

MEETING OF THE TRINIDAD AMBULANCE DISTRICT
BOARD OF DIRECTORS

DATE: August 28th, 2013

Present: Rick Johnson, Kelly Smith, Joseph Martinez, Rob Bukovac, & George Dasko

Other Guests: Dan Moynihan, EMS Chief
Robert Land, Attorney
Dr. Kevin Weber, Medical Director
Dave Grove, Century Financial Group

| <u>SUBJECT</u> | <u>DISCUSSION</u> |
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| Call to Order | Meeting was called to order at 4:30 pm by Rick Johnson. There were no questions at this time. |
| Roll Call/Proof of Quorum | There was a quorum. Rick Johnson took roll call and states that 5 board members were present which includes Robert Bukovac, Joseph Martinez, Kelly Smith, George Dasko, and himself. |
| Proof of Notice | Notices were posted at the Trinidad Ambulance District Office, Las Animas County Courthouse, City of Trinidad, Justice Center, and the Chronicle News. The Agenda was posted at the Trinidad Ambulance District office at 939 Robinson Ave. |
| Approval of Minutes | Motion to approve the minutes for the July 24th, 2013 regular board meeting was made by Robert Bukovac and seconded by Joe Martinez. Motion passed unanimously. Motion to approve the minutes for the August 13th, 2013 special board meeting was made by Joe Martinez and seconded by Robert Bukovac. Motion passed unanimously. |
| Lynn McCreight: EMA Audit | <p>Lynn McCreight presented her report for the audit performed on EMA Consultants. Lynn states she met with Andrea @ EMA Consultants in Pueblo, CO. She states that all accounts have been billed and payments have been recorded. Lynn also states that after she asked a few questions that she feels that Andrea knew the correct process of primary and secondary billing. Andrea let Lynn know that they use Wakefield & Associates as the collection company when no further action can be taken on an account. Lynn said that she also retrieved the correct reports to match the books for Mike Dixon. She states Mike was satisfied with the reports and will now finish the 2013 audit.</p> <p>Lynn states that the current aging consists of only private pay accounts in the amount of \$75,000.00. She has suggested to Dan Moynihan that we use a cutoff</p> |

date of August 31st, 2013 and pull all accounts from EMA Consultants and track the accounts from in house. Lynn has an appointment with Andrea on September 3rd, 2013 to discuss the process and to get a correct aging of all accounts that are currently open. She will also get an active aging showing all accounts in collections. There was a brief discussion on this issue. The board was pleased with the audit.

Public Comments None.

Board Member Appointment pursuant to C.R.S. 32-1-905

Rick Johnson read aloud the Oath of Office to Mr. George Dasko. Mr. Dasko agreed to the Oath and signed as of today. Rick Johnson welcomed Mr. Dasko to the board of the Trinidad Ambulance District.

Accountant Financials

Mr. Dave Grove presented the financials to the board. A copy of the report was given to all board members. He states that he has met with Dan Moynihan and Dan Bates to discuss the 2014 budget taking into consideration the expected drop in tax revenues. They have also looked at the 2013 current figures at the request by Kelly Smith. Dave went over the balance sheet, profit & loss, wages, net income, and year to date accounts receivables. He states that we are on track year to date. Dave states there were a lot of unexpected expenses this year that we will not have next year. He states that we will most likely have to dip into reserves to finish out the year. Dave expects the revenues next year will be around 1.9 million so they were very conservative on the income. He said that if we stick to the budget we will break out even. There was a brief discussion over the financials. Rick Johnson requested that there be a comparison year to date on the financials. Dave said they will work on this request. Rick asked if there were any other questions. There were none. Rick Johnson asked if there was a motion to approve the financials. Joe Martinez made the motion to accept the financials as presented. Rob Bukovac seconded the motion. Motion passed unanimously.

Billing Report

Dan Moynihan handed out the Enhanced Management billing reports to all board members. He started off stating that we switched billing companies on April 1st, 2013. It took the company until July to get the Colorado Medicaid clearing house to except the contract and to finally start paying on accounts. At this time we found out that Medicaid will either pay for the base rate or mileage so we chose to go with the mileage. Dan informed the board that he had April Martinez pull the fuel charges, maintenance, payroll, and insurance on the vans and states that we are still making a profit running the carevan service. Dan is concerned about ending the service due to the patients that we transport to dialysis in Walsenburg. Dan did inform the board that we will eventually have to replace one of the vans. He briefly went over the different payer mix and states the billing company is doing a good job and is currently collecting money on a timely manner. Rick Johnson asked if there were any questions on the

billing reports. There were none. Joe Martinez made a motion to accept the billing reports. Rob Bukovac seconded the motion. All yes.

Director's Report

Dan Moynihan handed out a report showing QA/QI information. He briefly went through the report. Some items discussed were call volumes, narcotics given, IV attempts versus actual starts, number of calls resulting into refusals, and shoot times.

Dan informed the board that employee meetings are held once a month and we have had a great turnout. Items stressed were values and our mission statement.

Dan also informed the board that six people from here and two from the hospital will be trained on the SimMan. He states the hospital will pay Trinidad Ambulance District for the training. He said that they will take the SimMan to Raton, NM for training there. Dan informed the board that Dave Bacharach, Marc Biggins, Gabe Moreno, Eric Winter, Dan Bates, and he will be included in the training.

Dan states that he and Dan Bates spoke to Jeff Torr regarding the intermediate class. They talked about the prospect of TSJC putting a noncredit certification course together. They have a meeting with the administrator of Trinidad State Junior College on September 16th, 2013 to discuss the many options that are available.

Dan let the board know that Family Appreciation Day on July 27th, 2013 was a great success! He states that the families had a great time.

Dan informed the board that the benefits packages have changed. He states the deductible went from one thousand dollars to fifteen hundred dollars. He said that the district will cover five hundred dollars of the employee deductible.

Dan informed the board that Medicare plans on being out of the fee-for-service business by the end of 2015, so we need to start working on some different plans. What we're seeing is Accountable Care organizations which means we will have to show that we have improved the patient's health, improve their experience, and have reduced cost. They want you to be able to come to Medicare and say here is the plan that we are proposing and that we want to be part of this organization. An Accountable Care organization isn't just an Ambulance service or a hospital, it is a group of people that gets together and creates this organization. In Fort Worth, TX, someone calls 911 and states I need EMS. Call then goes to the EMS dispatcher who will then triage the patient. If the call does not turn into an emergency call it will roll over to a nurse. The nurse will triage the patient and ask if it is okay to send a community paramedic. The community paramedic will now go to patient's home, does an exam, calls patient's primary care doctor and lets them know what is going on and asks the doctor what you want us to do. The patient never

gets a hospital bill, lab bill, or radiology bill. It keeps them out of the system. The insurance companies are paying a decent amount of money for these Community Paramedic Programs because it's saving money rather than having to pay all those extra bills. If we don't start switching towards this model we will not survive. Dan states he has been talking with the neighboring counties including Huerfano County and Colfax County to try creating a Tri-County group.

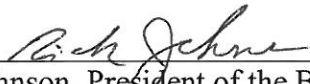
Dan stressed to the board as an organization he thinks we need to look at creating our own dispatch. The reason for this is we are having a hard time getting the correct information, such as the nature of the call from our dispatch now. We're not going to get them to triage and I don't believe they are doing any pre-arrival instructions for people while they wait for an ambulance to arrive. If we had a true EMS dispatch I think we can triage those calls. We wouldn't have to run lights and sirens to a call that isn't a true emergency. We will save wear and tear on vehicles and we will have less exposure to risk. It's a perfect model if we have a nurse that is on call that can triage the patient. We talked with the Bob Quist and Denise Clark from the hospital yesterday and they love the model. They can see where it will be a benefit to the community.

Dan Moynihan and Dan Bates presented the new website for Trinidad Ambulance District. Dan M. informed the board that the domains tad.org, tad.com, and tad.net have been purchased. Email addresses will now be tadems.com not trinidadambulance.com. They went through the different pages of the website and explained the many different features. The board was very pleased with the progress.

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| Executive Session | Mr. Land states that it his suggestion to go into executive session for C.R.S. 24-6-402 subsection 4b, 4e, for legal and negotiation advice. Rick Johnson asked if there was a motion to adjourn the regular meeting and go into executive session. Joe Martinez made the motion to adjourn the regular session and go into executive session. Robert Bukovac seconded the motion. All yes. Board went into executive session at 5:31 p.m. |
| Next Meeting Date | Board came out of executive session at 5:57 p.m. Rick Johnson states the next meeting will be held on September 25 th , 2013 at 4:30 p.m. Meeting will be held at the Trinidad Ambulance District office. No further discussion. |
| Adjournment | Rick Johnson asked if there was a motion to adjourn. Joe Martinez made the motion to adjourn. Rob Bukovac seconded the motion. All yes. Meeting is adjourned at 5:59 p.m. |

The minutes for August 28th, 2013 were respectfully submitted by April Martinez on September 19th, 2013.

Minutes Approved by Trinidad Ambulance District Board.


Rick Johnson, President of the Board of Directors

9/25/13
Date