

NORTH FORK AMBULANCE ASSOCIATION  
BOARD OF DIRECTORS MEETING  
JULY 21, 2016  
HOTCHKISS STATION

Board Members present: Dan Miller, Gregg Angelovich, Connie Johnson, Mike Hughes Susann Brown and Chris Cox. Larry Hughes was absent

Also present: Kathy Steckel, Diane Perry, Chris Brown, and Sandy Leger

The meeting was called to order by Dan Miller at 7:00 pm.

- I. The minutes of the June 16, 2016, meeting were approved as written. Chris Cox made the motion and Susann Brown seconded. No objections.
- II. The financial reports for June were distributed. Some discussion about the company's current financial situation. Kathy reported on the meeting with BSI, our billing company, to go over the reports they send each month. Discussed billing and collection rates. Board requested an Aging Report from billing at future meetings. Chris Cox made the motion to approve the financials as written and Mike Hughes seconded. No objections.
- III. Introduction of guests. No guests present
- IV. Public Comment. No public comment.
- V. Reports
  - A. President's Report. Dan wanted to make sure that we were on track for the Crew Appreciation Picnic on September 11. Susann Brown volunteered (or was volunteered) to take charge to organization. Kathy has notes on where all of the supplies were purchased last year and who provided what, so Susann will not have to start from scratch. Last year's budget was about \$700.00. Chris Cox (as an officer of the Bank of Colorado) offered a \$500.00 donation from the Hotchkiss branch of the Bank of Colorado towards the picnic.
  - B. Director's Report. Kathy presented her Report to the Board (see attached). Last check for the 2015-2016 Provider Grant was deposited this week. We were successful in getting all three phases of Provider Grant this year (Wages, QRV's, and 12-lead modules), but Kathy reminds us that there is a 50% match for all phases.

The USDA final grant application was submitted at the end of June and we are hoping to hear by August 5th.

Other sources of funding were discussed. Chris suggested asking the Hospital's Medical Donations Board for funding. Kathy has had discussions with Emergency Managers in Delta and the surrounding counties about getting funding from the counties and their advice was to ask for funding for a specific item of equipment rather than a general donation. Kathy will be pursuing that.

Kathy and the captains had a sales presentation on CO monitors. They cost \$3,500.00 per unit and at this point CPAP machines are higher on the list.

Progress is being made in getting all of the supplies needed for us to begin ALS runs.

Newsletters, both crew and network, have gone out in their new format using Constant Contact.

Getting the membership brochure out is the next big project. Dan wondered if there was any plan for community meetings again this year. Kathy has plans to start them in September after the brochure has gone out.

There are three fundraising campaigns going on right now – City Market Value card, Schwan's and AmazonSmile

C. Business Office Report. Runs are still behind last year's numbers. Already touched on the meeting with BSI and the three fundraising campaigns that the business office has been working on.

D. Committee Reports.

Financial Advisory Committee – Chris has met with John Musser of Raymond James. At the moment rates are down a little, so there is no real reason to jump ahead with the laddered CD's. We can wait and see what our finances look like after the next two months of payroll before the Provider Grant starts again.

Membership Committee – Committee has met and is working on suggested changes. Brochures need to be sent out for printing on August 1.

VI. Old Business.

A. New Meeting Day. Tabled until August. Hope to start new meeting time with the September meeting.

B. Investments – laddered CDs. We can wait and see what our finances look like after the next two months of payroll before the Provider Grant starts again.

VII. New Business

A. Insurance – The office had a presentation by a different Workman's Comp broker in June. The company is willing to work with us on safety plans and other rate reduction strategies. It seems like this would be a good change. Gregg made a motion to change workman's comp brokers and Susann seconded. No objections.

B. ALS 2 base charge – This has become a discussion about all ambulance charges. Kathy presented a table with charges for BLS, ALS 1, ALS 2 and mileage from ambulance companies in surrounding areas. Gregg thinks it would be a good idea to be aligned with DCAD. Susann warned that the community is somewhat financially fragile at the moment and we don't want to let people know it will cost more, would cause ill will in the community. It was pointed out that the rates do not need to be published, only the billing company will know. Chris also agreed that it would be a good idea to be using rates similar to DCAD. Gregg made a motion that rates would

be as follows: \$825.00 for BLS; \$925.00 for ALS1; \$1125.00 for ALS2 and \$20.00/mile effective August 1, 2016. Mike seconded. No objections.

- C. Changes to the Membership Application – One of the changes being proposed for this year is to bring back the \$10 discount for employees of a business member who by their own memberships. Eliminating this was the most unpopular change we made last year and seems to have affected the number of business members who renewed. Another change being proposed is for the business membership to cover employees while on the business premise. After much discussion about these changes, Mike made a motion to bring back the \$10 discount and to cover employees while at work. Susann seconded. No objections.

Kathy suggested one change to Membership Agreement. We have recently been able to charge for a trip from the hospital to Paonia. The agreement states “membership covers...*transportation to the nearest appropriate hospital...*” Kathy suggests we take this out to allow us the possibility of return trips. This brought up questions about how return trips would be staffed. The board voted to take the wording out to allow the possibility of return trips and to work on the policies and staffing at a later date. Susann made the motion and Gregg seconded. No objections.

Sandy Leger was wondering about the HR policy and if it were available to the crew. Dan said it should be available through Toolkit, but he would check.

VIII. The meeting was adjourned at 8:44 pm.