

NORTH FORK AMBULANCE ASSOCIATION
BOARD OF DIRECTORS MEETING
MAY 9, 2017
CRAWFORD FIRE STATION

Board Members present: Dan Miller, Susann Brown, Kathy Shoemaker, Larry Hughes, Gregg Angelovich, and Mike Hughes. Mara Derryberry was absent.

Also present: Kathy Steckel, Deb Leger, Diane Perry and Jeff Moffett.

- I. The meeting was called to order by Dan Miller at 7:08pm.
- II. The minutes of the April 11, 2017, meeting were approved as written. Susann Brown made the motion and Larry Hughes seconded. No objections.
- III. The financial reports for April were distributed. Gregg had a question about reduced income and the longer billing time. Kathy had a report from our billing company. We have not been able to submit Medicaid claims for the last two months while waiting for approval of new paperwork. There have been delays in payment of VA claims. And they have seen an increase in the amount of time it is taking for patients to pay their co pays. This should be a temporary setback in billing and collections. Larry Hughes made the motion to approve the financials as written and Mike Hughes seconded. No objections.
- IV. Introduction of guests. Jeff Moffett of Triple Point Strategic Consulting introduced himself and gave an overview of his credentials. He went over the model and what it looks like if we were to continue with the current situation. Model shows us running out of our reserves somewhere between 2022 and 2026. There was a lengthy discussion about the variables and assumptions built into the model. Gregg would like to see sensitivity data tables built into the model. Jeff feels that the model is in good shape for predicting mils. The board just needs to decide what parameters we want to use.

Moving forward we should keep in mind that whether we are selling memberships or selling a property tax, the mindset is the same.

We talked about doing a survey, how to and when.

- V. Public Comment. No public comments
- VI. Reports
 - A. President's Report. Dan does not have anything this month.
 - B. Director's Report. Kathy Steckel went over her Report to the Board (see attached). We are working with St. Mary's as a partner for our continuing education.

WRETAC grant funding will be about \$6,000.00 for NFAA.

Kathy Steckel went over the rest of her report.

Spent a little time going back over the Marketing Plan the Jeff Moffett just touched on (see the hand out from Jeff attached). Kathy would like to spend May –July promoting the value of EMS. She is hesitant to talk about a mil levy until we are sure that is the way we are going to go. This brought up much more discussion about a mil levy. Gregg and Dan both feel the board needs to decide right away whether or not we are going for a mil levy so we know how to proceed. We do not need to have the exact scenario or amount right now, but we need to decide how we want to try and fund it. A Saturday work session in June was suggested for the board to see how each scenario would play out. Kathy Shoemaker – we need to present what the cost would be for the current model of operation, as this is what everyone prefers. No one wants to close a station. If the mil levy does not pass, the board needs to be prepared to make tough decisions about how to cut back and get within budget, like cutting stations and wages. We need a contingency plan, if the mil levy were to not pass.

IT was agreed to meet one hour early at the next board meeting, so all of the board members could see the scenarios and timeline. We will meet at the Hotchkiss Station at 6:00 June 13th to go over the predictions. Susann volunteered to bring dinner.

C. Business Office Report. No report

D. Committee Reports.

Financial Advisory Committee. No report

Membership Committee. Susann is still looking for a car to raffle. Suggested an EMT of the week profile for the Shopper or Merchant Herald so people could get to know our volunteers. And would like to see us come up with a slogan

VII. Old Business.

- A. Strategic Plan – 5 yr financial plan. Talked about this in depth already.
- B. Larry was looking at ways to reduce liabilities and suggests selling the Kiddie Train. Sees it as a potential liability problem. Kathy Shoemaker feels it is a good marketing tool, it is unique, no one else has one and has been running for 5 years with no problem.
- C. Crew Picnic on June 25. Needs to be discussed at the next meeting.

VIII. New Business

- A. Kathy Steckel is looking for “Powerful Stories” to post or print as promotional materials.
- B. Come support the event on Friday at First State Bank and the station in Hotchkiss

IX. Meeting Adjourned at 10:07pm.

Minutes approved as written at the June 13, 2017 board meeting.