

**REGULAR MEETING OF THE TRINIDAD AMBULANCE DISTRICT**  
**BOARD OF DIRECTORS**

DATE: March 22, 2017

*Present:* Joseph Martinez  
George Dasko  
Matthew Moreno

*Other Guests:* Dan Moynihan, EMS Chief  
Andrea Brody, Deputy Chief  
Gabriel Moreno, Captain  
Barbara Fisk, Executive Assistant

**SUBJECT**

**DISCUSSION**

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Call to Order/Pledge	Meeting was called to order at 4:33 pm by Joseph Martinez followed by the recitation of the of Allegiance Pledge.
Roll Call/Proof of Quorum	There was a quorum with Joseph Martinez, Matthew Moreno and George Dasko in attendance.
Proof of Notice	Notices were posted at the Trinidad Ambulance District Office, City of Trinidad, Las Animas County Sheriff's Office, and Las Animas County Court House. The Agenda was posted at Trinidad Ambulance District Office at 939 Robinson Avenue.
Approval of Minutes	Motion to approve the February 22, 2017 regular meeting minutes as presented was made by Matt Moreno and seconded by Joseph Martinez. The motion was approved with George Dasko abstaining.
Public Comments	None
Financial / Billing Report	<p>Bernadette Cappellucci of Century Financial Group submitted monthly financial reports for February 2017 along with the following written statement: the financials for Trinidad Ambulance District appear consistent with the normal month to month expenditures. The accounts receivable balance seems higher than usual, but this could be contributed to the delay in billing from January 1 to February 15, and the increased in call volume being up as well. Also, tax revenue is starting to be distributed; and, consequently net income is up for the month of February.</p> <p>Dan Moynihan reported a balance of \$3.1 million dollars in total accounts and noted specific expenditures from FNB account 49824 of \$250,000 for the new</p>

ambulance and \$188,000 for the power cots. He also pointed out the check copy in the board packets for \$85,211.64 from San Luis Valley RETAC which is the power cot grant reimbursement. This check is not included in the February 2017 Financial Report. He noted that accounts receivables are comparable between 2017 (\$297,000) vs. 2016 (\$106,000) partially due to higher call volume as well as Medicare and private pay increases. Profit and Loss margins are looking good if current trends continue.

No fuel costs were denoted on the February financial report as the statement for billing period ending January 23 was received early enough the end of January for payment to be made in January. Vehicle costs continue to be high partly because of the new mounts required in each ambulance for the new power cots. Building repairs are high because a new motor was needed in one of the heater/AC units. It was pointed out the heater/AC system over all was not installed with the appropriate sized motors for the duct work installed so the motors over-amp. The replaced motor not only continued trip the breaker but a bigger breaker was installed by TJ's Refrigeration to circumvent the problem. It is only a matter of time before the motors in all units will need to be replaced. Further discussion led to the board recommending the motors be upgraded now instead of waiting for them to burn out. Advanced Climate Systems will be contacted to effect the upgrade as soon as possible.

Motion to approve the February 2017 financial report as presented was made by George Dasko and seconded by Matt Moreno. The motion was approved unanimously.

#### Director's Report

Dan Moynihan reported that TAD's Pinnacol Workers Compensation account audit dropped our second 2017 installment from \$4809.00 to \$63.00 due to our experience rating (lack of claims). TAD has been proactive in workplace safety by striping the ambulances and vans and purchasing hydraulic oxygen tank lift, stair chairs and power cots as a few examples. It continues to be important to maintain a safe environment and culture at TAD. The new ambulance (2017 chasis) will be ready for us sometime early June.

Dan Moynihan attended the RETAC hearing in March for the ambulance grant. There was a lot of interest in TAD's future concept of simply replacing the boxes. There is currently \$7 million in available funds and \$8 million in grant requests so the concept of eventually only replacing the boxes on ambulance units will extend the available funds. RETAC is 50% of scoring with the other 50% being at the State level in Denver in April. Andrea Brody applied to Las Animas County Commissioners and was approved to be Dan Moynihan's RETAC alternate.

Everyone reviewed the TAD Organizational Structure chart and it was decided that names should be added to the titles.

Trinidad Ambulance District helped facilitate the Travis Russell Tribute buy purchasing a sign dedicated to him and placed at the location of his deadly accident. His family was very appreciative.

Dan Bates will be at TAD March 24<sup>th</sup> and 25<sup>th</sup> to help train administrative personnel in the special programs used by TAD specifically ESO and ePro.

TSJC is no longer providing an EMS program in Alamosa but has deferred the program to TAD. Dan Moynihan and Andrea Brody met with TSJC representatives to discuss the merit in no longer providing an EMT Intermediate (EMTI) program but instead providing a program for Paramedic level certification. Neither Andrea Brody nor TSJC is impressed with the EMTI courses provided. It is being suggested that TAD do an in-house transition program for its personnel to transition from EMTI to Paramedic. This would not incur any cost to the district based on an agreement with TSJC that our personnel will not be charged. Andrea has spoken with multiple entities including TSJC, Pueblo Community College and Denver Health Paramedic School who all agree that it can be done. She will proceed making state level contacts and creating a bridge program. A long range goal is to have paramedics throughout the county. This will also benefit TSJC in setting up a program they can offer to their students.

Andrea also discussed her contact with Parkview Medical Center in organizing a in-house national certification program that will provide advanced cardiac life support, pediatric advanced life support, international trauma life support and advanced stroke life support certifications to our employees. As long as we're aligned with a physician and a medical center, we can not only provide the certifications which will also count at Continuing Education Units but we can also train our employees to instruct the courses.

Andrea reported that new protocols are coming out May 1<sup>st</sup>. There are quite a few changes but by June 1<sup>st</sup> she and Gabe Moreno will have all employees trained on them.

Possible Revenue Stream	Dan has been investigating the possibility of TAD entering into an Inter-Governmental Agreement with Las Animas County to provide medical services to the Garcia Justice Center. The current contract is held by another organization for an annual fee of \$143,000. The Sheriff's Department is currently transporting patients to the ER regularly and unnecessarily due to lack of medical services. Dr. Kevin Weber has agreed to be the medical director for this contract at no additional cost to the district. Dan has scheduled a nurse to come interview and see the facility. We would need to provide a nurse for daytime issues and the TAD East Station on-shift ambulance crew would handle any late hour issues. It will also be necessary to contract with someone to cover psychological services. It is believed this would provide approximately \$40,000 additional annual revenue to TAD.
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The board has given Dan authority to continue researching and putting together a medical service contract for the Garcia Justice Center. He will report back to the board when a contract is available for approval.

#### Operations Report

Dan Moynihan reported that Leroy Perea has turned in his resignation as of March 31<sup>st</sup>. There are not issues it's just that Leroy wanted to truly retire. We are going to try to operate CareVan with two drivers for a while in hopes of providing more hours to the two remaining drivers.

Dan reviewed all of the operations graphs included in the board packet. He reminded the board that Dr. Weber reviews all refusal. There are no outstanding issues with the day to day operations of TAD.

Dan and Andrea are attending EMS On the Hill in Washington, D.C. on April 24<sup>th</sup> and 25<sup>th</sup>. We receive 3% more Medicare because we are super rural. There is a bill being pushed that would take that away from TAD. Gabriel Moreno has been recommended for recognition in the Stars of Life program in Washington, D.C. in June.

The district has hired Alison Sanchez, Niccole Cordova and Pete Bukovac as EMTs who have progressed through our program at TAD. They are all doing very good. We currently have six paramedics at TAD including Dan Moynihan and Andrea Brody. There is one for every shift. Gabe Moreno will be off shift duty as of April 9<sup>th</sup>. He has been offered a promotion to EMS Captain.

#### Miscellaneous

Special District Association Workshop. There is a workshop available to all board members on June 12<sup>th</sup> in Fountain from 8:00 am – 12:15 pm.

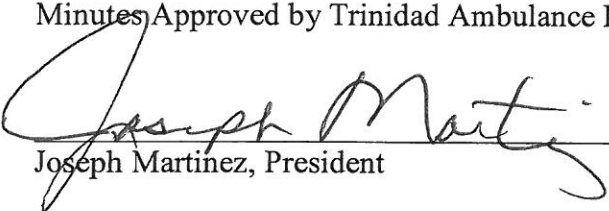
Bank of the West Money Market Account. A letter was received from Bank of the West asking if the district wanted to maintain account 032-160192 with a balance of \$2,513,231.25 as there has been no activity on the account since September 14, 2015. Dan will sign the letter stating our intent to maintain the account but will investigate other options with possible higher interest rates and report back to the board.

Main Street Property Update. It has been decided to wait for the next budget cycle before making any decisions on building a new facility. Barbara talked to Lee Merkel with DOLA who stated once we have a master plan including architectural drawings we could apply for DOLA grant.

Next Meeting Date                      The next meeting date was set for Thursday, April 27, 2017 at 4:30pm.

Adjournment                              A motion to adjourn the meeting was made by Matt Moreno and seconded by George Dasko. The motion was approved unanimously by all board members in attendance. Meeting was adjourned at 5:52pm

Minutes Approved by Trinidad Ambulance District Board.

  
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Joseph Martinez, President

4-27-17  
Date