

TRINIDAD AMBULANCE DISTRICT BOARD OF DIRECTORS
MONTHLY MEETING
January 22, 2025

Attendance Joe Richards, Tom Murphy, Zachary Shapiro, Nick Mattorano, Andres DeLeon
Executive Director Gabe Moreno, Deputy Chief David DeTray, Barbara Fisk, Legal
Counsel Les Downs

SUBJECT

DISCUSSION

Call to Order/Pledge	Meeting was called to order at 4:06pm by Zakk Shapiro.
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 13840 Hwy 350. The notice included invitation information for attendance via ZOOM and asked the public to register on Zoom if they were interested in attending the meeting.
Adoption of Agenda	MOTION to adopt the agenda as presented was made by Joe Richards. SECOND: Tom Murphy YEA: Nick Mattorano, Joe Richards, Tom Murphy, Zakk Shapiro, Andres DeLeon NAY: ABSTAIN: The agenda has been approved as presented.
Public Comments	None
Review Minutes	MOTION to approve the December 11, 2024 meeting minutes as presented was made by Joe Richards. SECOND: Tom Murphy YEA: Nick Mattorano, Joe Richards, Tom Murphy, Zakk Shapiro, Andres DeLeon NAY: ABSTAIN: The December 11, 2024 minutes were approved as presented
Financial Statement	The November and December 2024 financial statements were prepared by Sue Gonzales of WSDM and presented by Chief Moreno who pointed out the following information: <ul style="list-style-type: none">• Total Cash On Hand as of December 31, 2024 \$3,957,746 which is up \$200,000 from November 2024.• Net Revenue – TAD -\$362,339 and TAD Enterprise \$155,853• End of Year A/R \$1,368,667 + old A/R \$10,891 Chief Moreno shared results of the federal CMS Ambulance Cost Report Analysis. TAD was selected from a national database to submit

information to the federal government to evaluate the status of ambulance service providers throughout the country. TAD reported data for 2022-2023.

Low Volume Agencies	0-200 transports
Medium Volume	201-800
High Volume	801-2499 TAD
Very High Volume	2500+

High Level Findings (National)

- Labor is the single biggest cost (69%)
- Almost $\frac{3}{4}$ of all ambulance responses result in transport
- 9.5% of all ambulance responses involve treatment without transport
- 72% of all ambulance responses were for emergencies
- Of all ambulance transports 56% were BLS and 44% were ALS
- Top 10% of ambulance services in the U.S. (by volume) handle 67% of all transports

The BIG PICTURE

- **Medicare equals 47% of revenue, commercial insurance 27%, Medicaid 14.5%, Self-pay 7%**
- Median per transport revenue declines as volume increases
 - Low-volume services \$754/transport
 - Medium-volume services \$641/transport
 - **High-volume services \$531/transport - TAD**
 - Very high-volume services \$466/transport
- Labor costs varied by organization type
 - For profit 60.5% (9% below median)
 - Non-profit 67.8% (1.6% below median)
 - **Governmental 73.6% (4.2% above median) – TAD**
- Revenues fell short of covering expenses in EVERY category, type of ambulance service, type of service area and EVERY call volume category. **Across the board.**
- Median per-response shortfall range
 - -\$106 to -\$951
 - -22% to -69%
 - Hardest hit: low-volume and public safety based services
- Median per-transport shortfall range
 - -\$142 to -\$1,409
 - -23% to -69%
 - Hardest hit: low-volume and public safety based services
- **Average revenue shortfall for ALL AMBULANCE SUPPLIERS is 57% for EVERY TRANSPORT PERFORMED**
- **Ambulance services were paid on ONLY 80% of their ambulance transports**

This report provides strong evidence that expenses outpace revenues for ambulance services nationwide. Action is underway at both the national

and state levels to address the disparity. We must address sustainability. We can still bill or contract with commercial payers for non-transport services. We could provide BLS ambulances with a chase car with ALS providers, if needed. Community Paramedicine with a mental health component would allow pay for telehealth, treatment in place and transporting to an alternate destination. We could contract with entities to provide secure transports.

MOTION to accept the November-December 2024 financial statements as presented was made by Joe Richards.

SECOND: Tom Murphy

YEA: Nick Mattorano, Tom Murphy, Zakk Shapiro, Joe Richards, Andres DeLeon

NAY:

ABSTAIN:

The November-December 2024 financial statements were approved as presented.

Old Business

None

Executive Session

MOTION was made by Joe Richards for the Board to retire into Executive Session per C.R.S.§24-6-402(4)(e) Determining positions relative to the Board of County Commissioners Hearing for Trinidad Ambulance District to amend its Service Plan.

SECOND: Tom Murphy

YEA: Nick Mattorano, Tom Murphy, Zakk Shapiro, Joe Richards, Andres DeLeon

NAY:

ABSTAIN:

The Board retired from Regular Session into Executive Session at 4:26pm with the following attendees: Joe Richards, Tom Murphy, Zachary Shapiro, Nick Mattorano, Andres DeLeon, Executive Director Gabe Moreno, Deputy Chief David DeTray, Barbara Fisk, Legal Counsel Les Downs

MOTION was made by Joe Richards for the following returned to Regular Session from Executive Session at 5:01pm: Joe Richards, Tom Murphy, Zachary Shapiro, Nick Mattorano, Andres DeLeon, Executive Director Gabe Moreno, Deputy Chief David DeTray, Barbara Fisk, Legal Counsel Les Downs. Also confirming that no matters were voted upon during the Executive Session.

SECOND: Andres DeLeon

YEA: Nick Mattorano, Tom Murphy, Zakk Shapiro, Joe Richards, Andres DeLeon

NAY:

ABSTAIN:

The Board returned to Regular Session at 5:01pm

New Business

None

Resolution for May 6, 2025
Polling Place Election

The Resolution of the Board of Directors of Trinidad Ambulance District Concerning Regular Election to be Held May 6, 2025 To Be Conducted as a Polling Place Election was read into the minutes by Barbara Fisk.

MOTION was made by Joe Richards to adopt the aforesaid resolution as read.

SECOND: Tom Murphy

YEA: Nick Mattorano, Tom Murphy, Zakk Shapiro, Joe Richards, Andres DeLeon

NAY:

ABSTAIN:

The Resolution of the Board of Directors of Trinidad Ambulance District Concerning Regular Election to be Held May 6, 2025 To Be Conducted as a Polling Place Election was adopted.

Director's Report

Chief Moreno informed the Board that the 2025 EMS Guidelines are scheduled to be released soon. Dr. Becker will be here in February to teach a BLS Refresher course.

939 Robinson Ave. The Board agreed that \$5,000 per month is a reasonable amount to charge for a lease on the property with selling still an option.

TAHA vs MSRH Appeal. The Appellate Court issued the final mandate. TAHA didn't file anything to proceed to the State Supreme Court.

CIHCS/HSD. Trinidad Police Department has a Critical Intervention Specialist on staff, through grant funds, for one year. She is very excited about the opportunity to be our behavioral health clinician. She can process assessments with referrals. Instead of transporting to the emergency room, we can, with referrals, transport to facilities in Pueblo and/or Colorado Springs. The District has outfitted a vehicle for transports. As part of the Mental Integrated Health (MIH) program, Health Solutions is interested in contracting with the District for secure transports. The Community Paramedic program has coordinated with the local soup kitchen who will provide 48-72 hours-worth of food to patients in need. Meetings are set with Medicaid (Rocky Mountain Health Plans) and Department of Human Services about collaborating in the program. Other services the CP program can provide are vaccinations, follow up care, medications, bridging gaps with patients and doctors.

2023 Audit. The 2023 audit has been completed and submitted to the State who released our Oct., Nov. and Dec. 2024 property tax funds.

Grants. The Chief has applied to the Assistance to Firefighters Grant for the purchase of the following radios, (16) dual band handheld (w/accessories), (6) 800 MHz mobile radios and (6) VHF mobile radios. The total cost being \$187,163.20 + \$8,200 (installation) with a 5% match. He is also preparing for the EMTS State Grant but is unsure whether the

District should submit an application this year. There is a Safe Streets Grant that may also be an option.

HAAS Alert Data. HAAS Alert sends alerts to vehicles on the road if, and when, a responding emergency vehicle is in the area. From Dec. 17 – 31, 2024 the following information was reported.

- 67 drivers were alerted (YTD)
- 12 total incidents (YTD)
- Average 7.8 minutes on-scene (YTD)
- 5 total runs (YTD)
- 20 minutes total responding time (YTD)
- Average Time-to-Scene 3.9 minutes (YTD)

Updates.

- Dec 17 – HAAS Alerting was installed
- Dec 19 – Avel eCare (Telehealth) Meeting
- Jan 8 – CMD Meeting, state level, meets quarterly, Chief elected to Secretary/Treasurer position
- Jan 9 – Attended State Emergency Medical and Trauma Services Advisory Council (SEMTAC) meeting
- Jan 10 – First EMSAC Advocacy Committee Meeting (every Friday)
- Jan 14 - Attended Colorado Whole Blood Coalition. Chief is on the Rural Whole Blood Committee
- Jan 15 & 16 – LifePak 35 setup and training. New monitors are now in the field
- Jan 16 – Extrication training with Pinon Canyon Fire Department
- Jan 17 – Health Solutions Meeting (Behavioral Tele-Health) and EMSAC Advocacy Committee meeting
- Jan 21 – SCRETAC meeting, PWW (AAA) CMS Ambulance Cost Report Analysis meeting
- Jan 22 – ESF 8 (EOC), Department of Public Health and EMS meeting

Operations Report

Deputy Chief DeTray provided the following statistics for December 2024:

Calls for Service	210 (up 15 from November 2024)
On Call	0
Chief	0
Deputy Chief	0
Inter-Facility Transfers	27 for DECEMBER
IFT Mileage	4,833
Not Transported	3 (2 for safety reasons, 1 patient from ER to Safeway)
ER to Home Transports	2
YTD IFT's	358
YTD IFT Mileage	67,609

Happily, there are six out of six trucks in service. One employee is still out on Workers Compensation, has had surgery and is now doing physical therapy. The District has hired 2 part-time EMTs, 1 full-time EMT and 2 part-time paramedics. One of which is the rehire of Darren Kolakowski

Miscellaneous

None

Next Meeting

The next monthly meeting will be February 26, 2025 4:00pm

Adjourn

MOTION to adjourn was made by Joe Richards

SECOND: Tom Murphy

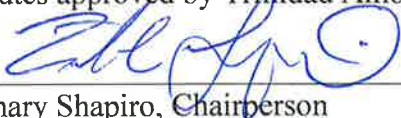
YEA: Nick Mattorano, Joe Richards, Tom Murphy, Zakk Shapiro, Andres DeLeon

NAY:

ABSTAIN:

Adjourned at 5:52pm

Minutes approved by Trinidad Ambulance District Board of Directors February 26, 2025.



Zachary Shapiro, Chairperson