

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

***\*Public Comments registration via ZOOM.us***

DATE: July 28, 2021

Present : Kathy Bueno  
Nick Mattorano  
Floyd Duran, Jr.  
Valerie Borsa – Teleconference  
Clay Hart

Other Attendees: Executive Director/Chief Dan Moynihan, Deputy Chief Gabriel Moreno, Captain DeTray, Executive Assistant Barbara Fisk, Dave Grove, Denise Render, Tom Murphy, Stephen Hamer

**SUBJECT**

**DISCUSSION**

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Call to Order/Pledge

Meeting was called to order at 4:30pm by Kathy Bueno.

Roll Call/Proof of Quorum

There was a quorum with five (5) board members in attendance.

Proof of Notice

Notice was posted on Trinidad Ambulance District's website (tadems.com) and business office at 939 Robinson Avenue. The notice included invitation information for attendance via ZOOM and asked the public to register on Zoom if they were interested in participating in the Public Comments section of the agenda.

Public Comments

Although there were no registered requests for public comments, Stephen Hamer and Tom Murphy requested the opportunity to speak. Board discussion led to the following motion.

**Motion** to allow Stephen Hamer and Tom Murphy the allotted three minutes each for public comments was made by Floyd Duran.

**Second:** Nick Mattorano

**Yea:** Kathy Bueno, Nick Mattorano, Floyd Duran, Clay Hart

**Nay:** Valerie Borsa

**Abstain:** None

**Pass:** The motion passed allowing Stephen Hamer and Tom Murphy the floor for public comments.

STEPHEN HAMER: Mr. Hamer started by introducing himself as the publisher of All Things 81082. Mr. Hamer stated there is a bad rapport between himself and TAD which he would like to repair. In addition, he voiced complaint about rude, insolent behavior from a TAD employee during a telephone conversation wherein he was hung up on. He stated there were four members of the All Things 81082 board on speaker. He expects better reception and stated he has not been very

kind to Chief Moynihan in his editorials. He also stated his disappointment in lack of openness and transparency when it comes to public records. He would like to foster better communication between All Things 81082 and TAD. He apologized for any mistakes “we’ve” made. He has just finished college with a degree in Journalism and Bachelors and Master Degrees in Meteorology. He is also a member of the Society of Professional Journalists. In conclusion, he thanked the Ambulance District for saving his life.

TOM MURPHY thanked Trinidad Ambulance District for help with his mother when needed. He began filming in 2005. He suggested looking at his YouTube Channel where the first thing he filmed was of the District at the Community Center when the State came down. He has also recorded a forum for one of the elections which he plans on doing again. He channel used to just be on weekends but is now 24/7 so he is looking for content which this is. Interesting that Mr. Hamer would be doing the same thing “but we are not doing the same things, trust me. We don’t see things from the same point of view.” In conclusion, he formally requested of Mr. Moynihan to be placed on the August agenda for a 10 minute presentation requiring a board decision. “Thank you for taking care of his mother: you did a great job. Thank you.”

#### 2021-2022

#### Medical Insurance Review

Dave Grove and Denise Render of Century Financial Group thanked TAD for the service it provides. They began their presentation by providing an explanation between HMO and PPO in addition to the pros and cons of each. They reiterated the fact that TAD currently pays 75% of premiums for all persons covered under its insurance plan, employee and dependents. As they did last year, they talked to the board about lowering the percentage the District covers in order to save the District money. If the District chose to pay 70% of premiums instead of 75%, the District could save approximately \$8,700 per year. Another option for the District to save money would be to only offer the percentage discount to employees, not dependents. They stated that TAD has one of the best employee insurance benefits in the area. After reviewing over 200 possible plans, they presented two options which they believe would be suit the District.

Recommended Plan - The only difference between the current plan and the Recommended Plan, except premiums, is a change in the Tier 4 Drug List from \$400 to \$500. TAD’s monthly premiums, depending on employee information, would be near \$13,825.44 (an increase of 9.7% from current plan).

Alternate Plan - There are several differences between the current plan and the Alternate Plan i.e. deductibles, max out of pocket, coinsurance and copays, prescription drug costs. TAD's monthly premiums, depending on employee information, would be near \$13,086.01 (an increase of 3.8% from current plan).

Dan Moynihan agreed the District should follow the suggestion provided by Dave Grove and Denise Render and adopt the Recommended Plan. There was no board discussion nor questions.

**Motion** for insurance coverage September 1, 2021 through August 31, 2022 to implement the Recommended Plan (Anthem Gold PPO 2000/20%/4000) provided by Century Financial Group was made by Nick Mattorano.

**Second:** Floyd Duran

**Yea:** Kathy Bueno, Nick Mattorano, Floyd Duran, Valerie Borsa, Clay Hart

**Nay:** None

**Abstain:** None

**Pass:** The motion passed to implement Anthem Gold PPO 2000/20%/4000 for September 1, 2021 through August 31, 2022.

Meeting Minutes  
Review

**June 23, 2021 Regular Meeting Minutes.** Clay Hart noted an addition to the June 23, 2021 minutes that was not verbally spoken nor should have been added into the minutes. At the June meeting, under the topic of "Approval of Minutes" for the May 26, 2021 minutes, Clay Hart and Kathy Bueno wanted the minutes to reflect that Dan Moynihan volunteered to no longer drive his company vehicle to Oklahoma even though he is subject to call back for TAD business. Added into the minutes after the word "vehicle" was (VIN4832) which Clay Hart would like removed prior to approval. He also wanted the statement, "even though he is subject to call back for TAD business" removed.

**Motion** to approve the June 23, 2021 minutes with (VIN4832) removed was made by Clay Hart.

**Second:** Floyd Duran

**Yea:** Kathy Bueno, Nick Mattorano, Floyd Duran, Valerie Borsa, Clay Hart

**Nay:** None

**Abstain:** None

**Pass:** The motion passed to approve the June 23, 2021 minutes with (VIN4832) removed.

**July 7, 2021 Special Meeting Minutes.** There were no issues with the July 7, 2021 Special Meeting Minutes as presented.

**Motion** to approve the July 7, 2021 Special Meeting Minutes as presented was made by Floyd Duran.

**Second:** Clay Hart

**Yea:** Kathy Bueno, Nick Mattorano, Floyd Duran, Valerie Borsa, Clay Hart

**Nay:** None

**Abstain:** None

**Pass:** The motion passed to approve the July 7, 2021 Special Meeting Minutes as presented.

## Financial Report

Bernadette Cappellucci of Century Financial Group prepared the June 2021 financial report with the following statement, "Revenues collected through June 30, 2021 are \$1,840,70 (approximately 75.8% of 2021 total budget). Total operating expenses year-to-date are \$870,869 (36% of budget). The financials appear in line with the normal month to month income and expenditures. I see nothing out of the ordinary to report or anything concerning any of the financial reporting for the month ending June 30, 2021."

Dan Moynihan provided a Power Point presentation (included with these minutes) highlight the following information:

- \$3,589,737 Cash On Hand
- Accounts Receivable for June 2021 was \$838,910 which is twice as much as usual. Collections are improving dramatically.
- TAD is currently \$319,145 ahead of 2020 income (21% increase).
- Expenses are down more than \$47,000 compared to 2020 (4.3% decrease).
- January – June 2020 Income = \$1,521,595
- January – June 2021 Income = \$1,840,739
- Net Income for June (noted on Power Point presentation as May) equaled \$335,624

**Motion** to approve the June 2021 financial report as presented was made by Nick Mattorano.

**Second** Clay Hart

**Yea:** Kathy Bueno, Nick Mattorano, Floyd Duran, Valerie Borsa, Clay Hart

**Nay:** None

**Abstain:** None

**Pass:** The June 2021 Financial Statement was approved.

Director's Report

Dan Moynihan provided a Power Point presentation (included with these minutes as part of these minutes) covering all topics below.

**13840 Hwy 350 Update.** The Environmental Report is completed and provided to appropriate parties. The USDA is in a personnel crisis and the Colorado State Architect has resigned. The Rural Development contact has not been returning calls (35 days without contact). The water tap has been installed.

**Inter-Facility Transfers (IFTs).** Dan presented an email received from John Tucker, the Chief Executive Officer for Mt. San Rafael Hospital (MSRH) on July 13, 2021 stating Mr. Tucker's concern about delayed transfers caused by TAD "shift change". Executive Director Moynihan stated this has been an ongoing issue for nine years and is due to safety concerns for crews who have already been on a 24 hour shift and a payroll issue as it creates large amounts of over-time pay. Executive Director Moynihan responded to the email on July 15, 2021 stating crews were approached by Rob Bukovac (MSRH) telling them MSRH will be contracting with AMR for transfers thus resolving any issues with delays the hospital might encounter. Nothing more was heard from Mr. Tucker. On July 20, 2021, Executive Director Moynihan received an email from Clay Hart stating that it was brought to his (Clay Hart) attention that MSRH is talking again with AMR regarding transfers. His concern: transfers making up half TAD's budget, pending investment in new building and creating a "plan of action" regarding transfers. Executive Director Moynihan then asked what Mr. Hart suggest as a plan of action. Mr. Hart responded with an inquiry about the monetary worth of transfers to the District. When asked again to provide an idea of a plan of action, Mr. Hart stated he would have expected Executive Director Moynihan to have set a meeting with Mr. Tucker to discuss the issue. Executive Director Moynihan reiterated that he responded to Mr. Tucker's email for which no response was received. Mr. Hart felt Executive Director Moynihan should have been more concerned about the situation and felt a letter to Mr. Tucker was in order. Mr. Hart asked why Executive Director Moynihan was not more concerned about AMR taking over transfers. Executive Director Moynihan asked what Mr. Hart felt was the percentage of income earned by transfers for which there was no reply. Executive Director Moynihan proceeded with his Power Point presentation (attached) regarding TAD's Service Plan wherein it is written that Trinidad Area Health Association (TAHA) will contract with TAD for transportation of Medicare patients under the Federal Medicare Act and DRG. Mr. Hart was emphatic that was not the Service Plan he had. Barbara Fisk said she would forward Mr. Hart an email received from DORA with the Service Plan on record (correct to DOLA) which is the document Executive Director

Moynihan is referencing. Executive Director Moynihan proceeded with tax returns and salaries of MSRH, Questions and 2021 Draft and Proposed Budget copied and pasted from the actual budget. Mr. Hart stated in his email of July 20, 2021, "As I read the 2021 proposed budget, it appears that transfers are worth approximately half of the budget." Executive Director Moynihan asked Mr. Hart where on the budget (Power Point presentation) it specifically shows income from IFTs. Mr. Hart replied, "Service Fees" to which Executive Director Moynihan pointed out that is all service fees not just IFTs. He then proceeded with his Power Point presentation showing financial facts about IFTs; revenue for 2019 and 2020 totaled \$4,815,963.05 with total revenue for MSRH IFTs being \$547,007.05 or 11.35% of the District's total revenue. Inter-Facility Transfer Costs were then presented. As of July 26, 2021 one vehicle used specifically for IFTS has 142,059 miles, requires remounting (\$101,077) and liquid spring suspension added (\$10,000) constituting 20% of the total transfer income in one item. Additional IFT costs and a Summary were provided.

Executive Director Moynihan provided an Excel spreadsheet (attached) showing all IFTs for 2019-2020 with actual payments received by the District for each transfer pointing out multiple zero (81) and low dollar entries which he stated AMR would not do. Captain DeTray wanted to clarify that Trinidad Ambulance District has never considered Payer Status regarding any transport/transfer. Executive Director Moynihan stated, at one time, he worked for AMR as a Regional Manager and Deputy Chief Moreno worked for AMR as an Operations Supervisor for the very operation that may be coming to MSRH to negotiate a contract to which Mr. Hart stated, "With all due respect, you, you and you don't work for AMR. I appreciate your opinion but that's just your opinion. My point was, yes transfers are expensive. Yes, we know that. Mileage on the vehicles, the time out of the District, yes very expensive to do. Crew doesn't like doing them, nothing new, I didn't like doing them when I was there. Nobody likes driving up and down that highway. I agree with you 100 percent. You made money off of them. You made \$500,000." It was clarified by all that 11 percent of the District's income is from IFTs. Nick Mattorano commented about the expense of IFTs. He also referenced the Service Plan wherein it mentions contracting with TAHA agreement and believes the District should do this. Mr. Hart rebutted that "it" is not a mandate and that the public did not vote on that particular part of the Service Plan. Mr. Mattorano then stated that TAD's responsibility is to the citizens of the County. Mr. Hart read from a document where the District is supposed to, "provide for the treatment, transportation of the sick, injured and otherwise incapacitated or helpless." "That is what we are supposed to be doing here." Chairperson Kathy Bueno

interjected, "That is what we are doing" to which Mr. Hart rebutted, "No." Chairperson Bueno stated that the District is doing these things but is limited. "We are in a rural community, it's hard to find staff per the discussion at the last meeting (July 7, 2021) where staffing had to be changed around in order to continue providing service to our community. She believes the frustration comes from the fact that this discussion has been ongoing for years. Chairperson Bueno stated, "We are providing the service we provide to the best of our ability." To which Mr. Hart commented on other EMS services altering the times that their shifts start. According to him, the reason they do that is to cover calls that come in at shift change. Chief Moynihan rebutted that agencies do that because they're running Systems Management which is also called Flexible Deployment meaning they staff the number of units that will be on according to the historical information showing the number of calls that come in that day of the week, that hour of the day. As an example, that is why there are fewer units on at 6:00am than at 8:00am or 10:00am when call volume increases. Chairperson Bueno confirmed this by referencing the July 7<sup>th</sup> meeting wherein one crew temporarily does not have an assigned Medic but will be backed up with "these guys"(specifically, Deputy Chief Moreno, Paramedic and Captain DeTray, Paramedic). Explaining that the District is working with the resources available in our community. She also questioned why this topic keeps coming up as though "we are not doing something."

Mr. Hart then expounded on the fact that Barbara Fisk has not provided him with a list of checks, my credit card statements, the fact that you've opened up an Amazon account (which he requested be done). "When I, as a Board member, request something, I expect to get it." Chairperson Bueno commented that the Board talked about this way back, and if her memory is correct, the agreement was that Mr. Hart would come and sign checks to which he agreed but stated, "that isn't always possible." At that point he did apologize "for bringing up old stuff."

Back to the issue at hand: Chairperson Bueno understands that the response given wasn't "what we would expect" to be given to a "customer" which can be addressed. She also said that, if it had been her, she would have spoken directly to Dan. Mr. Hart stated that he reports to her and the tax payers. He sent his email to all of the Board which is now being discussed. He appreciated clarification on the numbers. She clarified that Board members can go directly to Dan with any issues.

Mr. Hart stated his issue is the loss of income. Nick Mattorano added his concern about the expenses involved with transport and that 11% is not that much income and the District is taking a loss. Mr. Hart then said the District needed to continue taking transfers. Kathy Bueno and Deputy Chief Moreno interrupted to clarify that the District is not stopping taking transfers (IFTs) to which Mr. Hart replied, "If they all go to AMR, how many do you think you'll be doing?" Again, Mr. Mattorano tried to explain the District will then not be losing money on transfers. Mr. Hart stated the District should fight for the business. Executive Director Moynihan said, "No. I think that's a good business decision on our part." If contracting with AMR, IFTs will continue.

Kathy Bueno wanted the public to realize that (11% of IFT income) IFTs noted in this discussion and conducted by the District are non-emergent. The District always responds to 9-1-1 calls. The District has never not taken an emergent transport.

Mr. Hart pointed out that is up to the ER doctor(s) to decide where a patient has to go. The receiving facility is then responsible for the patient. It is up to the District to take patients wherever the ER doctor directs. Dan clarified that "your rules" are EMPTALA but the District's is CMS which he stated he understood. Mr. Hart does not agree that the Service Plan is to respond to 9-1-1 calls with the additional verbiage of contracting with TAHA for non-emergent transfers. He also does not agree that a contract between TAD and MSRH (TAHA) would secure payment from MSRH for IFTs. Mr. Mattorano stated, if running a business, it could not be run in the negative to which Mr. Hart stated, "Is this really how we're going to run this. We're going to run this like a business. I'm sorry sir but because of your insurance you don't pay us well enough." Chairperson Bueno strongly disagreed with this statement and said that Mr. Hart is putting different words out and that she does not appreciate that. That is not at all what our financials say. Valerie Borsa asked for the conversation to move on, that Mr. Hart is "all over the place" with his discussion.

In closing, Mr. Hart asked that the Director of TAD talk to the CEO of the hospital and fix the problem with the shift change transfers. Mr. Mattorano said he didn't think so. He believes TAD has gone above and beyond for these people. TAD has to take care of their employees. "The hospital is their own entity. We don't work for the hospital. We are not tied to the hospital. We drop the patients off and so that patient gets to that hospital, it is that hospital's responsibility. It is no longer TADs. Maybe I'm wrong, tell me if I am. Once we drop that party off, it is up to the hospital to get that person to the next location however they chose whether with TAD or AMR. I



believe we should have a contract with the hospital to pay for the IFTs so we could maybe pay to put another crew on. But at the rate we're going we're in the negative. We're putting out another \$111,000, again. When they go to the hospital, they belong to the hospital." Mr. Hart stated he believed that to be correct. Dr. Valerie Borsa asked to speak from a medical standpoint because she deals with this a lot. Change of shift has always been a universal issue. She works at a larger tertiary hospital up north a couple days a month. It is not uncommon, at shift change, for transfers to have to wait. You have to wait for change of shift and staffing availability. It is not a special problem isolated to TAD. She believes it is time to move beyond this. Nick Mattorano clarified the difficulty with past attempts. Dr. Borsa and Kathy Bueno desire for TAD to keep trying and be positive. Kathy suggested a conversation wherein it is explained that TAD is wanting to do transfers but there may be delays occasionally because of A, B, C and D. Dr. Borsa reiterated that the most important thing is that the patient be stable and safe. It is universal all over the United States and a noted inconvenience for any hospital to have a patient waiting for transfer. It is her belief that everybody is doing their best to overcome the situation and insure the patients are stable. It is obvious not satisfactory to the hospital (MSRH) so let's take it back for negotiation/discussion.

The discussion was closed.

#### Operations Report

Deputy Chief Moreno reported the following for June 2021:

Requests for Service	233
Non-Transports	52
Transports	181; 41 IFT; 0 flight (scene)
On Call	Medic 3 = 2; Medic 4 = 1; EMS3 = 2

#### Fleet Report

Captain DeTray reported that there are currently three ambulances out of service. The turbo is out on one, the suspension bushing on another and an exhaust issue then injectors on the third (out for 1 ½ months to date). We were down to the Transfer truck as a primary response vehicle and pulled a QRT ambulance in as the last out vehicle causing restriction of transfers for about 2 ½ days. We are currently back up and running for IFTs.

After the special meeting July 7<sup>th</sup>, the schedule seems to be working fine. One new hire is currently half way through Field Training, another EMT starts tomorrow. One part-time Paramedic has been hired and the two Paramedics leaving full-time employment with TAD have agreed to remain as part-time. We haven't had to increase over time. He stayed overnight with the new BLS crew in case they needed an ALS provider.

Trinidad Ambulance District  
Regular Board Meeting  
July 28, 2021

Miscellaneous                      None

Next Meeting Date                The next regular meeting of the Board will be held August 25,  
2021 at 4:30pm.

Adjournment                      **Motion** to adjourn the regular meeting of the Board of Directors  
was made by Nick Mattorano.  
**Second:** Floyd Duran  
**Yea:** Kathy Bueno, Nick Mattorano, Floyd Duran, Valerie Borsa,  
Clay Hart  
**Nay:** None  
**Abstain:** None  
**Pass:** The motion passed and the meeting adjourned at 5:49pm

Minutes Approved by Trinidad Ambulance District Board of Directors September 22, 2021.

  
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Kathy Bueno, Chairperson

September 22, 2021  
Date