

ANNUAL MEETING
TRINIDAD AMBULANCE DISTRICT BOARD OF DIRECTORS

Date: August 23, 2023

Attendance: Nicolas Mattorano (teleconference), Tom Murphy, Zachary Shapiro, Joe Richards, Les Downs, EMS Chief Moreno, Deputy Chief DeTray, Barbara Fisk, Robert Cole (zoom), Dan Moynihan

<u>SUBJECT</u>	<u>DISCUSSION</u>
Call to Order/Pledge	Meeting was called to order at 4:30pm by Zachary Shapiro.
Roll Call/Proof of Quorum	There was a quorum with four (4) 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	None
Adopt Agenda	Motion to adopt the agenda was made by Tom Murphy. Second: Joe Richards Yea: Nick Mattorano, Tom Murphy, Zachary Shapiro, Joe Richards Nay: Abstain: Pass: The motion to accept the agenda as presented was approved.
Review Minutes	Motion to accept the July 19, 2023 minutes as presented was made by Joe Richards. Second: Tom Murphy Yea: Nick Mattorano, Tom Murphy, Zachary Shapiro, Joe Richards Nay: Abstain: Pass: The motion to accept the July 19, 2023 minutes as presented was approved.
Financial Report	Bernadette Cappellucci prepared the financial report for July 2023 with the following statement: "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 in any of the financial reported for the month ending July 2023." Chief Moreno pointed out the following information. <ul style="list-style-type: none">• Cash On Hand the end of July \$3,208,302 which is up \$15,714 from June. YTD Net Income is \$636,378.

- Accounts Receivable is \$2,608,117
- The medical supply shortage is up and down. There are currently 8 items on backorder. YTY Medical Supplies are down \$7,749.
- Fuel costs for July 2023 were \$35,073 which is down YTY \$9,578.
- Vehicle repair costs for the month were \$2,170 which is down YTY \$8,975.
- Vehicle maintenance as of July was \$13,398 which is up YTY \$5,026.

Tom Murphy stated he would like to see the Accounts Receivable schedule at the next meeting. He was curious whether some of the older account balances could be written off. Zachary Shapiro explained that it takes a couple months until claims are processed and payments received. The District receives approximately 30% of what is billed. Any insurance billed is going to adjust the billed amount by their contractual amount which will reduce the amount paid. Medicare and Medicaid are the two largest payors to the District and their contractual amounts are very low. Unless there are patient deductibles and/or copays, what is not received from Medicare and Medicaid has to be written off. The Board was reminded that 3 years ago the auditor noticed large sums in the most extended category of accounts which, it turned out, were not filed in a timely manner, thus uncollectible. This resulted in changing billing companies from Quick Med Claims to EMS Billing. Those account balances are still under negotiation for reimbursement from Quick Med Claims. Those remaining have been absorbed by EMS Billing who is working those accounts.

Mr. Murphy wanted to know how property taxes were received by the district. It was explained it is normally a monthly payment from the county but it depends on tax revenues received by the county.

Motion to accept the July 2023 financial statement as presented was made by Tom Murphy.

Second: Joe Richards

Yea: Nick Mattorano, Tom Murphy, Zachary Shapiro, Joe Richards

Nay:

Abstain:

Pass: The July 2023 financial statement and report were accepted as presented.

Old Business

Special District Association Conference. The Board discussed attending the conference virtually and whether the District should pay for each Board member to participate. Barbara Fisk suggested those

registering contact her to have the charge put on a District credit card.

Motion for the District to expend no more than \$200 per Director to participate virtually/online in the Special District Association Conference September 12 – 14, 2023 was made by Joe Richards.

Second: Zachary Shapiro

Yea: Nick Mattorano, Tom Murphy, Zachary Shapiro, Joe Richards

Nay:

Abstain:

Pass: The District will expend no more than \$200 per Director to virtually/online attend the Special District Association Conference September 12-14, 2023.

New Business

N/A

Director's Report

Billing. Quick Med Claims made a very low offer to compensate for claims that were not filed in a timely manner; negotiations continue. Year-to-Date EMS Billing has collected \$2,502 on old A/R received from Quick Med Claims.

13840 Hwy 350. All documentation has been submitted to the USDA for approval to move forward.

Remount. No change from last month: a chassis has been delivered to Excellance for remounting #1501 (VIN 9576). Vehicle delivery to Alabama is expected for November or December.

Calendar. The following activities took place during the months of July and August.

- Operational Rapid Assistance Package (O-RAP) Table Top Exercise planning
- Responded to Search and Rescue call
- Audit Exit Interview
- Niccole Cordova left TAD to be a Fire Paramedic. Administrator's attended her swearing in ceremony.
- Operational Rapid Assistance Package (O-RAP) Table Top Exercise
- TBI/Trauma training
- ZOLL vent demonstration
- Quick Med Claims negotiations
- TPD SWAT tactical care training
- Partnered with TPD and School Resource Officers to train all area schools on Stop the Bleed and Standard Response Protocols (lectures and scenarios)

Tom Murphy wanted to know if administration has responded to Commission Lopez's request for quarterly reports to the County Commissioners. Deputy Chief DeTray stated that the first report will occur in September.

Zachary Shapiro asked whether there has been any success getting part-time employees to fill full-time vacancies. Two EMTs have "switched" part-time to full-time. Two other applicants are scheduled for interviews.

Operations Report

Deputy Chief DeTray noted the following statistics.

	<u>July</u>
Calls for Service	194
Inter-Facility Transfers (IFT)	33 + 5/10 were to Raton, MSRH CT
IFTs Unable to Service	1
Med 3 (on call)	2
IFT Mileage	7,696
IFT Mileage Year-To-Date	40,573

Personnel. Deputy Chief DeTray is halfway through the Community Paramedic course.

Vehicles. Five of our five rigs are in service.

Executive Session

Motion was made by Joe Richards to move into Executive Session under §24-6-402(4)(b), C.R.S. for the purpose of conference with attorneys for the purpose of receiving legal advice regarding the Service Plan and MSRH/TAHA litigation.

Second: Tom Murphy

Yea: Nick Mattorano, Tom Murphy, Zachary Shapiro, Joe Richards

Nay:

Abstain:

The Board exited Regular Session to meet in Executive Session with legal counselors Les Downs and Robert Cole at 5:05pm.

Motion was made by Zachary Shapiro, having not adopted any proposed policy, position, rule, regulation or take any formal action during the Executive Session, for the Board to return to Regular Session.

Second: Tom Murphy

Yea: Nick Mattorano, Tom Murphy, Zachary Shapiro, Joe Richards

Nay:

Abstain:

The Board returned to Regular Session at 6:18pm. Those attending Executive Session were Zakk Shapiro, Tom Murphy, Nick

Mattorano, Joe Richards, Les Downs, Bob Cole, Gabriel Moreno, David DeTray.

Miscellaneous.

Deputy Chief DeTray expressed appreciation for everyone's passion for mending relationships with Mt. San Rafael Hospital and reiterated those relationships have greatly improved and do "feel a bit defensive because we have been in the trenches working with the hospital. We are working in the right direction." In response to ideas of adding more vehicles and crews he stated, "what we pay for is readiness 24/7. We have to be ready to go to Stonewall. We have to be ready to go to Branson. We also have to understand that we are a small and super rural ambulance service with limited resources; no different than the critical access hospital we serve which is small with limited resources. Fiduciary responsibility is important to all of us so adding cars and people to handle transfers that we don't make a lot of money is not practicable but adding Community Paramedics would provide another revenue stream." Chief Moreno stated, "We have a hard time staffing what we have now because we're in a small community and it's hard to get people to move here. Unit Hour Utilization average is .25, we are at .1 so we have poor utilization. If we were working as a for-profit organization, posting units on street corners, we would be sending trucks and employees home not adding trucks. Our average cost per call is \$2,669, that's per call not just patients transported, and what is needed in order to break even. When we do transport we collect approximately \$500 per Medicare call, \$200 on Medicaid (*Medicare and Medicaid account for ≈ 60-70% of all calls*). I would love to add more crews and trucks but it's not financially feasible and physically it's not possible because we don't have the staff."

When Mt. San Rafael Hospital reached out to AMR to contract for inter-facility transfers, AMR quoted approximately \$800,000 annually. Deputy Chief DeTray, "The only times we've ever limited inter-facility transfers is because of crew and patient safety, availability and occasionally patient condition. It is rarely because of staffing issue, only when we have BLS crews on duty and transfer requires ALS services. We've done roughly 400 transports a year for the past four years." Nick Mattorano inquired, "Out of the 400 annual transfers, how much does it cost tax payers for other people's services? We're not making any money on it." Deputy Chief DeTray stated, "The only reason we're doing it is because it's the right thing to do to get people to a different hospital." Tom Murphy asked again about having a report on the number of transfers not taken. He was reminded that the information is provided in the Operations Report. He was reminded that when one truck is on a transfer, the second truck is prepared for any 9-1-1 calls that may occur. Zakk Shapiro stated, "Even everything we've been through, I don't think we've

done anything wrong. I think we were still doing the right thing we just got backed up with a piece of paper that wasn't going to protect us all the way. I think we were doing is what we're still doing and it's the right thing to do. We're doing everything when it is safe and appropriate to do so. That, to me, is something I am very comforted by. I come from the world of private services where they are not about that. They will make their extra money and people get in crashes, patients get hurt, people fall asleep and all sorts of issues."

Tom Murphy mentioned contention at City council and things not always being pleasant and pushing each other's buttons. "I just want to make the community better. I'm as passionate as you guys are about all of this. Down the road, it is my hope that we don't have a city vs county situation that we can't overcome." Zakk responded, "What we're doing is healthy. Entertaining what a "no" would do is great. I'm personally invested in this never being a private service. We have to be a little rough and ruffle some feathers occasionally as long as we come back to the middle eventually."

Next Meeting

The next monthly meeting of the Board is scheduled for September 27, 2023, 4:30pm, 939 Robinson Ave.

Adjourn

Motion to adjourn was made by Joe Richards

Second: Zachary Shapiro

Yea: Nick Mattorano, Tom Murphy, Zachary Shapiro, Joe Richards

Nay:

Abstain:

Pass: The Board adjourned at 6:30pm

Minutes Approved by Trinidad Ambulance District Board of Directors September 27, 2023.



Zachary Shapiro, Chairperson

September 27, 2023
Date