilege approval of the submitted applications for appointments/re-appointments. The Committee recommends approval action for the Board of Trustees.

IV. Committee Reports/Minutes

- i. **Medical Staff Meeting:** The Committee reviewed the minutes from the Medical Staff meeting held on April 8, 2025.
- ii. **Directed Payment Program (DPP) Measures:** Muck reviewed the DPP measures for Readmissions.
- iii. **Departmental Reports:**
 - a. **Revenue Cycle/Financial Counseling/Patient Access:** Tahlia Nelson reviewed the quality improvement activities and initiatives, including ensuring Price Transparency regulations are being met.
 - b. **Rehab Services:** Kelly Wieman gave an overview of the Rehab Services Department including Physical Therapy, Occupational Therapy, Speech Therapy, and Cardiac Rehab. She reviewed quality initiatives including inpatient orders and goal for evaluations of outpatients.
- iv. **5 Star Journey:** Muck gave an update on 5 Star Journey. This year's SEAs have been selected and their orientation and training dates have been set. There will be two training sessions for staff; one in August and one in October. She shared this is the first month that departments attended the Service Excellence Council to discuss their patient experience initiatives. The departments who attended were the Emergency Department (ED), Radiology, and Clinic. Sheer shared 5 Star activities in Nursing and in the ED. The ED has hardwired bedside handoff and the Medical Unit is working on hardwiring bedside report.

V. Peer Review: The Committee reviewed four (4) Peer Reviews.

VI. Other Business/Updates

- i. **Leadership Empowerment Survey:** Muck shared the results of the Leadership Empowerment Survey. She noted the overall score 3.596 is the highest score we have had since implementation. Nearly every question showed improvement.
- ii. **Building Project:** Muck gave a brief update on the Building Project. The timeline remains unchanged. There will be plans for employee tours during Hospital Week.
- iii. **Recruitment:** Muck shared recent recruitment activities. She and Dr. M. Luft continue to interview for ED physicians. There is an interview with an ED physician candidate this Friday, April 25th. Dr. Todd's last day is April 23rd. The recruiting company is working on her replacement.
- iv. **Crawford County EMS Association Meeting:** Muck shared the information gathered during the planning session that occurred on April 16th.
- v. **Volunteer Appreciation Brunch** – April 25th at Cronk's: Muck shared that the annual Volunteer Appreciation Brunch will be held this Friday, April 25th at Cronk's.
- vi. **Quality Scorecard Update:** Rasmussen shared that she and Sheer have engaged with a Quality Consultant to assist in building an organizational scorecard. Rasmussen is currently meeting with department directors. The anticipated go-live with the scorecard is July 1st.

VII. Adjournment Heather Rasmussen, Recorder. 5:52pm

Crawford County Memorial Hospital

Medical Staff Meeting Minutes

April 8, 2025

A meeting of the Medical Staff of Crawford County Memorial Hospital was held on Tuesday, April 8, 2025 in the hospital's Meeting Room C & D.

Present were David Wright DO, Michael Luft DO, Patrick Luft MD, Evelina Todd MD, Julie Graeve ARNP, Benjamin Burkett MD, Richard Malyszek MD, Laxmi Kumari MD, Erin Schechinger DNP, Cyilee Martin, DNP, Jill Kierscht ARNP, Kylee LeFebvre ARNP, Elizabeth Ranniger MD, Sara Luft ARNP, Erin Muck CEO, Theresa Sheer CNO, Heather Rasmussen, Chief Quality Officer, Angie Andersen, IT Director Recorder: Marcy Fink

Ad Hoc: Patrisia Aguilar de Romero – Financial Counselor Coordinator, Kelly Wieman – Director of Physical Therapy

Absent: None

The meeting was called to order by David Wright, DO at 8:03 a.m.

APPROVAL OF PREVIOUS MONTH'S MINUTES

The voting members of the Medical Staff approved the minutes of the March 11, 2025 meeting.

CNO UPDATE

Theresa Sheer

- There will be a Surgery/Anesthesia meeting at 2:00 p.m. today.
- Theresa S. and Angie A. explained how the problem with Wellness and lab results occurred. After working with Cerner, the issue has been fixed and shouldn't occur again.
- Theresa will continue to work with Lab regarding any issues with results.
- Interviews for new staff are ongoing for the Med Unit and ED.

BUSINESS

A. Revenue Cycle Department

Patrisia Aguilar de Romero

- a. Summary of department responsibilities was given.

B. Quality –

a. Rehab Services

Kelly Wieman

- Because of a high no-show and cancellation rate, they are working with IT to have automatic reminders sent to patients.
- Joe Weber will be starting full-time in June as a Physical Therapist.
- Starting July 1st, Rehab services is adding a full-time Athletic Trainer.
- Tammy Hulsing will be joining CCMH as a full-time Speech Therapist.

C. IT Updates / Q&A

Angie Andersen

- a. An email was sent to providers regarding Infection Control Telehealth hours of service. Those hours are Monday-Friday 8:00 a.m. – 5 p.m. Information will also be posted on the intranet. This information will also be shared with the nursing staff at the next Medical Unit meeting.
- b. Providers were encouraged to contact IT if there were questions they need to follow up on with Matt from Cerner.

ADJOURNMENT

The meeting was adjourned to the Executive Committee at 8:34 a.m.

David Wright, DO President, Medical Staff

April 2025						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1 Leadership Team Meeting	2 Customer Training Subcommittee	3	4	5
6	7	8 Medical Staff	9	10 CEO / SEA Synergy Meeting	11	12
13	14 Employee Forums	15 Employee Forums Employee Recognition	16 Employee Forums	17 Employee Forums SEC Meeting	18	19
20	21	22 Quality Committee	23 SEA Orientation Prep Meeting	24	25	26
27	28 Board Meeting *Patient Experience Week	29 Leadership Team Meeting *Patient Experience Week	30 *Patient Experience Week			

May 2025						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 SEA Orientation *Patient Experience Week	2 *Patient Experience Week	3
4	5 Customer Training Subcommittee	6	7	8	9	10
11	12 Staff Meal - Lunch Staff Meal - Supper *Hospital Week	13 Medical Staff Quality Committee *Hospital Week	14 CEO / SEA Synergy Meeting *Hospital Week	15 SEC Meeting *Hospital Week	16 *Hospital Week	17
18	19 Board Meeting	20 New Hire Orientation Employee Recognition Leadership Team Meeting	21	22	23	24
25	26	27	28	29	30	

June 2025						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 Intern Orientation	3	4	5	6	7
8	9	10 Medical Staff SEA Training	11 SEA Training SEA Graduation	12	13	14
15	16	17 New Hire Orientation Employee Recognition	18 CEO / SEA Synergy Meeting	19 SEC Meeting	20	21
22	23 Employee Forums	24 Employee Forums Quality Committee	25 Employee Forums	26 Employee Forums	27	28
29	30 Board Meeting					

APRIL 2025 CREDENTIALING

NEW APPOINTMENTS

Charles De Jesus Morales, MD

REAPPOINTMENTS

Marty Kelley, DPM

Crawford County Memorial Hospital
Mission Committee
April 17, 2025, 4:30 PM

A meeting of the Mission Committee of the Board of Trustees was held on Thursday, April 17, 2025. Present on site were Erin Muck (CEO), Vernon Sid Leise, and Heather Wight (recorder). Present via telephone was Jay Mendlik. Not in attendance was Dr. Benjamin Burkett.

The meeting was called to order at 4:32 p.m.

QUALITY

- Muck shared that Heather R is working with a consultant to ensure our metrics are at best practice. We will ask the consultant to give a presentation to hospital leadership as one of this year's leadership training opportunities. As part of our Quality refocus, the departments that report to the Board each month will also report to the Quality Committee and Medical Staff. This month Revenue Cycle and Rehab Services will present.

PATIENT EXPERIENCE

5-Star Journey Plan

- SEA Orientation and training dates have been set and the SEAs have been selected. There will be 2 SEA led training sessions this year, one at the end of August and the other at the end of October. The providers will get the same training during their staff meetings.

CLS Proposal

- We have received a new proposal from CLS and the consensus is to not utilize CLS this year. A calendar and plan is drafted and work has started.

PEOPLE

Provider Updates

- Dr. Todd is leaving next week and we have re-engaged to find her replacement. We wish her the best as she navigates her family matters.

Employee Updates

- Muck shared employee updates.

Employee Turnover Quarter 3

- Non-controllable turnover is currently 3.85% and controllable is 2.56%.

Leadership Empowerment Survey Results

- The overall score is 3.596 which is the highest score we have ever had. All 13 questions showed improvement from the last survey, and 12 of the 13 questions had the highest score since we started this survey in 2020.

GROWTH

Building Project Update

- The building project continues to progress on schedule and on budget. There will be additional employee tours during hospital week as work continues.

Strategic Planning

- Strategic planning with the Board and providers will be on April 28th after the Board meeting.

FINANCE

Bond Update

- The redemption of our Taxable Hospital Revenue Refunding Bonds Series 2020C will be paid off as approved at January's board meeting on May 30th. This will total \$5,190,000 million and will decrease days cash by about 45 days.

Policy 105.05 Review

- The committee reviewed Policy 105.05 due to our GPO renewal to ensure it did not need board approval.

COMMUNITY

Volunteer Appreciation Brunch

- The annual Volunteer Appreciation Brunch will be held on April 25th at Cronk's.

Ambulance Association Meeting

- The EMS Association conducted strategic planning on April 16th.

The meeting adjourned at 5:36 p.m. Heather Wight, Recorder

Peer review records are privileged and confidential. Quality Improvement activities are protected from discovery under Iowa Code 147.135.



BOARD SUMMARY:

CEO Summary

By: Erin Muck, CEO

Date: April 25, 2025

SUMMARY:

Quality

If the Directed Payment Program continues next year, it will be tied to improvement in acute readmission rates within Iowa. IHA has compiled individual reports for each hospital. For 2024, and so far in 2025, our acute readmission rate remains 0%. We continue to monitor readmissions for not only acute, but also for observations to identify any opportunities for improvement.

Heather is working with a quality consultant to assist in building an organizational scorecard. She has been meeting with department directors, who have been very receptive to this process. Anticipated go-live with the scorecard is July 1st.

Patient Experience

This Year's 5-Star Journey on our own is taking shape. I reviewed the Patient Experience Workplan at my CEO Synergy meeting with the SEA's and their feedback was very positive. This is the first month the SEC met with individual departments to review their patient experience activities. Customer service training is being finalized, SEA's have been selected, and training dates are scheduled. There will be a meeting invite sent out for their SEA graduation on June 11th. OASIS team members are being finalized. Administration needs to finalize the Accountability Dashboard. Next week at our leadership meeting we will have our Leadership Briefing/Kickoff along with reorientation to huddles. I have included the SEC meeting minutes and this year's calendar for your review.

Last week's employee forums were well attended. The focus of our conversation was workplace violence. Healthcare workers are 10% of the working population. Nonetheless, of the non-fatal workplace violence injuries, 48% of victims are healthcare workers. Iowa legislators have been working to expand the definition of healthcare workers since violence happens to more than just doctors and nurses. There are stronger penalties for violence against healthcare workers. We appreciate their support in addressing workplace violence.

People

The Leadership Empowerment survey was completed this month with 79% of employees completing the survey. As you can see below, we saw our highest overall score. All questions showed an increase from the fall of 2024, and 12 of the 13 questions scored the highest since we began this survey. We are proud of the leadership team for the work they have done to improve their leadership skills. The survey results are used to determine future leadership trainings.



Strategic partnerships will be important for future success of rural hospitals. We continue to explore outreach opportunities that we hope will come to fruition in fiscal year 2026.

Recruitment activities continue for family medicine, CRNA and ER Physicians with several phone and onsite interviews set up.

Quarter 3 controllable turnover rate was 2.56%, which was down from last quarter.

Hospital Week is the week of May 12th. We would love for Board members to help serve lunch or deliver dinner in the evening of the 12th. Heather will be sending out times for you for possible sign up.

Growth

Graham Construction has worked with us on details for phase 1 and the multiple moving parts of phase 2 of the building project. I will have more information on the phasing details at the board meeting.

The new RHC space now has cement, and they are working on prepping for framing for walls. Cupboards are being installed in the rehab area along with other finishes. There have been no significant issues or delays, for which we are grateful.

Monday night's Board meeting will begin at 4pm with strategic planning starting at 5pm with the providers. Dinner will be served.

Finance

Inpatient days were just over 50% higher than last March which resulted in an almost 62% increase in inpatient volumes. Outpatient volumes were down 1.34% with decreases noted in surgical procedures and physical therapy. Specialty and medical clinic visits were also down, mainly due to weather closures and late openings.

The increase in inpatient volumes in March resulted in a net profit of \$152,768. Year-to-date net profit is \$6,149,605. Of that, \$5,638,908 is from the Directed Payment Program. Total cash did decrease by \$829,048 due to our project payments. Days cash on hand ended at 241 days without project funds.

As a reminder, the redemption of our Taxable Hospital Revenue Refunding Bonds Series 2020C will be paid off as approved at January's board meeting on May 30th. This will total \$5,190,000 million and will decrease days cash by about 45 days. This decrease in debt in assuring long term financial stability.

Community

Thank you to those who were able to come to the volunteer brunch Friday morning. Volunteer week was an opportunity to recognize and thank our many volunteers who have donated countless hours to help us all better serve our patients. They improve the health in our community by helping us build future healthcare workers and getting patients to their appointments. We can provide the best care because of their generous donation of their time.

I am looking forward to seeing you all on Monday!

Erin

CRAWFORD COUNTY MEMORIAL HOSPITAL
FINANCE COMMITTEE MEETING
April 24, 2025, 12:00 P.M.

A meeting of the Finance Committee of the Board of Trustees was held on April 24, 2025, in the Administrative Conference Room. Present on site were Rachel Melby (CFO), Erin Muck, (CEO), Jay Mendlik, Amy Schultz, and Heather Wight (recorder).

The meeting was called to order at 12:11 pm.

Committee Recommendations:

1. Total Payroll & Accounts Payable of \$\$2,771,889.01 for approval of payment.
2. Approve the Capital Purchase for 2 syringe pumps in the amount of \$14,310.86.
3. Approve the Capital Purchase for a new bariatric ceiling lift in the amount of \$7,914.65.

Approval of Minutes

The March 2025 minutes were reviewed and approved.

CFO Report

The CFO Report was reviewed.

Financial Reports

Statistical, Income and Cash Flow Report

In an unprecedented year, inpatient volumes continue to increase and are the driving factor for surpassing our gross revenue expectations. For the month of March, total patient days were up 50% compared to last March, and year-to-date are up almost 17%. Similarly, total inpatient procedures were up 62% compared to last March and are up 35% year-to-date. Outpatient volumes, however, were down slightly for the month at 1.34%. Some of this decrease was caused by the weather closures in March. Departments with the most significant decreases include surgical procedures down almost 24%, physical therapy procedures down 17%, and medical clinic visits down almost 14%.

Due to the higher inpatient volumes, March produced a net profit of \$152,768. Year-to-date net profit is now \$6,149,605. Total cash decreased \$829,048 as expected due to project payments. However, operational cash increased from 239 days to 241 days. Other positive operating indicators include total margin of 3.88% for March, Days in AR of 68 days (which has now decreased 4 months in a row), and debt service coverage of 8.76.

Balance Sheet

The Balance Sheet as of 03/31/25 reflects Total Assets of \$88,236,148.

Payroll & Accounts Payable

The committee reviewed and recommends total Payroll & Accounts Payable of \$2,771,889.01 to the Board for approval. This amount includes \$1,778,086.20 in salaries.

**CRAWFORD COUNTY MEMORIAL HOSPITAL
FINANCE COMMITTEE MEETING
April 24, 2025, 12:00 P.M.**

Accounts Receivable

Patient Accounts Receivable as of 03/31/2025 totaled \$13,396,158 which is a decrease of \$194,378 from March.

Other Business

Capital Purchase – Syringe Pumps

The committee reviewed and recommends the purchase of 2 new Medfusion syringe pumps that will replace the older pumps that could not be upgraded. The amount is \$6,000 more than the amount originally approved in this year's capital budget due to the addition of the drug library feature.

Capital Purchase – Ceiling Lift

The committee reviewed and recommends the purchase of a new bariatric lift in the amount \$7,914.65. This year's approved capital purchase amount was \$14,000 for 3 lifts. Earlier in the year we replaced the motors in all 3 lifts, but this replaces the bariatric lift as well, which exceeded budget by \$1,829.71.

Review Current Year County Budget to Actual

Every April we review our projected operating expenses for the current fiscal year compared to the county budget. We do not anticipate our expenses for FY25 exceeding the county budget for this year. Therefore, no budget amendment is needed. If expenses do exceed budget by fiscal year end, the final audit report will make note of the variance, but there will be no penalty.

Planning for 2025 and Beyond

The Iowa Hospital Association released a publication for board members on planning for 2025 and beyond and what boards need to prepare for success. The finance committee reviewed the report and recommended it be shared with the other board members.

IPERS Actuarial Adjustment

The preliminary GASB 68 adjustments (IPERS) we received from our Auditor will have a net positive effect on our operations this year. This accrual entry will be finalized and booked at the fiscal year-end.

Adjourn - The meeting was adjourned at 1:10 p.m.

Crawford County Memorial Hospital

Comparative Statistical Report

March 2025

	Month to Date			Fiscal Year to Date		
	FY 2025	FY 2024	Variance	FY 2025	FY 2024	Variance
Total Admissions	44	43	2.33%	309	333	-7.21%
Acute/OB	38	31	22.58%	254	256	-0.78%
Skilled	5	5	0.00%	37	35	5.71%
ICF	1	0	100.00%	13	3	333.33%
Respite	0	0	0.00%	1	0	100.00%
Newborns	0	7	-100.00%	4	39	-89.74%
Observation Admissions	35	17	100.23%	132	157	-15.92%
Total Adjusted Admits	79	60	30.62%	441	490	-10.00%
Total Patient Days*	245	163	50.31%	1,913	1,637	16.86%
Acute/OB	90	74	21.62%	929	776	19.72%
Nursery	0	14	-100.00%	4	69	-94.20%
Skilled	71	30	136.67%	485	301	61.13%
ICF	2	0	100.00%	36	6	500.00%
Respite	0	0	0.00%	3	0	100.00%
Observation	82	45	82.22%	456	485	-5.98%
*Includes Observation						
Average LOS (Acute/OB)	2.37	2.57	-8.14%	3.46	3.09	12.05%
Hospital Procedures						
Inpatient	1,147	709	61.78%	8,736	6,463	35.17%
Outpatient	13,590	13,775	-1.34%	121,402	125,232	-3.06%
Total	14,737	14,484	1.75%	130,138	131,695	-1.18%
Surgical Procedures	87	114	-23.68%	843	872	-3.33%
Anesthesia Procedures	77	110	-30.00%	661	707	-6.51%
ER Visits	503	473	6.34%	4,164	3,862	7.82%
Admits from ER	35	31	12.90%	258	230	12.17%
Scheduled Outpatient Visits	80	108	-25.93%	950	851	11.63%
Ambulance Trips	117	124	-5.65%	1,022	1,044	-2.11%
Xray Procedures	632	575	9.91%	5,813	5,280	10.09%
Mammography Procedures	90	90	0.00%	1087	1122	-3.12%
Flouro Procedures	1	1	0.00%	24	15	60.00%
Ultrasound Dept Procedures	162	215	-24.65%	1393	1600	-12.94%
Echo Procedures	50	49	2.04%	328	366	-10.38%
CT Dept Procedures	269	218	23.39%	2141	1848	15.85%
MRI Dept Procedures	70	87	-19.54%	675	719	-6.12%
Nuc Med Procedures	2	6	-66.67%	36	58	-37.93%
Total Radiology Procedures	1,276	1,241	2.82%	11,497	11,008	4.44%
Respiratory Tx Procedures	121	165	-26.67%	711	1,138	-37.52%
EKG Procedures	145	191	-24.08%	1163	1454	-20.01%
Sleep Studies	16	11	45.45%	142	82	73.17%
Lab Procedures	7,381	6,171	19.61%	60,529	57,086	6.03%
Physical Tx Procedures	1,533	1,850	-17.14%	14,444	16,345	-11.63%
Speech Procedures	13	18	-27.78%	110	264	-58.33%
OT Procedures	133	122	9.02%	1271	1468	-13.42%
Cardiac Rehab Procedures	127	149	-14.77%	1098	1159	-5.26%
Pulmonary Rehab Procedures	16	9	77.78%	97	86	12.79%
Specialty Clinic Visits	412	481	-14.35%	4,413	4,457	-0.99%
Total Medical Clinic Visits	2,817	3,271	-13.88%	28,045	30,856	-9.11%

**CRAWFORD COUNTY MEMORIAL HOSPITAL
OPERATING/INCOME STATEMENT
FOR THE MONTH ENDING MARCH 31, 2025**

Gray lines are YTD. All %'s are based on net revenue except for the variance column and gross revenue.							
	CURRENT MONTH ACTUAL		CURRENT MONTH BUDGET		CURRENT MONTH VARIANCE		PRIOR YEAR ACTUAL
<u>PATIENT SERVICE REVENUES</u>							
INPATIENT SERVICES	555,174	8.8%	436,146	7.1%	119,028	27.3%	324,980
	5,133,270	9.5%	3,636,321	7.1%	1,496,949	41.2%	3,690,023
OUTPATIENT SERVICES	5,604,703	88.5%	5,665,272	91.9%	(60,569)	-1.1%	4,980,212
	47,844,236	88.4%	47,233,657	91.9%	610,578	1.3%	43,523,686
SWING BED SERVICES	173,272	2.7%	64,527	1.0%	108,745	168.5%	49,023
	1,127,898	2.1%	537,985	1.0%	589,913	109.7%	493,186
TOTAL GROSS PATIENT REVENUE	6,333,149	100.0%	6,165,945	100.0%	167,205	2.7%	5,354,215
	54,105,403	100.0%	51,407,964	100.0%	2,697,440	5.2%	47,706,894
<u>DEDUCTIONS FROM REVENUE</u>							
MEDICARE ADJUSTMENTS	(1,308,103)	-20.7%	(1,386,966)	-22.5%	78,863	-5.7%	(1,225,738)
	(11,759,443)	-21.7%	(11,563,696)	-22.5%	(195,747)	1.7%	(10,793,549)
TITLE XIX ADJUSTMENTS	(348,013)	-5.5%	368,880	6.0%	(716,893)	-194.3%	1,606,635
	3,669,652	6.8%	3,075,502	6.0%	594,150	19.3%	(174,256)
BLUE CROSS ADJUSTMENTS	(684,439)	-10.8%	(600,117)	-9.7%	(84,322)	14.1%	(531,431)
	(5,590,913)	-10.3%	(5,003,418)	-9.7%	(587,496)	11.7%	(4,670,188)
OTHER ADJUSTMENTS	(348,948)	-5.5%	(309,424)	-5.0%	(39,524)	12.8%	(262,208)
	(3,019,896)	-5.6%	(2,579,792)	-5.0%	(440,103)	17.1%	(2,407,746)
PROVISION FOR UNCOLLECTIBLE	(165,101)	-2.6%	(164,705)	-2.7%	(396)	0.2%	(170,594)
	(1,360,995)	-2.5%	(1,373,212)	-2.7%	12,216	-0.9%	(1,281,755)
CHARITY CARE	(3,610)	-0.1%	(25,113)	-0.4%	21,503	-85.6%	(904)
	(138,222)	-0.3%	(209,377)	-0.4%	71,155	-34.0%	(146,351)
TOTAL DEDUCTIONS FROM REVENUE	(2,858,214)	-45.1%	(2,117,445)	-34.3%	(740,769)	35.0%	(584,239)
	(18,199,817)	-33.6%	(17,653,993)	-34.3%	(545,824)	3.1%	(19,473,845)
NET PATIENT REVENUE	3,474,936	54.9%	4,048,499	65.7%	(573,564)	-14.2%	4,769,975
<i>(as % of Gross Patient Revenue)</i>	35,905,586	66.4%	33,753,971	65.7%	2,151,615	6.4%	28,233,050
NET PATIENT REVENUE	3,474,936	96.0%	4,048,499	97.3%	(573,564)	-14.2%	4,769,975
<i>(as % of Total Operating Revenue)</i>	35,905,586	96.2%	33,753,971	97.1%	2,151,615	6.4%	28,233,050
OTHER REVENUE							
DIETARY/MEALS INCOME	6,620	0.2%	6,308	0.2%	312	4.9%	6,627
	59,490	0.2%	56,775	0.2%	2,715	4.8%	55,273
OTHER INCOME	137,819	3.8%	105,875	2.5%	31,944	30.2%	80,809
	1,355,126	3.6%	952,875	2.7%	402,251	42.2%	1,261,237
TOTAL OTHER REVENUE	144,439	4.0%	112,183	2.7%	32,255	28.8%	87,437
	1,414,617	3.8%	1,009,650	2.9%	404,967	40.1%	1,316,511
TOTAL OPERATING REVENUE	3,619,374	100.0%	4,160,683	100.0%	(541,308)	-13.0%	4,857,412
	37,320,203	100.0%	34,763,621	100.0%	2,556,582	7.4%	29,549,560
<u>OPERATING EXPENSES</u>							
SALARIES	1,728,299	47.8%	2,006,277	48.2%	(277,978)	-13.9%	1,673,844
	15,144,707	40.6%	16,762,981	48.2%	(1,618,274)	-9.7%	15,013,625
BENEFITS	588,773	16.3%	581,290	14.0%	7,483	1.3%	564,250
	4,997,508	13.4%	4,993,527	14.4%	3,980	0.1%	4,741,367
PROFESSIONAL FEES	333,088	9.2%	215,417	5.2%	117,671	54.6%	277,770
	2,757,375	7.4%	1,799,867	5.2%	957,508	53.2%	2,439,326
SUPPLIES & EXPENSES	763,030	21.1%	963,758	23.2%	(200,729)	-20.8%	782,611
	7,221,562	19.4%	8,757,390	25.2%	(1,535,828)	-17.5%	5,933,312
OCCUPANCY	135,880	3.8%	136,415	3.3%	(535)	-0.4%	149,991
	1,323,339	3.5%	1,227,735	3.5%	95,604	7.8%	1,169,317
DEPRECIATION	193,792	5.4%	186,375	4.5%	7,417	4.0%	183,150
	1,744,125	4.7%	1,677,375	4.8%	66,750	4.0%	1,572,050
TOTAL OPERATING EXPENSE	3,742,862	103.4%	4,089,532	98.3%	(346,670)	-8.5%	3,631,616
	33,188,616	88.9%	35,218,875	101.3%	(2,030,259)	-5.8%	30,868,998
NET OPERATING INCOME (LOSS)	(123,487)	-3.4%	71,151	1.7%	(194,638)	-273.6%	1,225,795
	4,131,587	11.1%	(455,254)	-1.3%	4,586,841	-1007.5%	(1,319,438)
<u>NONOPERATING REV/EXP</u>							
TAXES	181,742	5.0%	181,742	4.4%	-	0.0%	166,359
	1,635,681	4.4%	1,635,681	4.7%	-	0.0%	1,497,227
GENERAL CONTRIBUTIONS	50	0.0%	833	0.0%	(783)	0.0%	100
	18,633	0.0%	7,500	0.0%	11,134	0.0%	17,740
COVID/PRF/FEMA FUNDING	-	0.0%	-	0.0%	-	0.0%	-
	-	0.0%	-	0.0%	-	0.0%	1,180,110
INTEREST INCOME	139,998	3.9%	50,000	1.2%	89,998	180.0%	43,196
	901,068	2.4%	450,000	1.3%	451,068	100.2%	463,659
INTEREST EXPENSE	(45,536)	-1.3%	(162,119)	-35.1%	116,584	-71.9%	(47,544)
	(537,364)	-1.4%	(1,459,073)	-4.2%	921,709	-63.2%	(439,826)
WELLNESS CENTER CONTRIBUTIONS	-	0.0%	(41,667)	-3.0%	41,667	-100.0%	-
	-	0.0%	(125,000)	-0.4%	125,000	-100.0%	-
TOTAL NONOPERATING INCOME (LOSS)	276,255	7.6%	28,790	0.7%	247,465	859.6%	162,110
	2,018,019	5.4%	509,108	1.5%	1,508,910	296.4%	2,718,909
NET INCOME (LOSS)	152,768	4.2%	99,941	2.4%	52,827	52.9%	1,387,905
<i>Year to Date</i>	6,149,605	16.5%	53,855	0.2%	6,095,751	11318.9%	1,399,471

**CRAWFORD COUNTY MEMORIAL HOSPITAL
STATEMENT OF CASH FLOWS
FOR THE MONTH ENDING MARCH 31, 2025**

	<u>THIS MONTH</u>	<u>YTD</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
CASH RECEIVED FROM PATIENTS AND THIRD -PARTY PAYORS	3,507,255	37,134,064
CASH PAID TO SUPPLIERS FOR GOODS AND SERVICES	(1,535,862)	(15,363,223)
CASH PAID TO EMPLOYEES FOR SERVICES	(1,933,110)	(16,568,630)
OTHER OPERATING REVENUE RECEIVED	299,777	1,583,182
NET CASH PROVIDED BY OPERATING ACTIVITIES	338,061	6,785,392
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES		
COUNTY TAXES	45,568	1,393,438
CASH FLOW FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
PROCEEDS FROM ISSUANCE OF LONG-TERM DEBT	-	-
PRINCIPAL PAYMENTS ON LONG-TERM DEBT	(59,267)	(528,006)
INTEREST PAID ON LONG-TERM DEBT	(28,055)	(438,766)
ACQUISITION OF PROPERTY AND EQUIPMENT	(94,881)	(2,137,023)
CONSTRUCTION PROJECT FUNDS	(1,188,444)	18,856,554
NET CASH FROM (USED IN) CAPITAL AND RELATED FINANCING ACTIVITIES	(1,370,647)	15,752,759
CASH FLOW FROM INVESTING ACTIVITIES		
INTEREST RECEIVED	65,561	573,119
PROCEEDS FROM MATURITIES OF CERTIFICATES OF DEPOSIT	92,410	238,162
PURCHASE OF CERTIFICATE OF DEPOSIT	-	-
PROCEEDS OF MATURITIES OF U.S. GOVERNMENT AGENCY SECURITIES	-	77,058
PURCHASE OF GOVERNMENT AGENCY SECURITIES	-	-
NET CASH PROVIDED BY INVESTING ACTIVITIES	157,971	888,339
NET INCREASE (DECREASE) IN CASH	(829,048)	24,819,929
CASH		
BEGINNING	49,379,156	23,730,180
ENDING	48,550,109	48,550,109

<u>OPERATING INDICATORS:</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>JAN</u>	<u>FEB</u>	<u>MAR</u>	<u>Target</u>	<u>Desirable Trend</u>
Total Margin:	5.52%	39.18%	-7.12%	12.58%	32.20%	3.88%	2.00%	Increasing
Debt Service Coverage Ratio:	6.96	11.88	7.44	7.63	9.19	8.76	1.60	Increasing
Days Revenue in Patient A/R:	79	76	77	72	69	68	50	Increasing
Days Cash on Hand:	434	442	425	426	430	423	180	Increasing
(w/o Project funds)	(205)	(223)	(215)	(223)	(239)	(241)		

CRAWFORD COUNTY MEMORIAL HOSPITAL
BALANCE SHEET
AS OF: 3/31/25

	Current Month		Prior Month		1-Month Net Change		1 Year Ago Month	
ASSETS								
CURRENT ASSETS								
Total Cash	14,763,217	16.73%	13,867,012	15.70%	896,205	6.46%	7,034,182	13.86%
Patient Receivables	13,396,158	15.18%	13,590,528	15.38%	(194,370)	-1.43%	12,842,914	25.30%
Allowance for Uncollectibles	(819,000)	-0.93%	(935,000)	-1.06%	116,000	-12.41%	(774,000)	-1.52%
Allowance for Contractuals	(4,570,000)	-5.18%	(4,630,000)	-5.24%	60,000	-1.30%	(4,580,000)	-9.02%
Net Accounts Receivable	8,007,158	9.07%	8,025,528	9.08%	(18,370)	-0.23%	7,488,914	14.75%
Other Receivables								
Est. Third Party Settlement	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Taxes Receivable	804,054	0.91%	849,622	0.96%	(45,568)	-5.4%	709,755	1.40%
Other	203,625	0.23%	231,464	0.26%	(27,839)	-12.03%	680,767	1.34%
Inventory	1,466,068	1.66%	1,483,768	1.68%	(17,700)	-1.19%	1,447,562	2.85%
Prepaid Expenses & Other	609,533	0.69%	751,103	0.85%	(141,570)	-18.85%	1,530,013	3.01%
TOTAL CURRENT ASSETS	25,853,655	29.30%	25,208,498	28.53%	645,157	2.56%	18,891,193	37.22%
ASSETS LIMITED AS TO USE								
Investments								
Cash & CD's	12,848,971	14.56%	13,550,300	15.34%	(701,329)	-5.18%	13,106,907	25.82%
Bond/Project Funds	20,937,921	23.73%	21,961,844	24.86%	(1,023,923)	-4.66%	502,081	0.99%
Interest Receivable	94,270	0.11%	112,300	0.13%	(18,030)	-16.05%	67,277	0.13%
TOTAL ASSETS LIMITED AS TO USE	33,881,162	38.40%	35,624,444	40.32%	(1,743,282)	-4.89%	13,676,266	26.94%
OTHER ASSETS								
Physician Practice Intangibles	815,000	0.92%	815,000	0.92%	-	100.00%	815,000	1.61%
TOTAL OTHER ASSETS	815,000	0.92%	815,000	0.92%	-	0.00%	815,000	1.61%
PROPERTY & EQUIPMENT, NET								
Land	314,500	0.36%	314,500	0.36%	-	0.00%	314,500	0.62%
Land held for Future Dev	120,400	0.14%	120,400	0.14%	-	0.00%	120,400	0.24%
Land Improvements	2,623,208	2.97%	2,623,208	2.97%	-	0.00%	2,511,827	4.95%
Building	8,675,741	9.83%	8,675,741	9.82%	-	0.00%	8,670,091	17.08%
Fixed Equipment	18,242,924	20.68%	18,262,376	20.67%	(19,452)	-0.11%	18,079,267	35.62%
Major Moveable Equipment	22,410,640	25.40%	22,399,828	25.35%	10,812	0.05%	19,086,830	37.60%
Leased Equipment	1,439,076	1.63%	1,439,076	1.63%	-	0.00%	1,439,076	2.84%
Deferred Costs	8,655,592	9.81%	7,465,582	8.45%	1,190,010	15.94%	1,184,439	2.33%
Right of Use Subscriptions	201,265	0.23%	201,265	0.23%	-	0.00%	-	0.00%
Allowance for Depreciation	(39,893,062)	-45.21%	(39,699,270)	-44.94%	(193,792)	0.49%	(37,629,404)	-74.14%
TOTAL PROPERTY & EQUIP, NET	22,790,284	25.83%	21,802,705	24.68%	987,579	4.53%	13,777,027	27.14%
DEFERRED OUTFLOWS OF RESOURCES								
Pension Related Deferred Outflows	4,134,804	4.69%	4,134,804	4.68%	-	0.00%	2,767,672	5.45%
Deferred Loss on Refunding	761,243	0.86%	761,243	0.86%	-	0.00%	830,448	1.64%
TOTAL DEFERRED OUTFLOWS	4,896,047	5.55%	4,896,047	5.54%	-	0.00%	3,598,120	7.09%
TOTAL ASSETS	88,236,148	100.00%	88,346,694	100.00%	(110,546)	-0.13%	50,757,605	100.00%
LIABILITIES & NET ASSETS								
CURRENT LIABILITIES								
Accounts Payable	253,390	0.29%	338,580	0.38%	(85,191)	-25.16%	437,764	0.86%
Accrued Payroll & Payroll Taxes	2,155,625	2.44%	2,144,538	2.43%	11,087	0.52%	2,343,491	4.62%
Accrued Health Insurance	2,181,592	2.47%	2,197,395	2.49%	(15,803)	-0.72%	1,962,651	3.87%
Deferred Pro Tax Receivable	545,227	0.62%	726,969	0.82%	(181,742)	-25.00%	499,076	0.98%
Due to Third Parties - Other	4,317	0.00%	3,750	0.00%	567	15.12%	3,976	0.01%
Lease Payable - Short Term	61,722	0.07%	61,722	0.07%	-	0.00%	-	0.00%
Est. Third Party Settlements	1,737,575	1.97%	1,737,575	1.97%	-	0.00%	1,892,774	3.73%
TOTAL CURRENT LIABILITIES	6,939,448	7.86%	7,210,530	8.16%	(271,082)	-3.76%	7,139,732	14.07%
OTHER LIABILITIES								
Lease Payable - Long Term	348,578	0.40%	352,943	0.40%	(4,364)	-1.24%	69,102	0.14%
Bonds Payable - Long Term	43,348,189	49.13%	43,403,091	49.13%	(54,902)	-0.13%	18,821,657	37.08%
Interest Payable	144,995	0.16%	127,612	0.14%	17,383	13.62%	100,213	0.20%
Net Pension Liability	9,673,976	10.96%	9,623,976	10.89%	50,000	0.52%	7,985,095	15.73%
TOTAL LONG-TERM LIABILITIES	53,515,739	60.65%	53,507,622	60.57%	8,116	0.02%	26,976,066	53.15%
TOTAL LIABILITIES	60,455,186	68.52%	60,718,152	68.73%	(262,966)	-0.43%	34,115,799	67.21%
DEFERRED INFLOWS OF RESOURCES								
Pension Related Deferred Inflows	774,116	0.88%	774,116	0.88%	-	0.00%	2,013,105	3.97%
OPEB Related Deferred Inflows	300,736	0.34%	300,736	0.34%	-	0.00%	175,696	0.35%
TOTAL DEFERRED INFLOWS	1,074,852	1.22%	1,074,852	1.22%	-	0.00%	2,188,801	4.31%
NET ASSETS								
General Fund	20,556,504	23.30%	20,556,504	23.27%	-	0.00%	13,053,534	25.72%
Net Revenue (Loss)	6,149,605	6.97%	5,997,185	6.79%	152,420	2.54%	1,399,471	2.76%
TOTAL NET ASSETS	26,706,109	30.27%	26,553,690	30.06%	152,420	0.57%	14,453,006	28.47%
TOTAL LIABILITIES & NET ASSETS	88,236,148	100.00%	88,346,694	100.00%	(110,546)	-0.13%	50,757,605	100.00%

CCMH Expenses Paid for the Month of March 2025

1Vizion Productions - Fees	\$4,500.00	Frontier Telephone Co. - Telephone	\$252.21
AbbVie US, LLC - Supplies	\$1,337.00	GQR Recruiting Resources LLC - Fees	\$18,353.60
Access Technologies - Fees	\$362.00	Grainger - Supplies	\$428.57
Acute Care, Inc. - Fees	\$23,956.89	Jamie Gross - Expenses	\$58.66
Adams, Krystin - Expenses	\$39.59	GRP & Associates Inc. - Fees	\$447.72
Agiliti Surgical Equipment Repair, Inc. - Supplies	\$976.24	Health Partners of Southwest Iowa - Fees	\$2,739.00
Airgas USA - Supplies	\$2,307.11	Healthcare Compliance Testing, Inc. - Fees	\$596.35
Align Ophthalmic, LLC - Supplies	\$4,254.22	Heartland Business Systems, LLC - Fees	\$1,638.58
American Heart Assoc., Inc. - Fees	\$1,215.00	Hemocue America - Supplies	\$395.95
American Messaging - Fees	\$44.43	Highland Medical Staffing - Fees	\$614.90
Ameritex Services - Fees	\$4,680.78	HyVee, Inc. - Supplies	\$1,637.50
Ampride Tire & Auto - Fees	\$1,239.11	ICAN, Inc. - Advertising	\$425.00
Anderson Erickson Dairy - Supplies	\$535.35	ICP Medical, LLC - Supplies	\$800.00
Applied Medical - Supplies	\$1,215.00	ICU Medical, Inc. - Supplies	\$4,897.20
ARJO, Inc. - Supplies	\$1,253.55	ID Apparel, LLC - Supplies	\$1,414.81
Balcon - Supplies	\$1,895.00	IDEXX Distribution, Inc. - Supplies	\$1,418.06
Bausch & Lomb Americas, Inc. - Supplies	\$91.30	Image Trend, Inc. - Fees	\$3,900.41
Bayer Healthcare - Supplies	\$1,793.22	Invision Architecture - Fees	\$30,963.12
Beckman Coulter, Inc. - Supplies	\$2,833.20	Iowa Central Community College - Fees	\$100.00
Bell Medical, Inc. - Supplies	\$148.02	Iowa Health and Human Services - Fees	\$3,701.00
Biovigil Technologies, LLC - Fees	\$2,198.49	Iowa Hospital Association - fees	\$100.00
Bluespace Creative, Inc. - Fees	\$1,188.05	Kailee Ipsen - Expenses	\$185.11
Bound Tree Medical - Supplies	\$162.90	J&J Health Care Systems, Inc. - Supplies	\$11,244.00
Bracco Diagnostics, Inc. - Supplies	\$1,017.00	Jackson Physician Search, LLC - Fees	\$3,300.00
Brandy Tripp / Cardiac Rehab - Fees	\$180.00	Jaeger Medical America, Inc. - Fees	\$197.89
Cable Channel 13 - Fees	\$372.00	KCI USA, INC. - Supplied	\$1,813.57
Cardinal Health - Supplies	\$55,342.60	KDSN FM - Advertising	\$4,043.68
Cardinal Supplies and Fresheners - Supplies	\$52.80	Kicktech, LLC - Fees	\$3,006.25
Caresfield, LLC - Supplies	\$452.55	Makayla Kintner - Expenses	\$2.10
Carl Zeiss Meditec USA, Inc. - Supplies	\$537.56	Koch Filter Corporation - Supplies	\$285.60
Scott Carver - Fees	\$21,100.00	La Prensa - Advertising	\$558.00
Cassling - Fees	\$34,131.32	Kylee Lefebvre - Expenses	\$2,342.21
CDW Government, Inc. - Supplies	\$6,682.86	Katelyn Leisinger - Expenses	\$55.00
CenturyLink - Telephone	\$614.88	Lifeserve Blood Center - Fees	\$4,930.29
Cepheid - Supplies	\$17,890.16	Lint Van Lines - Fees	\$736.00
Cerner Corporation - Fees	\$42,335.75	Dr. Patrick Luft - Expenses	\$1,753.10
Certified Testing Services, Inc. - Fees	\$1,736.00	Sara Luft - Expense	\$888.00
Chamber & Development - Fees	\$200.00	Lulac Denison - Sponsorship	\$500.00
Change Healthcare - Fees	\$5,648.99	Macro Helix, LLC - Fees	\$13,106.74
Charter Oak Commercial Club - Sponsorship	\$25.00	Craig Malone - Rent	\$650.00
CHI Health - Fees	\$1,099.08	Manilla Times - Advertising	\$300.00
City of Denison - Fees	\$500.00	Mapleton Press - Advertising	\$148.00
Civco Medical Solutions - Supplies	\$148.00	Marco Technologies, LLC - Fees	\$2,332.56
CLIA Laboratory Program - Fees	\$3,032.00	Marks Plumbing Parts - Supplies	\$81.56
Jenna Cloud - Expenses	\$126.22	Martin Bros Dist. Co., Inc - Supplies	\$3,208.09
Cobblestone Inn & Suites - Fees	\$1,287.00	Masimo Americas, Inc. - Supplies	\$725.80
CompHealth - Fees	\$62,713.72	McKesson Medical Surgical - Supplies	\$9,318.97
Constellation New Energy - Utilities	\$8,361.25	Medibadge, Inc. - Supplies	\$29.75
Cornerstone Commissioning - Fees	\$5,434.00	Medical Solutions - Fees	\$51,541.87
Crawford Count Abstract, LLC - Fees	\$730.00	Medline Industries LP - Supplies	\$564.37
Crawford County Historical Society - Sponsorship	\$100.00	MGMA - Fees	\$8,500.00
Crawford County Sheriff - Sponsorship	\$100.00	Michael & Sara Luft - Fees	\$300.00
Cutler Anesthesia Services - Fees	\$39,465.00	MidAmerican Energy - Utilities	\$146.98
Dearborn - Premiums	\$21,734.50	Mindray DS USA, Inc. - Supplies	\$1,805.08
Dell Marketing LP - Supplies	\$4,988.22	Dr. Stephen Morse - Fees	\$53,524.92
Denison Bulletin & Review	\$1,379.90	Erin Muck - Expenses	\$847.65
Denison Community School District - Sponsorship	\$120.00	Justin Mumm - Expenses	\$106.40
Denison Free Press - Advertising	\$1,350.00	Dana Neemann - Expenses	\$137.27
Denison Municipal Utilities - Utilities	\$15,578.71	Network Services Company - Supplies	\$2,756.75
Department of Administrative Services - Fees	\$150.00	New Century FS - Fuel	\$1,673.98
DirecTV - Fees	\$402.25	New York Life - Premiums	\$2,920.50
Do It Best Hardware - Supplies	\$229.16	Nuance Communication, Inc. - Fees	\$1,476.66
Dollar General Corporation - Supplies	\$48.60	NW Iowa Yes Center - Fees	\$2,080.25
Dorsey & Whitney, LLP - Fees	\$10,445.50	Observer - Advertising	\$200.00
Draeger, Inc. - Supplies	\$379.20	Omnicell, Inc. - Fees	\$80.00
Dustin Durbin - Expenses	\$417.30	Onmedia - Advertising	\$416.00
Echo Group, Inc. - Supplies	\$127.48	Optimum Anesthesia, LLC - Fees	\$16,000.00
EGOLD Fax - Fees	\$1,115.70	Owens & Minor - Supplies	\$24,540.37
El Paisano Garage Doors - Fees	\$1,723.00	Oxen Technology - Fees	\$11.00
Electronic Sound, Inc. - Supplies	\$212.00	Paragard Direct - Supplies	\$298.05
Ace Ettleman - Rent	\$550.00	Patton's Medical - Supplies	\$199.67
Eventide Lutheran Home - Fees	\$495.00	Pentax Medical - Supplies	\$495.00
Fareway Stores - Supplies	\$681.85	Pharmacy OneSource - Supplies	\$560.16
Farmer Bros. Co. - Supplies	\$1,217.56	Physician Lab Services - Fees	\$21,377.50
Federal Express Corp. - Fees	\$14.18	Pipeline Health Holdings, LLC - Fees	\$6,084.40
First National Bank Omaha - Expenses	\$5,074.78	Pitney Bowes - Postage	\$1,500.00

Plunkett's Pest Control - Fees	\$151.90	Stryker Sales LLC - Supplies	\$4,345.30
Positive Promotions, Inc. - Supplies	\$2,973.58	Sweet Treats & More - Fees	\$495.50
PPP Web Design - Fees	\$190.00	Team Ford Lincoln - Fees	\$441.54
Practical Sleep Services, LLC - Fees	\$6,390.00	Thrifty White - Fees	\$13.83
Precision Dynamics Corporation - Supplies	\$1,320.90	TKT Management Consultants, Inc. - Fees	\$2,000.00
Press Ganey - Fees	\$11,323.05	Tri-Anim Health Services - Supplies	\$836.02
Priority Healthcare Dist. - Supplies	\$5,297.52	TruBridge - Fees	\$2,609.00
Professional Computer Solutions - Fees	\$293.00	Tusk Enterprises, LLC - Fees	\$12,580.00
Professional Medical Management - Supplies	\$6,567.00	UKG, Inc. - Fees	\$32,428.06
Propio Language Service - Fees	\$959.61	UnityPoint Health - Fees	\$378.00
Qgenda, LLC - Fees	\$3,960.00	UNMC Center for Continuing Education - Fees	\$70.00
QuVa Pharma, Inc. - Supplies	\$215.30	US Foods - Supplies	\$11,111.30
R&D Batteries, Inc. - Supplies	\$211.04	Van Meter -Supplies	\$387.80
R&S Waste Disposal - Fees	\$1,197.42	Van-Wall Equipment, Inc. - Supplies	\$1,450.81
Recruiting Resources - Fees	\$6,208.05	Verizon Wireless - Telephone	\$588.10
Redsail Technologies - Fees	\$246.46	Vetter Equipment - Supplies	\$500.00
Region XII COG - Fees	\$250.00	Trama Vetter - Expenses	\$103.00
Remel, Inc. - Supplies	\$797.32	Vision Service Plan - Premiums	\$3,700.15
Faith Rosburg - Expenses	\$370.22	Visual Edge IT, Inc. - Fees	\$1,441.97
Royce Rolls Ringer Co. - Supplies	\$1,709.00	VOC Associates, LLC - Fees	\$1,815.00
Erin Schechinger - Expenses	\$888.00	VVC Holding LLC - Supplies	\$4,386.13
Scribe EMR - Fees	\$14,423.09	Macy Waldemar Webb - Expenses	\$165.99
Secure Shred Solutions - Fees	\$232.00	Walmart / Capital One - Supplies	\$477.49
Siemens Healthcare Diagnostics - Supplies	\$2,366.28	Welch Allyn Inc. - Supplies	\$345.25
SpendMend, LLC - Supplies	\$7,822.40	Wells Fargo Financial Lease - Fees	\$935.18
St. Anthony Regional Hospital - Fees	\$2,257.50	Western Iowa Networks - Fees	\$1,663.63
Standard Textile Co, Inc. - Supplies	\$699.84	Western Iowa Wireless - Fees	\$701.46
Staples Advantage - Supplies	\$943.37	Westside Sonography, Inc. - Fees	\$495.00
Staywell/Krames - Supplies	\$39.50	WIN - Fees	\$1,500.00
Stone Printing - Supplies	\$180.30	Wisconsin Physician Services - Fees	\$14,500.00
Stryker Endoscopy - Supplies	\$872.16	Z&Z Medical, Inc. - Supplies	\$1,853.15
Stryker Orthopedics - Supplies	\$7,477.00	Patient Account Refunds	\$11,618.56
Stryker Rental Services - Fees	\$98.00		
		March Check Run	\$983,714.85
DEPRECIATION FUND:			
Skytron - OR Table Installation	\$3,327.56		
US Foods - Camtherm Plate Heater	\$6,760.40		
Depreciation Total			\$10,087.96
Salaries			\$1,778,086.20
GRAND TOTAL			\$2,771,889.01

Crawford County Memorial Hospital
PURCHASING DEPARTMENT REQUEST
Capital & Minor Equipment

Date: _____ Department: _____

Capital Equipment Item (>\$5,000): ☐ Yes Minor Equipment (\$1,000-\$5,000): ☐ Yes

In Current Fiscal Year Budget: ☐ Yes ☐ No

Is this a trial? ☐ Yes ☐ No If Yes, length of trial _____

If replacement, what item does it replace? _____

Item Requested: _____

Quantity: _____

Description: _____

Justification of purchase: _____

Pricing reviewed by MM: _____ ASCEND contract _____ MD Buyline checked _____

Reviewed by IT: _____ Reviewed by Plant Operations: _____

Reviewed by Bio-Med: _____ Service Manual Ordered: _____

In Buying Group?

Company #1: _____ ☐ Yes ☐ No

Company #2: _____ ☐ Yes ☐ No

Company #3: _____ ☐ Yes ☐ No

Recommendation: _____

Approved for purchase from _____ (Company)

Purchase Order #: _____ Date: _____

Signature: _____

Department Manager

Signature: _____

CEO/CFO

CUSTOMER NAME: CRAWFORD CO MEMORIAL HOSPITAL
CUSTOMER ADDRESS: 100 MEDICAL PKWY
CUSTOMER CITY, STATE ZIP: DENISON, IA 51442
CUSTOMER ACCOUNT: 3044725
QUOTE NUMBER: 250408-003817

GPO: PREMIER
TIER: TIER 5
FREIGHT TERMS: FOB ORIGIN
QUOTE DATE: 04/15/2025
QUOTE EXPIRATION: 07/14/2025

Infusion System Pumps

List Number	Description	Customer Price	Units	Customer Initial Cost (1st year)	Customer Total (5 years)
4000-0106-01	Medfusion™ 4000 Syringe	\$3,730.28	2	\$7,460.56	\$7,460.56
Infusion System Pump Total:			2	\$7,460.56	\$7,460.56

Software Annual User Fees

List Number	Description	Customer Price	Units	Customer Initial Cost (1st year)	Customer Total (5 years)
22-0090-02	Starter Medfusion™ Annual Fee	\$285.00	2	\$570.00	\$3,149.61
Software Annual User Fees Total:				\$570.00	\$3,149.61

Implementation Service Components

List Number	Description	Customer Price	Units	Customer Initial Cost (1st year)	Customer Total (5 years)
22-0026-001	PharmGuard Basic - Starter Implementation Services Medfusion™ 4000 - Main Site	\$6,000.00	1	\$6,000.00	\$6,000.00
Implementation Service Components Total:				\$6,000.00	\$6,000.00

Medfusion™ Accessories

List Number	Description	Customer Price	Units	Customer Initial Cost (1st year)	Customer Total (5 years)
21-2145-01	Power Cord (for Medfusion™)	INCLUDED	2	INCLUDED	INCLUDED
22-1050-51	Medfusion™ Rotating Pole Clamp	\$140.15	2	\$280.30	\$280.30
Accessories Total:				\$280.30	\$280.30

Total System Cost Summary

Description	One Time Fee	Recurring Annual Fee	Customer Initial Cost (1st year)	Customer Total (5 years)
Devices	\$7,460.56		\$7,460.56	\$7,460.56
Annual User Fee		\$570.00	\$570.00	\$3,149.61
Implementation Fee	\$6,000.00		\$6,000.00	\$6,000.00
Accessories	\$280.30		\$280.30	\$280.30
Total:	\$13,740.86	\$570.00	\$14,310.86	\$16,890.47

Special Instructions:

Purchase Orders must be itemized and include the following: remit payment address, FOB terms, payment terms, and bill to and ship to address.

Annual Software License Subscription: License to use ICU Medical's PharmGuard™ Infusion Management software for device(s) on an annual basis including updates. Initial term is for 5 years.

A Supplemental Agreement is needed.

This is a Non-Binding Price Quote. Price Quotes are valid through the Quote Expiration Date unless otherwise specified in writing. A binding contract only exists after execution of a written agreement between the parties, to include terms and conditions, and intellectual property rights.

This price quotation is valid only for the entire ICU Medical Product purchase as defined herein. Any changes to the number and type of devices, servers, facilities or drug libraries will require adjustment to the prices quoted.

The ICU Medical Software Annual User Fees, Disposables (if applicable), Consumables (if applicable) and Extended Services may be subject to annual price increases.

For CADD™ and Medfusion™ Infusion Pumps: If Customer is purchasing pursuant to a group purchasing organization ("GPO") agreement, then the terms of the GPO Agreement shall apply to Customer's purchases hereunder. If no GPO is identified, or the subject matter is not covered by the GPO Agreement (including without limitation Software), then ICU Medical Sales, Inc. ("ICU MEDICAL") Software Terms of Use and standard terms and conditions that are set forth at <https://www.icumed.com/support/customer-support-documents/terms-and-conditions-of-sale/terms-and-conditions-of-sale-for-purchase-orders> ("Terms and Conditions") shall apply.

Warranty periods shall apply as follows:

(i) For Infusion Pumps (which includes wireless modules, but does not include batteries), for a period of twelve (12) months from the date of shipment to Customer, except that the CADD™-Solis Ambulatory Infusion Pump shall have a warranty of twenty-four (24) months from the date of shipment to Customer

(ii) For Accessories, Solutions, Consumables, Disposables, and batteries for Infusion Pumps for a period of ninety (90) days from the date of delivery to Customer

All information contained in this quote is strictly confidential. Customer and its affiliates will not disclose the terms of this quote to any party without ICU Medical's prior written consent.

ICU Medical Implementation fees, Interoperability fees and/or Professional Services implementation fees that are not included in this Price Quote require an updated and/or additional Price Quote.

For device upgrades Customer may be required to properly pack and return current ICU Medical devices. Additional terms shall apply.

Orders may be placed as follows:

PO Remit Address

ICU Medical Sales, Inc.
C/O ICU Medical, Inc. P.O. Box 848908
Los Angeles, CA 90084-8908
DublinCES@icumed.com
Brittany Morin - Brittany.Morin@icumed.com

Email Orders

Prepared by: MRA

REF: 250408-003817

UID Reference: 1987923

Eligibility

Project Kick-off

Pump Options

Clinical Workflow & Tubing Assessment

Drug Library Review

Clinical Education

Device Assembly

Drug Library Transfer

PharmGuard™ Basic

<25 pumps; Non-Wireless (PG Starter)

Remote

Remote

Remote

Online - Digital

Self-Service

Self-Service

Crawford County Memorial Hospital
PURCHASING DEPARTMENT REQUEST
Capital & Minor Equipment

Date: 04/17/2025

Department: Med Unit

Capital Equipment Item (>\$5,000): ☒ Yes Minor Equipment (\$1,000-\$5,000): ☐ Yes

In Current Fiscal Year Budget: ☒ Yes ☒ No

Is this a trial? ☐ Yes ☒ No If Yes, length of trial _____

If replacement, what item does it replace? Bariatric Ceiling lift in Room 119

Item Requested: Bariatric Ceiling lift

Quantity: 1

Description: Maxi Sky 1000 - with ECS

Justification of purchase: Replaced motors only in all 3 lifts. This replaces the bariatric lift.

Pricing reviewed by MM: ☒ ASCEND contract ☐ MD Buyline checked ☐

Reviewed by IT: _____ Reviewed by Plant Operations: _____

Reviewed by Bio-Med: _____ Service Manual Ordered: _____

In Buying Group?

Company #1: Arjo - \$7,914.65 (over budget by \$1,829.71) ☐ Yes ☐ No

Company #2: _____ ☐ Yes ☐ No

Company #3: _____ ☐ Yes ☐ No

Recommendation: _____

Approved for purchase from _____ (Company)

Purchase Order #: _____ Date: _____

Signature: _____

Department Manager

Signature: _____

CEO/CFO

CRAWFORD COUNTY MEMORIAL HOSPITAL
100 MEDICAL PARKWAY
DENISON, IA 51442

Phone: 712-265-2500

PURCHASE ORDER

Purchase Order No.:	43932
Company No.:	CCMH
Vendor No.:	101802
Page No.:	1 of 1

Purchase Order Number above must appear
on all correspondence.

VENDOR

ARJO, INC.
P.O. BOX 640799
PITTSBURGH, PA 15264-0799

PHONE: 800-323-1245
FAX:
ACCT:

INSTRUCTIONS

QUOTE #Q-213009
3rd Party Shipping - 354271435

SHIP TO

CRAWFORD COUNTY MEMORIAL HOSPITAL
100 MEDICAL PARKWAY
DENISON, IA 51442

PAYMENT TERMS

Due 30 Days

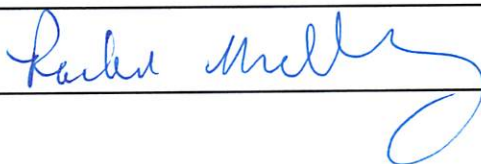
FREIGHT TERMS

ORDER DATE

Apr 17, 2025

LINE	CATALOG	ITEM #	DESCRIPTION	QTY	UOM	PRICE	AMOUNT
1	LF21409		MAXI SKY 1000 ECS	1	EA	5,548.04	5,548.04
2	ZSPEASECPACL		ANNUAL PREVENTATIVE MAINTENANCE	1	EA	1,500.80	1,500.80
3	700-05401-BOX		MAXY SKY1000 2PT SPREAD BAR	1	EA	309.08	309.08
4	700-05441		MAXY SKY1000 4PT SPREAD BAR	1	EA	556.73	556.73
						Subtotal:	7,914.65
						Freight:	0.00
						ORDER TOTAL:	\$7,914.65

Signature: _____



Date: 4/17/25

Quote date: April 15, 2025
Quote number: Q-213009
Purchase order:
Contact: Dennis Fredericksen
Location: 2020 1St Ave S
Denison IA 51442
United States

Quotation overview

BILLING INFORMATION

CRAWFORD COUNTY MEMORIAL HOSPITAL
100 MEDICAL PKWY
DENISON, IA, 51442-2607

Attention: Dennis Fredericksen
Email: dfredericksen@ccmhia.com
Phone: (712) 265-2567


SHIPPING INFORMATION

CRAWFORD COUNTY MEMORIAL HOSP
100 MEDICAL PKWY
DENISON, IA, 51442-2607

Sales Contact: Justin Boles
Email: justin.boles@arjo.com
Phone: (515) 330-9921

QUOTE DETAILS

Customer#: 2047382
Validity Date: 7/14/2025
Delivery Terms: FOB - SHIPPING POINT
Payment Terms: net 30 days

PRODUCT #	PRODUCT DESCRIPTION	CONTRACT	NET UNIT PRICE	QTY	NET TOTAL
LF21409 	Maxi Sky 1000 -with ECS, no spreader bar	PREMIER PHD PP-NS-2000	\$5,548.04	1	\$5,548.04
ZSPEASECPACL	*Performance Assurance Ceiling Lifts (Maxi Sky 2, Maxi Sky 440 Portable, Maxi Sky 1000) - 4 year Annual Preventive Maintenance, including a first year warranty PM. All travel, labor and spare parts. M-F, 8-5, excluding holidays. *Travel surcharge may apply after 100 miles. Annual price per contracted item: \$375.20 4 year price per contracted item: \$1,500.80*		\$1,500.80	1	\$1,500.80
700-05401-BOX	Maxi Sky 1000, 2pt (loop) spreader bar - 454KG	PREMIER PHD PP-NS-2000	\$309.08	1	\$309.08
700-05441	Maxi Sky 1000, 4pt (loop) spreader bar	PREMIER PHD PP-NS-2000	\$556.73	1	\$556.73

Grand Total:

\$ 7,914.65

*Cross out row for service contract if not desired.

Confidential and Proprietary Information of Arjo. All pricing shall be considered confidential.

For more information visit www.arjo.com

arjo
EMPOWERING MOVEMENT

Quote date: April 15, 2025

Quote number: Q-213009

Purchase order:

Contact: Dennis Fredericksen

Location: 2020 1St Ave S
Denison IA 51442
United States

Disclaimer: All products are subject to availability. Shipping and tax to be added on later and are an approximation and subject to change.

IN WITNESS WHEREOF, the undersigned have executed this quote and attached terms and conditions agreeing to be bound upon the date below.

CRAWFORD COUNTY MEMORIAL HOSPITAL

Signature: 

Printed Name: Chris M. Mue

Title: CNO

Date: 4/17/2025

By signing this quote, customer agree to be bound by Arjo's Standard Terms and Conditions located at: <https://www.arjo.com/en-us/order/terms-and-conditions/> Arjo may change the Terms and Conditions at any time. In the event a customer is a GPO customer, the GPO Terms and Conditions ("GPO T&Cs") shall govern the applicable sale

At Arjo, we believe that empowering movement within healthcare environments is essential to quality care. Our products & solutions are designed to promote a safe & dignified experience through patient handling, medical beds, personal hygiene, disinfection, diagnostics, & the prevention of pressure injuries & venous thromboembolism.

Products



Patient mobility and falls prevention



Hygiene and wellness



Medical beds



Pressure injury prevention



VTE prevention



Disinfection



Diagnostics

Clinical solutions



Arjo MOVE®
Clinical Consulting



Pressure injury and bariatric care



Early mobility for ICU and critical care



Anxiety and dementia care



Arjo Rental



Financial services



Arjo ReNu™

Financial solutions

Operational solutions



Equipment services



Arjo Express



Facility planning

Confidential and proprietary information of Arjo. All pricing shall be considered confidential.

Only Arjo designed parts, which are designed specifically for the purpose, should be used on the equipment and products supplied by Arjo. As our policy is one of continuous development we reserve the right to modify designs and specifications without prior notice. ® and ™ are trademarks belonging to the Arjo group of companies. Copyright, trademarks and logos are the intellectual property of Bruin Biometrics LLC, this includes the following: Provizio® SEM Scanner and SEM Scanner® Bruin Biometrics LLCs copyright materials cannot be used or reproduced without Bruin Biometrics LLCs written consent. © Arjo, 2022

Standard Terms and Conditions

*For these standard terms and conditions, customer may also mean facility.

1. **SHIPMENT.** All shipments shall be F.O.B. Arjo's Roselle, IL facility or such other facility that Arjo may, from time to time, designate. The risk of loss shall pass from Arjo to customer once the products leave Arjo's shipping dock. Arjo shall select the shipment method and the carrier, and customer will be responsible for paying all shipment charges. Arjo will not be liable for damages or delays in delivery due to causes beyond its reasonable control.
 2. **PAYMENT.** Payment terms are net thirty (30) days from date of invoice.
 3. **PRICE.** Prices of the products purchased by customer shall be stated on the purchase order. All references to products shall mean those products identified and sold in each individual purchase order. Customer shall be responsible for payment of any federal, state or local sales, customs, use, excise, personal property and other taxes, however designated, which are levied or based on any products sold to customer by Arjo.
 4. **INSPECTION AND ACCEPTANCE.** Customer shall be obligated to examine each shipment, promptly upon customer's receipt thereof and unless customer notifies (as specified in the notice provision below) Arjo in writing with particularity as to the defect or non-conformity within five (5) calendar days of delivery to customer for the shipment in question (an "effective rejection"), customer shall be deemed to have waived all claims for shortage and non-conformities that customer should reasonably have discovered as a result of such examination. Acceptance of the products shall be deemed to have occurred when the customer either fails to make an effective rejection, or after a reasonable opportunity to inspect signifies to Arjo that the products are conforming, or that customer will retain the products in spite of its non-conformity, or if the customer provides affirmative notice of acceptance. Acceptance of a part of any shipment is acceptance of the entire shipment.
 5. **CREDITS AND RETURNS.** Customer may not return any Arjo products shipped hereunder without first obtaining Arjo's written authorization by emailing [Returns.US.CC@arjo.com](mailto>Returns.US.CC@arjo.com) or calling (800)323-1245. Arjo may, at its sole discretion, authorize returns of products not otherwise returnable. For returns of products to Arjo not shipped in error or damaged in shipment, a restocking fee of fifteen (15%) of the purchase price will apply and shall be due to Arjo within thirty (30) days of the day of the return. In the event the foregoing restocking fee is not paid timely, interest and/or late fees will apply. Excluded from eligible returns are: (i) custom orders; (ii) opened products; and (iii) customer damaged products. All returns must be in salable condition. Arjo retains the right to refuse the return of any product that has been under the customer's custody, control or possession for 180 days or longer.
 6. **DEFAULT AND TERMINATION.** In the event customer fails to provide payment of any sum to be paid to Arjo, or fails to perform in accordance with any provision hereof or any other agreement between customer and Arjo, or should customer become insolvent or file a petition in bankruptcy, or be the subject of any bankruptcy or insolvency proceeding, or if Arjo makes a good faith determination that prospect for payment or performance by customer is impaired "impending default"), then, Arjo may, at its option, declare customer in default of its obligations hereunder and any other agreement between Arjo and customer and withhold delivery, resell, recover damages and/or terminate any this agreement with customer upon written notice to customer. In the event of termination, customer shall pay Arjo all amounts owing under any agreement between customer and Arjo, and customer shall be liable for any and all costs, expenses, and damages, including without limitation reasonable attorneys' fees and legal expenses, which Arjo may sustain by reason of such default by customer.
 7. **SECURITY INTEREST.** Unless and until customer makes complete payment to Arjo for any and all products delivered to customer, customer shall keep the products free and clear of all liens and encumbrances, and Arjo is hereby granted a continuing first priority security interest in and to such products. In the event purchases are other than C.O.D., customer agrees to execute any documents necessary to enable Arjo to perfect or continue its security interest, to permit Arjo all the rights of a secured creditor under the Uniform Commercial Code. In addition, customer hereby authorizes Arjo to file such document(s) for such purposes and to execute the same on behalf of customer.
 8. **CONFIDENTIALITY.** Each party agrees to keep confidential any non-public information of the other party received in any form, including without limitation, the terms of this quote. If any disclosure of the other party's confidential information is required by law, the party required to make such disclosure shall provide sufficient notice to the other party prior to making such disclosure in order to allow such party time to undertake legal or other action to prevent such disclosure or otherwise obtain confidential treatment of such disclosure.

Notwithstanding the above, either party shall have the right to disclose terms of this quote to any of its' affiliates, attorneys, accountants or other third party representatives to the extent such disclosure is required in order for such recipient parties to perform their roles or responsibilities to the disclosing party; provided that such recipient parties shall have, in advance, agreed in writing that they will not disclose or use the information beyond what is required for the performance of services to the disclosing party and shall in no event disclose such information to any other party.
 9. **DISCOUNTS/REBATES/COMPLIANCE.** As applicable, the parties agree that any discounts or rebates on items or services provided by Arjo Inc. under the terms of this quote constitute a "discount or other reduction in price" of the items or services under Section 1128B(b)(3)(A) of the Social Security Act, 42 U.S.C. §1320a-7b(b)(3)(A). Customer must properly disclose actual prices paid for items or services acquired pursuant to this quote, including any discounts or rebates, on any Medicare, Medicaid or other Federal Health Care Program (as defined in Section 1128B(f) of the Social Security Act) cost report for the fiscal year in which earned or the following year. In addition, Customer must furnish, upon request by the Secretary of Health and Human Services, the State Medicaid or other Federal Health Care Program agency, all information concerning the amount or value of the discounts or rebates, including this quote and related invoices and statements. Customer warrants that no kickbacks were offered, provided and/or solicited by Customer or Arjo Inc. as a precondition for executing this quote with Arjo Inc.
 10. **FAIR MARKET VALUE REMUNERATION; ANTI-KICKBACK.** Any remuneration exchanged between the parties shall at all times be commercially reasonable and represent fair market value for services or purchased items.
 11. **GENERAL WARRANTY.** Arjo warrants to the original purchaser that its products and replacement parts shall be free from defect in material and workmanship for a period of one (1) year from date of installation or 60 days after shipment (except for products outlined under "Specific Product Warranty"). Arjo's obligation under this warranty is expressly limited to supplying replacements parts and/or service for, or replacing, at its option, any product, which is, in the sole discretion of Arjo Inc. found defective.
- Patient lifting equipment (all wet and dry lifts):** five (5) years from the date of invoice for the metal frame and/or structure. This warranty coverage includes chassis, mast tubing, jib, metal handles,

Standard Terms and Conditions

metal lifting arm, hanger bars, metal attachments, and all metal welds. Coverage includes replacement parts, shipping of parts, and any required installation labor. This warranty does not cover any moving parts, polyurethane covers, corrosion, or damage due to abuse or neglect.

Bathing Products Warranty: two (2) years from date of delivery.

Ceiling Lift Warranty: All warranties on ceiling lift track, if installation is performed by Arjo Inc., are for as long as the Installed Products are in use.

The foregoing Ceiling Lift Warranty shall not apply if:

- product is not stored, installed, maintained or used in accordance with its applicable instructions for use or operating manual or if it is used for a purpose not indicated in the applicable instructions for use or operating manual;
- any repairs, alterations or other work has been performed by Customer or others on such Product, other than work performed or authorized by Arjo;
- the alleged product defect is a result of abuse, misuse, improper maintenance, accident or the negligence of any party other than Arjo; or
- product has been damaged as a result, in whole or in part, from the use of components, accessories, parts or supplies not furnished by Arjo Inc.

The warranties under this quote are in lieu of any conflicting statement of limited warranty included with an Equipment shipment. THE FOREGOING WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

SERVICES NOT COVERED DURING WARRANTY PERIOD:

- Repair of equipment damage, replacement of parts or increase in service time caused by purchaser's failure to provide continually a suitable environment as prescribed by Arjo, or by improper storage of the equipment.
- Purchaser's failure to perform routine or preventive maintenance, as outlined in the Arjo Inc. Equipment Preventative Maintenance Manual.
- Neglect, misuse or abuse of the equipment, including use of the equipment for purposes other than those for which it was designed.
- Any damage to any equipment caused by the use of liquids other than Arjo's approved brands (i.e., Cen-Care™ II shampoo, Cen-Sol™ bath oil, Cen-Kleen™ disinfectant, Arjo Sound™, hydraulic fluid, etc.) that are not compatible with Arjo's equipment.
- Accident or disaster, including but not limited to, fire, water, wind and lightning, vandalism or burglary.
- Alterations or modifications made to Arjo's equipment design.
- Attachments, including any interconnection to the equipment of non-Arjo products or devices not provided under an Arjo maintenance agreement.
- Installation, maintenance, or repair of the equipment performed by other than Arjo Inc. or a service provider authorized by Arjo Inc.
- Cosmetic damage (e.g., nicks, dents, scrapes, scratches), however caused; and
- Damage caused by accidental or unusual physical, electrical or electromagnetic stress, neglect, misuse, failure of electric power, air conditioning, humidity control, or transportation, or accident or

disaster, including fire, water, wind and lightning, vandalism or burglary, or any other cause other than ordinary use.

SINGLE USE. Use of any one-time/single-use designated Product beyond the one-time/single use by any recipient hereunder is considered a material breach and voids any warranties associated with the Product. Arjo Inc. will not pay administrative fees or rebates to facilities participating in resterilization. If Customer or any recipient under this quote uses any one-time/single-use Product beyond the one-time/single-use, Arjo Inc. will not be liable for any resulting injuries to persons or property, or for any other damages, costs or expenses relating to the re-use or resterilization of such one-time/single-use Products, and Customer and such other recipient hereby releases, discharges and indemnifies Arjo Inc. from and against the same.

EXTENDED COVERAGE. Arjo's Hydrosound™ transducer metal assembly and its bond to the radiating surface are warranted not to crack, depolarize, deteriorate or become detached from the radiating surface for ten (10) years. Labor is not included in extended coverage.

REPLACEMENT PARTS. Parts replaced under the initial equipment warranty period will be warranted for the remainder of the original equipment warranty period. All replacement parts, including remote handsets, purchased after the initial warranty period will be warranted for ninety (90) days from the date of invoice. Warranty coverage does not include failure due to improper installation by other than Arjo authorized personnel. Electrical/electronic parts (i.e., PC boards, electronic displays, microprocessors, motors, switches, load cells, wiring harnesses, etc.) installed by other than Arjo authorized personnel are excluded from warranty. Scales replaced after the initial warranty period will be warranted for ninety (90) days from the date of invoice. Remote handsets are not considered electronic components for purposes of warranty coverage and have a 90-day warranty as outlined above. All defective parts must be returned to Arjo, at customer's expense, and via the Arjo return authorization policy to receive warranty credit. The exchange component may be new, remanufactured, reconditioned, repaired or rebuilt, but will be equivalent to new in performance. Components replaced under warranty will become the property of Arjo and upon request will be delivered to Arjo or its authorized representative.

EXPENDABLE/CONSUMABLE PARTS. Slings or PC boards cannot be accepted for return and credit unless they are received in the original sealed package, unopened, within 90 days from date of shipment.

SERVICE LABOR COVERAGE. After the original warranty has expired, any labor provided by service personnel authorized by Arjo is covered for 90 days against failure in workmanship.

SPECIFIC PRODUCT WARRANTIES AS LISTED:

- a. Ultrasonics: five (5) years parts, exclusive of cables and crystals; one year on cable, probe head and retractile cable; one year labor.
- b. Dopplex® Ability has a one (1) year warranty on product, including battery and accessories and three (3) month warranty on consumables.
- c. IOP probe (ISP3 and IPP3) has a warranty of three (3) months or the maximum number of sterilization cycles
- d. Intermittent compression and alternating pressure pumps (if purchased): one (1) year parts and labor. Intermittent compression and alternating pressure pumps (under standard-use agreement): three (3) year parts and labor for normal wear and tear.
- e. Pads and garments, extended use: 120 days.

Standard Terms and Conditions

- f. Gel-EEZE® Gel-Foam mattress overlays: 90 days non pro-rated; Foundation™ foam mattress replacements and BariFoam mattress: five (5) years.
- g. Contoura® frames, two (2) years on frames, one (1) year on actuators.
- h. Minuet® 2 bed, one (1) year on all component parts — to include all electrics, actuators, castors and bed end panels, ten (10) years on the metal frame.
- i. Varitech — ten (10) years on the frame (metal structure), one (1) year on motors and electronic components (hand control, circuit, wires) and one (1) year on all other accessories (headboard, side rails etc.)
- j. Enterprise® frames, three (3) years on Enterprise frame, one year on all component parts to include all electrics, actuators, castors and bed end panels. Labor and travel.
- k. AtmosAir® — five (5) years from the date of purchase against manufacturer's defects from the date of purchase and two (2) years from the date of purchase on the pump.
- l. Pressure IQ Evolve™ Mattress Replacement System (MRS), five (5) years on manufacturer's defects in material and/or workmanship so long as all applicable procedures are followed.
- m. Skin IQ® Microclimate Management System, 60 days from the first date of product placement on patient or one year from date of purchase, whichever comes first.
- n. AirPal® Transfer System air supply — two (2) year full warranty from the date of shipment.
- o. AirPal® NM390 mattress — platform and durable protective liner is full warranty from date of shipment.
- p. Barton I -700 chair — three (3) years from date of purchase for the frame and one (1) year for wear items and other materials.
- q. RIK® Fluid mattress and RIK® Fluid overlay — two (2) years non-prorated from date of purchase.
- r. Dri-Flo® pads — non-prorated against manufacturer defects before patient use.
- s. RIK® 300 Fluid Operating table pad — two (2) years from date of purchase.
- t. TheraRest® SMS Perimeter Plus VE and TheraRest® SMS Perimeter Plus TM MRS — five (5) years from date of purchase.
- u. Seating: Gel-EEZE, 2", 3", and profile, 18 months.
- v. PentaFlex® and ConformX® — warranty applies to defects in structure, workmanship and materials and only to damages arising from normal facility usage on a non-prorated basis for a period of four (4) years from date of purchase for the foam core and two (2) years for the cover system.
- w. SimuFlex® — warranty applies to defects in structure, workmanship and materials and only to damages arising from normal facility usage on a non-prorated basis for a period of two (2) years from date of purchase for the foam core and two (2) years for the cover system.
- x. All other products including, but not limited to, pads and garments that are single patient use: no warranty period but Arjo warrants that the Products meet the then current specifications as the date of invoice.

LIMITATION OF REMEDIES. The extent of the liability of Arjo for breach of warranty is limited to the repair or correction of defects, the replacement (with a similar item free from the defect in question) of any equipment which is defective, or the issuance of a credit not to exceed the amount of the original purchase price of the specified product or service which gives rise to the claim, at the option of Arjo Inc. Such repair, replacement or credit shall be the purchaser's exclusive

remedy for breach of warranty. Each of the rights and remedies reserved by Arjo and customer shall be cumulative and additional to any other or further remedies provided at law, in equity or otherwise.

LIMITATION OF LIABILITY. Arjo's liability for damages to the purchaser for any cause whatsoever, and regardless of the form of action, whether in contract or in tort including negligence, shall be limited to the purchase price stated in the applicable contract for the specific product that caused the damages or that are the subject matter of, or are directly related to, the cause of action. The foregoing limitation of liability will not apply to claims of personal injury caused by Arjo's negligence. In no event, whether as a result of breach of contract, warranty, tort (including negligence) or otherwise, shall Arjo or its suppliers be liable for any consequential or incidental damages including, but not limited to, loss of profits or revenues, loss of use of any products or any associated products, damage to products, cost of capital, cost of substitute products, facilities, service or replacement service, downtime costs, or claims of the purchaser's own customers for such damages.

GENERAL. The warranty provided herein and the obligations of Arjo there under shall not be extended, altered or varied except by a written instrument signed by Arjo and the purchaser.

- 12. **USE OF PRODUCTS.** Customer is solely responsible for the proper use of the products. Customer is specifically notified that Arjo products should not be used in conjunction with the products of any other manufacturers, except as expressly authorized in writing by Arjo. Any improper use by customer shall void any warranty hereunder.
- 13. **INDEMNIFICATION.** Each party ("Indemnifying Party") will indemnify, defend, and hold harmless the other party and its respective officers, employees, and agents and successors and assigns, (collectively the "Indemnified Parties") from and against all third party claims, suits, and actions (collectively "Claims") brought against the Indemnified Parties resulting in damages, losses, costs and expenses (including reasonable and documented attorney fees) (collectively "Losses") that arise from bodily injury, death, or damage to property due to the negligent acts or omissions or willful misconduct of the Indemnifying Parties; provided, however, that any indemnification, duty to defend or hold harmless obligation hereunder does not apply if such Claims arise out of or result from Indemnified Parties' negligence or willful misconduct.

Notwithstanding any terms or conditions to the contrary, Arjo shall have no indemnification obligation or bear any liability if such Claims arise out of or relate to: (1) use of the products in a manner not expressly authorized by Arjo in the instructions for use or operations manual, including but not limited to any off-label use of products, or any resterilization or re-use of single use products; or (2) any use of the products in connection with attachments, devices or systems not expressly authorized by Arjo in the instructions for use or operations manual; or (3) any modifications of the Products not expressly approved by Arjo in writing; or (4) any customization, installation, maintenance, repairs or service on products that are not performed by Arjo; or (5) any transport, handling or storage of products not in accordance with the instructions for use or operations manual; or (6) any use of products by anyone other than qualified and/or licensed personnel who have been trained by Arjo.

- 14. **INSURANCE.** Customer shall maintain adequate liability insurance with a minimum limit of \$1,000,000 per occurrence and \$3,000,000 in the aggregate.
- 15. **FORCE MAJEURE.** The obligations of Arjo hereunder shall be suspended in the event of the existence, happening, or continuance of any contingency preventing or substantially interrupting or curtailing the business of Arjo, such as labor disturbances (including strikes, sit-downs, slowdowns, involuntary shutdown of Arjo's facilities, lockouts,

Standard Terms and Conditions

combination of workmen, shortage of labor, fuel, power, raw materials, embargo or restriction of transportation facilities), war (whether international or civil and without regard to whether a formal declaration thereof has been made), fire, storm, accident, act of God, restraint by any government, order, directive, law or regulation of any federal, state or local agency, the inability of Arjo to obtain supplies at reasonable costs, or interferences or any other cause beyond Arjo's reasonable control.

16. **GOVERNING LAW.** The rights, remedies and obligations of customer and Arjo hereunder shall be construed in accordance with the laws of the State of Illinois without regard to its conflict of law principles. Both parties consent to submit to the exclusive jurisdiction of the courts of the State of Illinois for any and all actions or proceedings arising hereunder or in connection herewith.
17. **ASSIGNMENT.** Either party may not assign, transfer or delegate any of its rights or obligations hereunder without the prior express written consent of the other party.
18. **AMENDMENT.** No amendment to these Terms and Conditions shall be effective unless it is in writing, attached to, or made a part of this quote, approved by a duly authorized representative of Arjo and executed by a duly authorized representative of Customer.
19. **CAPTIONS.** The captions for these Terms and Conditions are for convenience only and do not in any way limit or amplify the provisions herein.
20. **WAIVER.** No waiver shall be implied by the parties' failure to insist on performance of any of the terms or conditions hereunder or to exercise any right or privilege granted to the parties hereby. No express waiver by the parties shall be construed as waiving any breach hereunder or the performance of any of the terms or conditions hereof not specified in the express waiver, and then only for the time and to the extent stated therein. One or more waivers of any term or condition hereof shall not be construed as a waiver of a subsequent breach of the same term or condition.
21. **SEVERABILITY.** In case any one or more of the provisions contained herein shall be found invalid, illegal, or unenforceable in any respect by a court of competent jurisdiction, the validity, legality or enforceability of the remaining provisions contained herein shall not in any way be affected or impaired thereby.
22. **NOTICE.** All notices hereunder shall be in writing and sent to Arjo by (a) Certified mail, return receipt requested, (b) by facsimile, or (c) by overnight courier, fees prepaid and addressed to: Contracts Administration, Arjo Inc., 2349 West Lake Street, Suite 250, Addison, IL 60101. Arjo may at any time, or from time to time, by like notice, designate a different address to which notice shall be sent.
23. **SURVIVAL CLAUSE.** Upon expiration or termination of the agreement, the obligations which by their nature are intended to survive expiration or termination of the Agreement shall survive including but not limited to indemnification, warranty, liability, and limits thereon, and confidentiality and/or protections of proprietary rights and trade secrets.
24. **MISCELLANEOUS.** Arjo may modify or supplement these Arjo Terms and Conditions of sale at any time, in the exercise of its sole discretion.

Crawford County Memorial Hospital
PURCHASING DEPARTMENT REQUEST
Capital & Minor Equipment

Date: 04/24/2025

Department: IT/832

Capital Equipment Item (>\$5,000): ☒ Yes Minor Equipment (\$1,000-\$5,000): ☐ Yes

In Current Fiscal Year Budget: ☒ Yes ☐ No

Is this a trial? ☐ Yes ☒ No If Yes, length of trial _____

If replacement, what item does it replace? Meeting Room Audio/Video Setup

Item Requested: Meeting Room Display/Audio/Video Conference Equipment

Quantity: 4 Meeting Rooms

Description: Replacement Display/Audio/Video Conference Equipment in Meeting Rooms

Justification of purchase: Out of Date Technology

Pricing reviewed by MM: _____ ASCEND contract _____ MD Buyline checked _____

Reviewed by IT: ☒ _____ Reviewed by Plant Operations: _____

Reviewed by Bio-Med: NA Service Manual Ordered: NA

In Buying Group?

Company #1: Avidex - \$203,000 ☐ Yes ☐ No

Company #2: HBS - \$218,000 ☐ Yes ☐ No

Company #3: _____ ☐ Yes ☐ No

Recommendation: Avidex - \$203,000

Approved for purchase from _____ (Company)

Purchase Order #: _____ Date: _____

Signature: _____

Department Manager

Signature: _____

CEO/CFO

Crawford County Memorial Hospital

Conferencing Space AV Refresh

AUDIOVISUAL SOLUTION PROPOSAL

700240667

Version 6 (Cisco Systems)



Submitted by
Steven Gleiter – Account Executive
Krzysztof Rutkowski – Senior Design Engineer



1100 Crescent Green, Ste 200, Cary, NC 27518 | 800.626.0682

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For the purposes of this proposal, Avidex Industries, LLC will be referred to as “Avidex” and Crawford County Memorial Hospital shall be referred to as “Client.”

INTRODUCTION

Avidex is passionate about delivering collaborative audiovisual solutions that improve the way we work, learn, and live. Avidex delivers innovative audiovisual and unified communication solutions that enable organizations to collaborate, create, and share ideas with technology solutions that are user-friendly, scalable, and serviceable. As a global AV integrator, Avidex creates unparalleled client experiences from strategic planning and system design through deployment, training, and managed services/support. Avidex is a PSNI Global Alliance affiliate, one of the top 10 largest AV integrators in the U.S., and is a subsidiary of ITOCHU International, Inc., a Fortune Global 500 corporation.

JOB SITE ADDRESS

Services will be delivered at 100 Medical Pkwy, Denison, IA 51442. Rooms/spaces include:

Rooms B, C, D, and Admin

SCOPE

This scope of work outlines the design and implementation of a Cisco Webex solution that facilitates seamless wireless presentation and integration with the existing in-room audio-visual (AV) systems. This integration includes connectivity to cameras, microphones, and the sound system, ensuring high-quality audio and video for presentations and meetings. Each display will support independent source selection, allowing for flexible content sharing.

Furthermore, rooms B, C, and D can be configured as independent conference rooms, complete with a dedicated video conferencing Soundbar, a user-friendly control panel, and a dedicated wireless presentation system. This configuration will enable each room to function autonomously for video conferences and presentations, or as one combined space.

Room D:

- **136" DVLED Display Installation:** This scope includes supplying and installing a 136-inch DVLED display on the designated head wall, including wall reinforcement if needed, all mounting hardware, proper alignment and leveling, and connection to the AV system with optimized display settings.
- **Cisco Webex System with Room Navigator connected to:**
- **Fixed Camera Installation (Room View):** A fixed camera will be supplied and installed above the DVLED display for a wide room view, including all mounting hardware,

cabling, connection to the AV system, and configuration for optimal field of view and image quality.

- **PTZ Camera Installation (Presenter View):** A PTZ camera will be supplied and installed on the side wall for presenter view, including all mounting hardware, cabling, connection to the AV system, configuration for optimal framing and PTZ speeds, and integration with the control system.
- **Beamforming Ceiling Microphone Installation (Rooms B, C, and D):** Three beamforming ceiling microphones will be supplied and installed, one in each of rooms B, C, and D, with optimal placement, all mounting hardware, cabling, connection to the AV system, and configuration for optimal pickup patterns and noise cancellation.
- **Ceiling Speaker Installation:** Twelve ceiling speakers will be supplied and installed, divided into three zones, with optimal placement for even sound distribution, all mounting hardware, cabling, connection to the AV system's amplifier, and audio system configuration for balanced sound.
- **Wireless Presentation System Installation:** A wireless presentation system will be installed to provide connectivity to both the display and the video conferencing system including configuration and testing for seamless wireless sharing.
- **Control Panel Installation:** Room Navigator, a 10-inch control panel will be supplied and installed on the wall, securely mounted, connected to the AV system, and programmed to manage video calls and AV systems
- **Cable Management and Termination:** All cables will be neatly run and terminated in the existing equipment rack within the room, with cable labeling for easy identification, secure connections, and testing of all AV systems and components for proper functionality.

Room B:

- **85" Ceiling Mounted Display Installation:** This includes installing an 85-inch ceiling-mounted display, including all necessary mounting hardware, cabling, and connections, ensuring secure installation and proper alignment.
- **Cisco Webex Video Conferencing Soundbar Installation:** A video conferencing soundbar will be installed beneath the 85-inch display, including all necessary mounting hardware, cabling, and connections, ensuring proper audio and video synchronization.
- **Wireless Presentation System Installation:** A wireless presentation system will be installed to provide connectivity to both the display and the USB soundbar, including configuration and testing for seamless wireless sharing.

- **HDMI Wall Plate Installation:** An HDMI wall plate will be installed for presentation-only connectivity, including all necessary cabling and connections to the display.
- **Wall Mounted Room Navigator Integration:** A wall-mounted control panel, integrated with the main control system, will be installed, allowing for control of the display, soundbar, and other AV functions, including programming and configuration as needed.
- **Scheduling panel:** A wall mounted touch panel for showing room status and schedule. Connected to OFE network
- **Please note that all necessary cabling for the scheduling panel (network, power) is Owner Furnished Equipment (OFE) and must be installed and terminated at the designated location prior to the scheduled installation date.**

Room C (Same SOW as Room B):

- **85" Ceiling Mounted Display Installation:** This includes installing an 85-inch ceiling-mounted display, including all necessary mounting hardware, cabling, and connections, ensuring secure installation and proper alignment.
- **Cisco Webex Video Conferencing Soundbar Installation:** A video conferencing soundbar will be installed beneath the 85-inch display, including all necessary mounting hardware, cabling, and connections, ensuring proper audio and video synchronization.
- **Wireless Presentation System Installation:** A wireless presentation system will be installed to provide connectivity to both the display and the USB soundbar, including configuration and testing for seamless wireless sharing.
- **HDMI Wall Plate Installation:** An HDMI wall plate will be installed for presentation-only connectivity, including all necessary cabling and connections to the display.
- **Wall Mounted Room Navigator Integration:** A wall-mounted control panel, integrated with the main control system, will be installed, allowing for control of the display, soundbar, and other AV functions, including programming and configuration as needed.
- **Scheduling panel:** A wall mounted touch panel for showing room status and schedule. Connected to OFE network
- **Please note that all necessary cabling for the scheduling panel (network, power) is Owner Furnished Equipment (OFE) and must be installed and terminated at the designated location prior to the scheduled installation date.**

Admin Conference Room: Stand-alone room with wireless presentation system.

- **Existing Display Integration:** The existing display will be incorporated into the upgraded AV system.
- **Video Conferencing Soundbar Installation:** A new video conferencing soundbar will be installed beneath the existing display, including all necessary mounting hardware, cabling, and connections.
- **Wireless Presentation System Implementation:** A wireless presentation system will be implemented, enabling connectivity to both the existing display and the new video soundbar, including configuration and testing.
- **HDMI Wall Plate Installation:** An HDMI wall plate will be installed for presentation-and content sharing connectivity to the existing display, including all necessary cabling and connections.

SCHEDULE

Avidex will develop a work schedule with Client that meets the implementation requirements of the project based upon equipment, resource, and room availability.

This project is anticipated to take approximately 4 week(s) from receipt of a valid Purchase Order, executed contract, or Notice to Proceed referring to this proposal. Actual delivery and installation schedules will be finalized and subsequently confirmed after receipt of a purchase order and mobilization payment (if required).

Equipment delivery is subject to change by manufacturers' supply and freight carriers. Avidex will provide schedule updates to Client through completion.

PRICING

EQUIPMENT AND MATERIALS	\$134,876.00
MANUFACTURER EQUIPMENT AND SOFTWARE MAINTENANCE	\$7,253.00
TECHNICAL SERVICES - includes audiovisual engineering, offsite and on-site installation and wiring, coordination and supervision, testing, checkout, owner training and New System Warranty. This proposal includes non-union labor for all activities.	\$50,006.00
GENERAL & ADMINISTRATIVE	\$1,923.00
360° SERVICE PLAN - 1 Year Essential Plan	\$11,464.00
PROJECT SUBTOTAL	\$205,522.00
CA ELECTRONIC WASTE RECYCLING FEE	\$0.00
SHIPPING ESTIMATE - Applicable shipping charges will be added to invoices	\$3,438.48
PROJECT DISCOUNT with purchase of a 360° Service Plan	-\$6,870.00
SALES TAX ESTIMATE Applicable sales tax will be added to invoices based on current tax rates on the invoice date as required by state law	\$0.00
ESTIMATED PROJECT TOTAL	\$202,090.48
PAYMENT & PERFORMANCE BOND - Not included in above totals	\$0.00
EXTENDED PROJECT TOTAL WITH BOND	\$202,090.48

TECHNICAL SERVICES

The integration process incorporates everything needed to provide a complete, turnkey audiovisual solution and includes equipment, materials, labor, and the services required to complete the system integration as proposed within this document.

Avidex follows industry-certified and documented processes to ensure that each system is installed as intended.

The following describes the scope of work and project deliverables for Technical Services.

PROJECT MANAGEMENT

- Responsible for Client communication throughout the project duration
- Coordinate all activities with designated Client representative(s)
- Avidex will participate in meetings as required to complete the project and coordinate with other trades. Attendance at weekly coordination meetings are included in this agreement
- Monitor project implementation through completion
- Provide scheduling for and oversight of Avidex personnel
- Coordinate equipment ordering, staging and pre-installation fabrication of equipment for the project
- Coordinate any site conditions that may necessitate audiovisual system changes
- Coordinate with any general contractor and/or any specialty contractors related to the audiovisual system integration
- Coordinate audiovisual system connections and interfaces as they relate to any data network, lighting, electrical, or mechanical systems
- Verify project completion
 - Confirm completion of system testing
 - Ensure completion of any punch list items

ENGINEERING

- Prepare all system documentation necessary for the installation of the project.
 - System functional diagrams
 - Facilities drawings (equipment locations)
 - Control system program requirements
- Detail Client's network requirements for system to operate as described and designed
- Test and debug system
- Oversee final systems testing and commissioning
- Adjust and balance system settings
- Mark and record final system settings
- Ensure the finished system meets the design criteria and functions per the developed content

CONTROL SYSTEM PROGRAMMING

- Create AV control system code
- Design and create user interface (UI)
- Include some description of the UI review process, for example: The user interface will be built upon a standard UI style and standard buttons with minor adjustments of wording, logos, and background color. Two planning meetings for UI review are included: one for preliminary layout selection, review of recommended UI language, logos, branding guidelines and the second for final text review and edit
- Test and debug control system

INTEGRATION LABOR

- Pull, terminate, and label all low voltage cables
- Install structural mounting systems for all audio-visual equipment
- Mount and terminate all AV connection plates
- Install all AV equipment
- Site clean-up and trash disposal
- Assure that all installed systems are operating as proposed
- Assist engineering with systems testing and debugging
- Provide or assist in providing end-user training

TRAINING & DOCUMENTATION

Training will be provided to operational and maintenance personnel at the end of the project. This training will provide Client with an understanding of daily system use. The provided training will consist of instruction and hands-on experience with the system.

Documentation will include record drawings and manufacturer's equipment manuals. These will be assembled and delivered as an electronic copy. The documentation will include any and all information provided to Avidex that comes standard with the equipment from the original manufacturer. A laminated operation 'cheat sheet' that outlines common usage for end users will be provided.

Maintenance manuals for most electronic components are only available to manufacturer-certified and trained personnel. Maintenance manuals are not included in final documentation.

PROVISIONS

- Rooms are to be made available for exclusive use on the day(s) of the scheduled installation. Unless specifically arranged in advance, the room(s) will be available during Normal Business Hours in eight (8) contiguous hour segments. "Normal Business Hours" are defined as Monday through Friday, 8:00am to 5:00pm local time.
- Client will provide all electrical outlets floor boxes, conduits, and core drills in the area(s) where audiovisual equipment is to be installed as coordinated with Avidex prior to Avidex beginning on-site work.
- Jobsite building structures including ceilings, walls, and floors used to support audiovisual equipment are assumed to be vibration free.
- Client will provide adequate parking for vehicle(s) in a location conducive to vehicle access for retrieval of tools and supplies throughout the workday. If such parking is within a secured facility, Client will validate the parking tickets for the vehicle(s). Parking fees will be added to invoices.
- If installation occurs in any room in which suspended ceiling tiles are installed, Client will provide a reasonable number of spare tiles of the same pattern and batch number as those of the tiles already installed in the room.
- Client accepts responsibility for all merchandise sold and provided for this installation, delivered to the job site. Client will provide secure storage for such merchandise. If Client cannot provide a secure storage space, Avidex will work with Client to identify and mutually agree upon a suitable solution. Avidex will not be responsible for any loss or damage, except loss or damage caused by an Avidex employee during the act of installation, which occurs after delivery and acceptance by Client.
- Existing hardware, wiring, programming, or configuration files are anticipated to be in good working order. Client shall provide programming and configuration files in editable formats. If, during the installation process, existing hardware, wiring, programming or configuration are found to be defective, the completion date of the project may be affected, and a change order may be required to overcome the obstacle(s) created by such defects.
- Client shall identify the presence of any pre- or post-tensioned ceilings or floors within the area of installation. If Avidex is to be held responsible for the integrity of such pre- or post-tensioned ceilings or floors, Avidex shall obtain, at Client's expense, one or more x-rays of the area(s) in which mounting hardware is to be attached to the structure of the building. Any expense incurred for x-rays shall be passed on to the Client, in the form of a change order or a line item on the purchase contract.
- Any standard merchandise that has been ordered for the job, is not used as a result of any customer changes to the design, or is refused by Client at the time of delivery will be subject to a minimum of 30% of the sales price restocking fees, plus any incurred freight charges. Any custom merchandise will be subject to 100% of the sales price restocking fee, plus any incurred freight.
- The agreed completion date may be moved, and a change order with incurred costs may be provided if Avidex is delayed for any of the following reasons, including but not limited to, equipment/material changes initiated by Client beyond the original approved design, labor disputes, delivery or construction delays, unavoidable casualties, or causes beyond Avidex's control.

- Avidex's proposals for installation costs are based upon 8-hour days and 40-hour work weeks, Monday through Friday, in site work hours, typically between the hours of 8:00AM and 5:00PM local time. Installation costs for work outside of normal business hours or business days may be subject to overtime rates, when mutually agreed in writing.
- Avidex shall make all reasonable efforts to inspect and review the existing project site physical and audiovisual infrastructure conditions. Existing site conditions needing to remain intact, along with the Client or End-User direction for the audiovisual design may result in other required audiovisual infrastructure requirements (raceways, conduit, AC power, structural backing-blocking, structural engineer stamped drawings, etc.) and/or changes to the audiovisual equipment and integration labor, leading to pricing adjustments.
- Freight fees are estimated for ground freight service. Expedited freight, as required by the Client, will be prepaid and added to invoices.
- The pricing information provided in this proposal is solely for the benefit of the Client listed on the title page. Award of work to Avidex by a 3rd party will require a review of credit and contract terms, and approval and pricing confirmation for the new contract terms by Avidex.
- The Client will furnish Avidex such financial information as Avidex may reasonably request to establish credit terms for the project. Such financial information shall remain proprietary and confidential to the Client. Avidex agrees not to disclose this information to any other party or use the information other than for the credit check. Avidex may, at its sole discretion, cancel this agreement at any time if the Client fails to meet credit requirements established by Avidex.
- The Americans with Disabilities Act (ADA) and California Building Code require the provision of Assistive Listening Systems in assembly areas, conference rooms, and meeting rooms. Hardware and services may be required for ADA-compliance. Client or its contractor should review project requirements for ALS with Avidex for each project to determine if portable or fixed systems are required. ALS hardware, if provided, will be identified in the Equipment List appendix.
- Where applicable, Avidex Industries LLC provides the Client non-exclusive, royalty-free, non-transferable use of the 'software' included within the systems provided (if an integral component of the audiovisual system). Some software provided is Proprietary and deemed Confidential information of Avidex Industries LLC and may not be altered, reused, reverse-engineered or disseminated under any conditions. Tampering or misuse of any software resulting in audiovisual systems malfunction shall be the responsibility of the Client or End-User to remedy.
- Changes in project scope and timeline may require additional hardware, equipment and labor that is necessary to complete the project. These additions will be considered change orders. Avidex will notify the Client in writing if Avidex determines that an increase or decrease in the project fees or change in timeline will be required. Change orders will include a change request number, reason for the change request, narrative description of the modified scope of work, schedule, and cost impact. The Client will provide written approval to proceed with the change and any needed updated purchase order or signed agreement as a record for both organizations. Should the Client cancel the project in whole or in part prior to completion, the Client agrees to pay Avidex for all reasonable costs incurred to date and/or to bring the project to an acceptable close.

WORK & PRODUCTS PROVIDED BY OTHERS (EXCLUSIONS)

- All required architectural floor, reflected ceiling, building elevation, and section plans in an agreed upon AutoCAD format at no charge to Avidex.
- Any and all related electrical work, including but not limited to 110VAC, conduit, raceway, and boxes. This includes all conduits, high voltage wiring panels, breakers, relays, boxes, receptacles, etc.
- All network connectivity, routing, switching and port configuration necessary to support audiovisual equipment, unless specifically addressed elsewhere in this document.
- Voice and data infrastructure and systems.
- Necessary sheet rock replacement and or repair.
- Necessary ceiling tile or T-bar modifications, replacement, and/or repair.
- All millwork, moldings, trim, etc., or modifications to project millwork necessary to accommodate the installation of the audiovisual equipment unless otherwise noted in this proposal.
- Rough-in, bracing, framing, or finish trim carpentry for installation.
- Backing required to support wall-mounted equipment including displays, loudspeakers, cameras, etc.
- Painting, patching, or finishing of architectural surfaces.
- Core drilling and/or concrete saw cutting.
- HVAC, plumbing, sprinkler head, and lighting fixture relocation.
- Ceiling, roof, firewall, and/or floor penetration(s).
- Removal or patching, of fire stopping.
- Structural welding, cutting, or reinforcement of structural steel members required for support of assemblies.
- Work in asbestos-treated areas and asbestos abatement. If asbestos is discovered during our work, Avidex will notify Client and will stop work until asbestos abatement work is completed by Client or its contractor.
- Any subscription services, cabling, and equipment.
- Provision and configuration of Client-furnished computers and software.
- Acquisition of permits.
- All Union Labor unless specifically addressed separately in proposal pricing.

NEW SYSTEM WARRANTY

Avidex warrants the integrated system(s) furnished are free of defects in workmanship and materials for a period of one year from the date of acceptance or date of first beneficial use, whichever occurs first. Remedy for such defects during the warranty period shall be provided at no additional expense to the client and shall be handled as expeditiously as is feasible during normal business hours and days of operation.

Under this warranty, Avidex will troubleshoot, uninstall, and reinstall any equipment that is part of the Avidex audiovisual system. The cost to service and/or repair Client Furnished Equipment or equipment out of the manufacturer's warranty is not included. Avidex will broker and process the repair of that equipment at the standard Avidex rate.

Avidex reserves the right to charge for a service visit at standard Avidex service time and material rates (minimum of 2 hours onsite plus travel) if a service call results in a No Fault Found (NFF) or No Trouble Found (NTF) during a dispatched site visit.

Avidex Services Provided Under the New System Warranty

- Avidex will respond to requests for assistance due to client-reported issues and, if warranted, dispatch a technician during normal business hours (8:00AM to 5:00PM Pacific Time, Monday – Friday, excluding Avidex holidays) to troubleshoot the AV system problem based on our available resources
- Avidex will use cloud-based monitoring to assist with and facilitate incident resolution, where applicable.
- Avidex will identify and uninstall the defective equipment and return such equipment to the manufacturer or authorized repair center for warranty processing.
- Avidex will reinstall the repaired or replaced equipment and test the system.
- Avidex will pay the shipping costs associated with the repair of the equipment, except for Client Furnished Equipment and/or equipment out of manufacturer warranty.

Avidex Services Not Provided Under the New System Warranty

- Extend or provide additional repair services for manufacturer warranty coverage.
- Repair of Client Furnished Equipment.
- After hours 24x7 Helpdesk support.
- Guaranteed on-site response time.
- Remote system reporting, or the sharing of system performance data.
- Before- or after-hours on-site response.
- Proactive support or preventive maintenance.
- Training.
- Spare or loaner equipment during equipment repair period.
- Warranty coverage for client acts of negligence or misuse.

360° SERVICE™ MANAGED SERVICES & SUPPORT



Avidex recommends the Essential 360° Service for this project. Avidex 360° Service enhances the new systems warranty coverage with proactive support services for worry-free operation. See Appendix A for further details on the proposed 360° Service Plan.

360° Coverage	Essential	Advanced	Elite
Call Center Availability	8x5*	24x7	24x7
Technical Support Availability	8x5*	8x5*	24x7
Call Response Time SLA	4 hours*	2 hours*	1 hour*
On-Site Response Time SLA	2 business days	1 business day	4 business hours*
Repair or Replacement of Defective Hardware within Manufacturer Warranty	•	•	•
Repair or Replacement of Defective Hardware out of Manufacturer Warranty**		•	•
Annual Preventative Maintenance & Report (to be scheduled by Client)		One	One
On-Site Service Assurance Technician	Optional	Optional	Optional
Expedited advance replacement of critical devices (subject to product availability and additional fees).			•
<i>The below items require internet access for the AV system reporting agent software. This requires the implementation of hardware and software applications. The proposed scope of work should confirm if these features have been included and are therefore supported.</i>			
Remote Monitoring with Fault Detection	•	•	•
Remote Monitoring with Fault Detection, Reporting, & Troubleshooting		•	•
AV Solution Analytics & Reporting		•	•
Management of Device Configurations & Changes			•

* Standard Business Hours in Local Time

** Excluding end of life (EOL) products as determined by the manufacturer. Other product exclusions may apply as determined by Avidex and specified in writing as Appendix B to the 360° Service Plan agreement.

Initial Term, Multiyear Pricing, and Automatic Renewal

The initial term of the specified 360° Service Plan Agreement is identified in the pricing section. For multiyear service agreements, Avidex reserves the right to increase the service price annually, not to exceed 4%.

Unless written termination is requested by either party thirty (30) days in advance of the anniversary expiration date of the current 360° Service Plan term, the Agreement between the parties shall automatically renew for successive one (1) year periods. Written termination requests by the client should be sent to: Attn. Contract Admin 8509 154th Ave NE, Ste 100 Redmond, WA 98052

At any time within the current term or renewal period, should adjustments in service level responsibilities and price be deemed necessary, proposal and agreement revisions shall be exchanged between the parties, be mutually agreed upon in writing, and once executed, become part of the current Agreement or understanding between the parties.

PAYMENT TERMS

This proposal is valid for 20 days from the date appearing on the cover page.

- Monthly progress invoices will be issued with net 30-day terms.
- The 360° Service Plan will be invoiced annually, in advance or at the date of commencement.
- Freight and sales tax will be added to invoices based on current tax rates as required by state law on the invoice date.
- Avidex reserves the right to charge for stored materials and/or equipment.
- Avidex reserves the right to charge a 1.5% fee for late payment of invoices.

AUTHORIZATION TO PROCEED – INTEGRATION SERVICES

Avidex will proceed with the proposed work following receipt of Client's purchase order referring to this proposal, a co-signed contract referring to this proposal, or the signed proposal.

☐ I, the client, elect to decline Remote Monitoring. By checking this box, I understand that Avidex will not have the ability to remotely or actively monitor my audiovisual system.

☐ I, the client, elect to decline the 360° Service Plan offering. By checking this box, I understand that I am declining the proposed service and support coverage for my audiovisual system.

Submitted by: Avidex Industries, LLC

_____ Steven Gleiter Name	_____ <i>Steven Gleiter</i> Signature	_____ 04/9/2025 Date
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Client Approval:

_____ Client Name/Title	_____ Signature	_____ Date
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Internal Avidex Approval:

_____ Name	_____ Signature	_____ Date
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Each party agrees that any electronic signatures above, whether digital or encrypted, of the parties included in this Agreement are intended to authenticate this writing and to have the same force and effect as manual signatures. Delivery of an executed signature page to this Agreement by e-mail attachment, other means of electronic transmission with authorization to attach it to this Agreement, or any other means of electronic transmission used to obtain an electronic signature shall be deemed to have the same legal effect as delivery of an original signed copy.

Attachments:

Integrated Systems Terms & Conditions

Appendix A – Support Agreement

Appendix B – Equipment List

INTEGRATED SYSTEMS TERMS & CONDITIONS

1. AGREEMENT SUM AND TAXES AND CREDIT APPROVAL

The client shall pay Avidex in current US dollars for performance of the work within this agreement, and for any additions or deductions that are mutually agreed upon by written change of order. Avidex will invoice the Client for all imposed and applicable sales, excise and/or use taxes associated with the sale of goods and/or services. All proposals and quotations are subject to final credit approval and documentation acceptable to Avidex.

2. PAYMENT TERMS

Avidex will submit invoices for work performed based upon the payment terms mutually agree upon presented on the signature page. Unless otherwise provided, Avidex will invoice for materials and equipment not yet incorporated into the project work but delivered and suitably stored on or off the project worksite, upon which Avidex assigns, transfers title to, and conveys said materials and equipment to the Client. Stored material invoices shall include applicable insurance fees, storage fees, and costs incurred transporting the materials to an off-site storage facility.

3. TITLE AND RISK OF LOSS

Title and risk of loss or damage to any products will pass to the client upon Avidex's delivery of the products to the client. Client must make all claims for damage to or loss of products directly with their insurer or with the equipment carrier, if applicable. Client should be aware of carrier policies and file all claims in a timely manner.

4. CLIENT

Except for permits and fees that are the responsibility of Avidex, under the Request for Proposal, the client shall secure and pay for necessary approvals, assessments, and charges required for the construction, use or occupancy of permanent structures or permanent changes in existing facilities.

5. RESPONSIBILITY AND INDEMNIFICATION

Avidex shall be responsible to the client for the acts and omissions of Avidex's employees and subcontractors, if any, performing portions of the work under this agreement. Avidex employees understand that they have no right to enter into agreements with or make representation on behalf of the client. Avidex shall review, approve, and submit to the project manager shop drawings, product data, samples, and similar submittals as required, for written approval prior to the commencement of the work. The work shall be in accordance with approved submittals. To the fullest extent permitted by law, Avidex shall indemnify and hold harmless the client, its project manager, its employees, officers, agents and directors from and against claims, damages, losses and expenses, including but not limited to, attorney's fees arising out of or resulting from performance of the work, provided that such claim, damage, loss or expense is attributable to failure to deliver clear title to the client, bodily injury, sickness, disease or death, or to injury to or destruction of tangible property (other than the work itself), including loss of use resulting there from, but only to the extent caused in whole or in part by negligent or intentional acts or omissions of Avidex or anyone directly or indirectly employed by Avidex or anyone for whose acts Avidex may be liable, regardless of whether or not such claims, damage, loss or expense is caused in part by a party indemnified hereunder. Such obligation shall not be construed to negate, abridge, or reduce other rights or obligations of indemnity that would otherwise exist as to a party or person. In claims against any person or entity indemnified under this paragraph by an employee of Avidex, anyone directly or indirectly employed by them, or anyone for whose acts they may be liable, the indemnification obligation under this paragraph shall not be limited by a limitation on amount or type of damages, compensation or benefits payable by or for Avidex or under workers' or workmen's compensation acts, disability benefit acts or other employee benefit acts.

6. INSURANCE

Avidex shall purchase from and maintain in a company or companies lawfully authorized to do business in the jurisdiction in which the project is located insurance for protection from claims under workers' or workmen's compensation acts and other employee benefit acts which are applicable, claims for damages because of bodily injury, including death, and from claims for damages, other than to the work itself, to property which may arise out of or result from Avidex operations under the agreement. Certificates of such insurance shall be filed with the client prior to the commencement of the work. Client shall be responsible for purchasing and maintaining its usual property and liability insurance.

7. TIME

Should Avidex be delayed at any time in the progress of the work, by material changes ordered in the work, by labor disputes, fire, unusual delay in deliveries, construction delays, unavoidable casualties or causes beyond Avidex's control, the agreed upon time for completion shall be extended by Change Order for such reasonable time as the Client's project manager may determine. Such Changes Orders may include charges to cover additional costs incurred by Avidex due to the delay. Installation costs for work outside of normal business hours or business days may be subject to overtime rates, when mutually agreed upon in writing. Project timeline and completion schedules will not begin until deposit or initial payment is received by Avidex.

8. AFTER HOURS INSTALLATION / EARLY USE

With prior Client approval and security clearance, installation activity and access to the project site may take place outside of normal business hours and days. There should be no use of the system by the client for its intended purpose until such time as formal approval and acceptance has taken place. Avidex may waive this requirement only with a written authorization. Any operations or changes by the client or contractors other than Avidex, which result in damage or impairment of the system and may require a change order and additional charges to the client. The attached proposal and/or quote was based upon site surveys and verbal information from the client. While every effort has been made to determine installation conditions, on occasion unforeseen problems may arise that will require a change order to cover additional costs by Avidex.

9. INTERNET ACCESS

Avidex requires secure internet access to installed AV systems for the express purpose of remote monitoring and management of the AV hardware. Such access will provide the capability of restorative actions to remedy disruptive incidents, and assure systems are in an operational state.

10. PRODUCT SUBSTITUTION

Avidex may, at its sole discretion, substitute products included in the system design with those providing similar product form, fit and function as the original products. Product substitutions may occur due to changes to product availability, extensions or delays to estimated or committed delivery, product price increases, regulatory restrictions, or any other factors as determined by Avidex. Any substituted product designs will achieve the functional and end user experience requirements of the system design.

11. CHANGES/CANCELLATION

Any changes or modifications to the agreed upon scope of work defined in this proposal must be mutually agreed upon in writing. All changes shall be submitted and approved in writing and documented in a change order. Should the Client in whole cancel a project or in part, prior to final completion, the Client agrees to pay Avidex for all reasonable costs incurred to date and/or to bring the project to an acceptable close. These costs include but are not limited to: the design and engineering services; project management; the installation and programming technical labor; the subcontracting costs; the materials and equipment costs incurred to date; and other miscellaneous documented costs. Materials and equipment are also subject to restocking charge policy.

12. WAIVER

Either party's waiver of the other's default in its obligations under any terms or conditions of this agreement will not in any way limit or affect that party's right to enforce and compel strict compliance with that term or condition at any other time or with any other term or condition.

13. ENTIRE AGREEMENT

This agreement and appendices to this agreement, including the RFP as reference herein, supersede, terminate and otherwise void any and all prior written and/or oral agreement between the parties with respect to products. There are no warranties, representations or understandings of any kind or description whatsoever made by either party to the other, except such as are expressly set forth herein. Any additional terms or notes appearing on schedules, proposal summaries and/or Change Order are by this reference incorporated in this agreement.

14. LIMITATION OF LIABILITY

Without limitation of any other provision in this agreement limiting or excluding liability of Avidex the exclusive damages recoverable by the purchaser for any claim of any kind whatsoever arising from or in any way connected to any breach of this agreement, or the purchaser's purchase shall not be greater than the actual purchase price paid by the purchaser with respect to which such claim is made, and in no event shall Avidex be liable for any special, indirect, incidental or consequential damages of any kind, including without limitation any damages with respect to loss of income, compensation or prospective profits, any expenditures, investments or commitments of the purchaser, any loss with respect to the establishment, development or maintenance of business reputation or goodwill, or any loss incurred in obtaining substitute products, or arising from the claims of third parties.

15. GENERAL

During the performance of this Agreement, the contractor/vendor shall comply with all applicable federal, state and local laws of any nature whatsoever in connection with the goods and services provided including, but not limited to, applicable provisions of E.O. 11246, Rehabilitation Act of 1973, Vietnam Era Veterans' Readjustment Assistance Act of 1974, E.O. 13496 and respective regulations including 29 C.F.R. 471 Appendix A to Subpart A, and the EEO Clauses set forth in 41 C.F.R. 60-1.4, 41 C.F.R. 60-300.5 and 41 n. cont. C.F.R. 60-741.5 **This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability.**

APPENDIX B: EQUIPMENT LIST

ROOM D

Display				
Item	Manufacturer	Item Code	Description	Qty
D1	LG	LAEC015-GY3	136in DVLED All in One Display. P1.56	1

Video				
Item	Manufacturer	Item Code	Description	Qty
V1	Cisco	CS-KIT-EQ-K9	Cisco Room Kit EQ, Quad Cam, First Light, Room Navigator for Table	1
V2	Cisco	CS-CAM-PTZ4K	Pan-Tilt-Zoom 4K 20x Camera	1
V3				
V4				
V5	Crestron	HD-MD8X8-4KZ-E	8x8 4K60 4:4:4 HDR AV Switcher	1
V6	Barco	R9861612USB1	CX-20 GEN 2 CLICKSHARE, BASE + 1 BUTTON	1
V7	Extron	60-1271-12	DTP Transmitter for HDMI	3
V8	Extron	60-1271-13	DTP Receiver for HDMI	4
V9	Extron	60-1421-12	DTP Transmitter for HDMI Wall Plate	1

Audio				
Item	Manufacturer	Item Code	Description	Qty
A1	Shure	MXA920W-S	24" CEILING ARRAY MICROPHONE SQUARE	3
A2	QSC	Core 8 Flex	Audio Conferencing Processor	1
A3	Extron	60-1760-02	Four Channel Amp, 100 watts at 70 volts	1
A4	Extron	60-1881-03	SoundField XD 6.5" Two-Way Ceiling Speaker with Low Profile Back Can, Pair	6

Control				
Item	Manufacturer	Item Code	Description	Qty
C1	Cisco	CS-T10-WM-L-K9	Cisco Room Navigator-Wall Mount, First Light (White),schedule	1
C2	Crestron	CPN4	Control Processor	1
C3	Netgear	GSM4210PD-100NAS	AV Line M4250-9G1F-PoE+ - switch - 10 ports - managed - rack-mountable	1

ROOM B

Display				
Item	Manufacturer	Item Code	Description	Qty
D1	Samsung	QB85C	85-INCH COMMERCIAL 4K UHD DISPLAY, 350 NIT - 2 YEAR WARRANTY	1
D2	CHIEF	LCM1U-G	Fusion Large Flat Panel Mount	1
D3	CHIEF	CMA100	8in Ceiling Plate	1
D4	CHIEF	CMS0810	Adjustable Extension Column	1
D5				
D6				
D7				
Video				
Item	Manufacturer	Item Code	Description	Qty
V1	Cisco	CS-BARPRO-K9	Cisco Room Bar Pro, First Light, Room Navigator for Table	1
V2	Barco	R9861612USB1	CX-20 GEN 2 CLICKSHARE, BASE + 1 BUTTON	1
V3	AVTECH	CN-SM	Room Navigator Wall Mount	1
V4	Extron	60-1421-12	DTP Transmitter for HDMI Wall Plate	1
V5	Extron	60-1271-13	DTP Receiver for HDMI	1
V6	Extron	60-1603-01	HDMI 2x1 Switcher	1
Control				
Item	Manufacturer	Item Code	Description	Qty
C1	Cisco	CS-T10-WM-L-K9=	Cisco Room Navigator Wall Mount, First Light (White) - Schedule	1

ROOM C

Display				
Item	Manufacturer	Item Code	Description	Qty
D1	Samsung	QB85C	85-INCH COMMERCIAL 4K UHD DISPLAY, 350 NIT - 2 YEAR WARRANTY	1
D2	CHIEF	LCM1U-G	Fusion Large Flat Panel Mount	1
D3	CHIEF	CMA100	8in Ceiling Plate	1
D4	CHIEF	CMS0810	Adjustable Extension Column	1
D5				
D6				
D7				
Video				
Item	Manufacturer	Item Code	Description	Qty
V1	Cisco	CS-BARPRO-K9	Cisco Room Bar Pro, First Light, Room Navigator for Table	1
V2	Barco	R9861612USB1	CX-20 GEN 2 CLICKSHARE, BASE + 1 BUTTON	1
V3	AVTECH	CN-SM	Room Navigator Wall Mount	1
V4	Extron	60-1421-12	DTP Transmitter for HDMI Wall Plate	1
V5	Extron	60-1271-13	DTP Receiver for HDMI	1
V6	Extron	60-1603-01	HDMI 2x1 Switcher	1
Control				
Item	Manufacturer	Item Code	Description	Qty
C1	Cisco	CS-T10-WM-L-K9=	Cisco Room Navigator Wall Mount, First Light (White) - Schedule	1

ADMIN ROOM

Video				
Item	Manufacturer	Item Code	Description	Qty
V1	Cisco	CS-BARPRO-K9	Cisco Room Bar Pro, First Light, Room Navigator for Table	1
V2	Barco	R9861612USB1	CX-20 GEN 2 CLICKSHARE, BASE + 1 BUTTON	1
V3	AVTECH	CN-SM	Room Navigator Wall Mount	1
V4	Extron	60-1421-12	DTP Transmitter for HDMI Wall Plate	1
V5	Extron	60-1271-13	DTP Receiver for HDMI	1
V6	Extron	60-1603-01	HDMI 2x1 Switcher	1
V7				
V8				
Control				
Item	Manufacturer	Item Code	Description	Qty
C1	Cisco	CS-T10-WM-L-K9=	Cisco Room Navigator Wall Mount, First Light (White) - Schedule	1
C2				
C3				
C4				
C5				

Conference Rooms

Quote #337260 v10



Prepared For:

Crawford County Memorial Hospital

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Date Issued:

03.18.2025

Expires:

03.31.2025

Admin Cisco Room Bar Pro	Price	Qty	Ext. Price
AV Components	\$4,939.91	1	\$4,939.91
LG Commercial 75" display - 3 yr warranty		1	
Peerless Medium Tilting Wall Mount		1	
Chief Universal Flat Panel Mount Hardware kit		1	
AirMedia® Wireless Presentation Solution with WiFi for Miracast		1	
HDMI Extender (Transmitter) w/IR & RS-232 & analog audio extension		1	
HDMI Extender (Receiver) w/IR & RS-232 & analog audio extension		1	
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 7 ft Category 6		2	
Kramer Ultra-Slim High-Speed Flexible HDMI - 3'		2	
Kramer Ultra-Slim High-Speed Flexible HDMI - 6'		2	
Kramer Ultra-Slim High-Speed Flexible HDMI - 10'		1	
Extron 15' HDMI Cable		1	
Panamax 8 AC Outlet Surge Protector		1	
Bulk Wire Plate (White)		1	
Metal Stud Anchor Kit - 8 Anchors		1	
Miscellaneous Expenses		1	
Estimated Shipping		1	

Admin Cisco Room Bar Pro	Price	Qty	Ext. Price
Fixed Fee Project HBS Responsibilities: <ul style="list-style-type: none"> • Install new display and mount • Install camera / microphone / speaker bar • Install HDMI extension from table to codec • Install USB C cable from table to codec • Install room control touch panel at table • Install CAT6 Data, shielded CAT6, audio, and control point-to-point cables as required • Commission AV system • Test system • System training (including a custom QRC instruction sheet). One hour training session scheduled at the end of the installation. Additional training is available but is out of scope and will be billed T&M accordingly. HBS Assumptions: <ul style="list-style-type: none"> • The AV system may have an uplink to the customer network • Floor box has space for additional cabling - if not on carpet velcro raceway will be used to cover cabling Customer Responsibilities: <ul style="list-style-type: none"> • Install A-C receptacles and data jacks or drops per HBS direction and/or drawings • Provide access to the room for the duration of the installation • Provide (1) data drops / connections to the room for Cisco room bar Additional Notes: <ul style="list-style-type: none"> • Additional license(s) and programming required for Microsoft Teams integration 	\$7,015.00	1	\$7,015.00
Cisco Room Bar Pro	\$8,204.54	1	\$8,204.54
Cisco Room Bar Pro, Carbon Black		1	
SNTC-8X5XNBD Cisco Room Bar Pro, Carbon Black		1	
CAB (16,4 feet / 5m) GREY ETHERNET		1	
Cisco Room Navigator-Table Stand, First Light (White)		1	
Mounting Kit for Cisco Room Bar Pro		1	
Power Cord for United States of America 4.5m 10A		1	
1.5m GREY HDMI 2.0		1	
Ethernet CAT5E Round Cable - 8 meter - Gray		1	
Subtotal			\$20,159.45

Portable Room Bar Pro	Price	Qty	Ext. Price
AV Components	\$9,315.32	1	\$9,315.32
LG Commercial 86" display - 3 yr warranty		2	
SINGLE DISPLAY AV CART, SUPPORTS DISPLAY		2	
RPS 500 ACCESSORY SHELF.		2	
Cisco Room Camera Mount		2	
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 15 ft Category 6		2	
Extron 15' HDMI Cable		2	
Panamax 8 AC Outlet Surge Protector		2	
Estimated Shipping		1	
Miscellaneous Expenses		1	

Portable Room Bar Pro	Price	Qty	Ext. Price
Fixed Fee Project HBS Responsibilities: • Install new display/cart system • Install camera / microphone / speaker bar HBS Assumptions: • The AV system may have an uplink to the customer network • Floor box has space for additional cabling - if not on carpet velcro raceway will be used to cover cabling Customer Responsibilities: • Install A-C receptacles and data jacks or drops per HBS direction and/or drawings • Provide access to the room for the duration of the installation • Provide (1) data drops / connections to the room for Cisco room bar Additional Notes: • Additional license(s) and programming required for Microsoft Teams integration	\$8,825.00	1	\$8,825.00
Cisco Room Bar Pro	\$16,409.08	1	\$16,409.08
Cisco Room Bar Pro, Carbon Black		2	
SNTC-8X5XNBD Cisco Room Bar Pro, Carbon Black		2	
CAB (16,4 feet / 5m) GREY ETHERNET		2	
Cisco Room Navigator-Table Stand, First Light (White)		2	
Mounting Kit for Cisco Room Bar Pro		2	
Power Cord for United States of America 4.5m 10A		2	
1.5m GREY HDMI 2.0		2	
Ethernet CAT5E Round Cable - 8 meter - Gray		1	
Subtotal			\$34,549.40

Conf Room D 98" Display	Price	Qty	Ext. Price
Components	\$65,494.04	1	\$65,494.04
Owner Furnished Scissor Lift			
Samsung Commercial 98" display - 3 yr warranty		2	
Chief Universal Flat Panel Mount Hardware kit		2	
Chief Extra Large Tilting Wall Mount		2	
HDMI Extender (Transmitter) w/IR & RS-232 & analog audio extension		3	
HDMI Extender (Receiver) w/IR & RS-232 & analog audio extension		3	
DM NVX® 4K60 4:2:0 Network AV Encoder, Wall Plate, White		3	
DM NVX® 4K60 4:2:0 Network AV Encoder		5	
DM NVX® 4K60 4:2:0 Network AV Decoder		6	
2'x2' Ceiling mounted Microphone Array - White		3	
Audio DSP with 8 Inputs, 8 Outputs, 8 Flex Ports		1	
Q-SYS Core 110 UCI Deployment Software License, Perpetual.		1	
Q-SYS Core 110 Scripting Engine Software License, Perpetual.		1	

Conf Room D 98" Display	Price	Qty	Ext. Price
Q-SYS PoE bridging endpoint for AV-to-USB Bridging.		2	
6.5" Two-way low-profile zero bezel ceiling speaker		10	
1/2 RU 4 Channel ENERGY STAR amplifier- 4 channel		1	
Rack Mount Crestron Control Processor Series 4		1	
1 RU UTR Rackshelf		4	
Netgear AV Line 48 port network switch - 480 watts PoE budget		1	
Middle Atlantic Presentation Rack with Black Top - Black		1	
4 1/2 Inch DC Fan Kit, 138 CFM with Thermo Controller		1	
1 RU Flanged Blank Rack Panel		1	
10-32 Rackscrew Truss-Head - 100 Piece		1	
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 3 ft Category 6		15	
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 7 ft Category 6		20	
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 10 ft Category 6		4	
Cat6 RJ45 UTP Keystone Jack - White		20	
1-Port Keystone Jack Surface Mount Box		8	
2-Port Keystone Jack Surface Mount Box		6	
Kramer Ultra-Slim High-Speed Flexible HDMI - 3'		8	
Kramer Ultra-Slim High-Speed Flexible HDMI - 6'		12	
Kramer Ultra-Slim High-Speed Flexible HDMI - 10'		2	
Extron 15' HDMI Cable		3	
Commscope CAT6 Cable Plenum, 1000 ft box, Black		3	
15A Advanced Remote Smart Sequencer, 9 Outlets 10Ft Cord		1	
Panamax 4 AC Outlet Surge Protector		1	
Panamax 8 AC Outlet Surge Protector		3	
MaxBlox D-SUB Termination System Female DB9		1	
MaxBlox D-SUB Termination System Male DB9		2	
MaxBlox D-SUB Termination System Hood		3	
Bulk Wire Plate (White)		2	
Metal Stud Anchor Kit - 8 Anchors		1	
3/8" Label tape		1	
1/2" Black Lineal VELCRO Brand ONE-WRAP - 25YD roll		1	
Miscellaneous Expenses		1	
Estimated Shipping		1	

Conf Room D 98" Display	Price	Qty	Ext. Price
Fixed Fee Project HBS Responsibilities: <ul style="list-style-type: none"> • Install new display(s) and mount(s) • Install camera(s) • Install ceiling array mic system • Install AV over IP devices • Install room scheduling panel(s) • Install room control touch panel(s) and program • Install CAT6 Data, shielded CAT6, audio, and control point-to-point cables as required • Program control system • Remove control keypad(s) • Remove old rack-mounted equipment - clean up wires • Commission AV system • Test system • System training (including a custom QRC instruction sheet). One hour training session scheduled at the end of the installation. Additional training is available but is out of scope and will be billed T&M accordingly. HBS Assumptions: <ul style="list-style-type: none"> • The AV system may have an uplink to the customer network • AV Rack will be located in Room D Customer Responsibilities: <ul style="list-style-type: none"> • Install A-C receptacles and data jacks or drops per HBS direction and/or drawings • Provide access to the room for the duration of the installation • Provide (3) data drops / connections to the room for AV system switch Customer Options: <ul style="list-style-type: none"> • Cisco Room Scheduling Panels 	\$54,035.00	1	\$54,035.00
Cisco Components	\$35,666.57	1	\$35,666.57
Active Optical Cable, USB-C 3.1, 9M long		1	
Cisco Room Kit Pro with Quad Cam Carbon Black		1	
SNTC-8X5XNBD Cisco Room Kit Pro with Quad Cam Carbon		1	
Cisco Quad Camera, Carbon Black		1	
Cisco Room Navigator-Table Stand, First Light (White)		1	
Wall Mount Bracket (Carbon Black) for Quad Camera		1	
Antennas for Codec Pro		1	
Codec Pro for Auto Expand		1	
Network cable (ethernet) 8 meter		1	
Power Cord for United States of America 2m 10A		2	
Powersupply - AC/DC, 12V, 6.25A, grey		1	
Rack ears for the Codec Pro- for mounting in rack		1	
Pan-Tilt-Zoom 4K 20x Camera		2	
Pan-Tilt-Zoom 4K 20x camera SNTC-8X5XNBD		2	
Bracket for wall mounting of PTZ 4K camera (Spare)		2	
Optional Components	\$4,835.43	1*	\$4,835.43
Optional Cisco Room Scheduler			
Replacement Room Navigator Wall Mount Bracket Kit - SPARE		3	

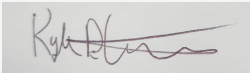
Conf Room D 98" Display	Price	Qty	Ext. Price
Cisco Room Navigator Wall Mount, First Light (White) - SPARE		3	
SNTC-8X5XNBD Cisco Room Navigator-Wall Mount, First L		3	
Fixed Fee Project		1	
* Optional Subtotal			\$4,835.43
Subtotal			\$155,195.61

Collaboration Services	Price	Qty	Ext. Price
HBS Hourly Labor Rate	\$215.00	12	\$2,580.00
12 Hours of T&M labor for HBS Collaboration team to configure and install.			
Subtotal			\$2,580.00

Quote Summary	Amount
Admin Cisco Room Bar Pro	\$20,159.45
Portable Room Bar Pro	\$34,549.40
Conf Room D 98" Display	\$155,195.61
Collaboration Services	\$2,580.00
Total:	\$212,484.46

*Optional Expenses	One-Time
Conf Room D 98" Display	\$4,835.43

This quote may not include applicable sales tax, shipping, handling and/or delivery charges. Final applicable sales tax, shipping, handling and/or delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 15% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns, cancellations or order changes are accepted by HBS without prior written approval. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. Customer may issue a purchase order for administrative purposes only. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2021.v1.0 or later, or the parties have executed a current master services agreement, the signed agreement shall control over any conflicting terms in the version on the website. If a current master services agreement does not cover the purchase of products, the ST&Cs located on the website shall govern the purchase of products. Certain purchases also require customer to be bound by end user terms and conditions. A list of end user terms and conditions related to various manufacturers and vendors is set forth at <https://www.hbs.net/End-User-Agreements>. Any purchase that customer makes is also governed by the applicable end user terms and conditions, which are incorporated herein by reference. If customer has questions about whether end user terms and conditions apply to a purchase, customer shall contact HBS. Any order(s) that exceeds the credit limit assigned by HBS shall require upfront payment from customer in an amount determined by HBS. HBS shall make this determination at the time of the order, unless customer has previously submitted the required onboarding paperwork. In such event, HBS shall make this determination at the time of quoting. Customer shall ensure that all invoices are timely paid as stated in Section 2 of the ST&Cs, regardless of whether Customer has a financing or leasing company or other third-party issue the purchase order. In the event that a third-party issues the purchase order, Customer shall be required to sign this Quote for purposes of approving the order. QT.2024.v1.0

Acceptance			
Omaha, Nebraska Area Office		Crawford County Memorial Hospital	
			
Kyle Leath Signature / Name		Signature / Name	
03/18/2025 Date		Initials	
		Date	