

West Custer County Hospital District
Meeting of the Board of Directors
April 29, 2021

Minutes of the Meeting

Attendance: Directors Present: Bob Tobin, Chair, Tom Shepard,
Vice Chair, Barry Keene, TC Smythe

Staff Present: Theresa Kennedy, Rob Fogel, Ann Evans

Guests Present: Elliot Jackson, Bryan Fusco

A quorum being present, Mr. Tobin called the meeting to order at 3:05 p.m. All meeting attendees recited the Pledge of Allegiance.

Public Comments:
No public comment.

Opening Comments from the Board: There were no opening comments from the Board.

Approval of Minutes: The minutes of the Regular Board Meeting on March 25, 2021 were reviewed. Mr. Keene made a motion to approve the Regular Board Meeting. Mr. Shepard seconded, and the motion passed unanimously.

EMS Report: See attached report. One FT paramedic has reduced their hours to PRN. Our inhouse paramedic is testing now.

Grants- We have been assured that Med 3 will be completed by the end of the grant cycle in June. There is another possibility for a grant from the FDA for an Excursion type vehicle dedicated to wild lands. More information from the Fire Chief will be forthcoming.

Run volume is up 39% over 2019 and 61% from 2020 (Covid year). Transports are up as well.

Deer Mountain has been informed by the Fremont County BOCC that they will not be renewing their license. We will continue to monitor the situation in Deer Mountain and may need to set up another work-shop type meeting to address.

Resolution for EMS Pay Increase

The Board Reviewed the financial impact sheets of increasing paramedic and EMT pay. We do have a healthy reserve account at the time and can absorb the increase in pay. This is not a long-term solution. The Board also discussed the potential increase in the mill levy due to projected property tax valuation. The EMS portion of an increased mill-levy would be 36,000 if the property tax increased by 10% and 70,000 if increased by 20%. The increase was projected by the county tax assessor.

Mr. Shepard moved and Mr. Keene seconded that we raise the paramedic pay to 24 per hour and EMT to 15 per hour. Ms. Kennedy stated that the costs need to include second call pay, PTO pay and Training pay. This would be approximately 100,000 per year. It was suggested we begin on May 9th at the beginning of a pay period.

We discussed that using a flat rate of 24 and 15 does not allow for merit or longevity raises.

The motion was amended by Mr. Keene and seconded by Mr. Shepard to state that paramedic base rate would be 23.00 per hour and EMT rate at 15.00. Merit would be up to 25.00 per hour. The EMS Manager and ED will develop the criteria for merit and longevity metrics. The motion was passed.

EMS Task Force Report:

There was a brief discussion on inclusion of McKinsey junction area. The EMS boundary map was different when the District was formed the EMS department was all volunteer. The disparity between the maps was due to that area not wanting to support the clinic when services were closer to those residents. BOCC is demanding that we serve the whole area. So they will need to support our work to include that area. Mill levy from that area would be approximately 10,000 per JD Henrich. There are 88 properties in that area. 44 of the properties have a structure. A workshop might be the best way to discuss address this issue. We may be premature at this point until we have a definitive coverage area from Wetmore/Florence.

Deer Mountain is another issue. Fremont county is responsible to provide those services. Need to be available to talk to Deer Mountain area if asked.

Executive Director Report: We are in the process of interviewing EMS Candidates. We advertised in the papers and on indeed.com. Mr. Fusco has been assisting with the interviews. Ms. Evans stated she would stay on the salary until May 15.

Ms. Smythe moved that we appoint Ms. Evans serve on the Board as Treasurer starting May 15. Tom Shepard seconded. And was approved.

Clinic Update (See attached report) Ms. Roberts report will be mailed to the Board. Total visits were 571 which is over budget by 21 visits. The Advisory Board will be meeting in May. Bob Tobin will be the Board Representatives.

CFO Report – (see attached report)

The first quarter financials were present. Insurance claims are netting at \$5000.00. We are continuing to work the claims, The cost report is completed. We were unable to send in. Medicare does not recognize that the clinic is not longer under WCCHD. We have resubmitted our paperwork. As soon as the change is recognized by Medicare, we will submit the cost report.

EMS AR is improving. Ms. Bauer has been working the claims successfully.

Ms. Kennedy reviewed the Income statement and balance sheet with the Board. A question on the 50,000 liability for maintenance and repair. We do not have a separate account or that. We also have to book the maximum liability but have paid the minimum mill levy on a quarterly basis. It is in accounts payable other. The final amount is due to Heart of the Rockies after the cost report is completed during the next fiscal year. They will complete a cost report including the clinic and then will do a separate report without the clinic and then pay the difference.

The district has a profit 62,000 year to date.

Enterprise Zone

The EMS Driveway has been supported. We will see if we need a building permit but will work with EMS on timing.

SDA update:

Mr. Keene was unable to attend. Will have an update next month.

New Business

Schedule Next Board Meeting: The next board meeting will be held May 27, 2021 at 3 pm in the Conference Room. Ms. Evans recognized Mr. Fogel for his work this past year.

Adjournment: Mr. Keene made a motion to adjourn the meeting. Ms. Smythe seconded, and the motion passed unanimously, and the meeting was adjourned at 4:47 p.m.

Respectfully submitted,



~~TC Smythe~~
TC Smythe

EMS Report

3/21

Staffing: One full-time paramedic has pulled back to PRN. Another has been hired full-time in his place. Our in-house medic student is testing on 4/29. Best of luck to her.

Grants: No word on the Med 3 remount. I have been assured by Peak Motorcoach that the rig will be done by 6/21. I have requested information on an FDA grant for a light truck at no cost to the District. Chosen well, this would fulfill the chassis requirements for a dedicated wildland rig.

Runs: Runs were up significantly in March. 39% compared to 2019 and 61% compared to 2020, or +14 and +19 respectively. Important to note that 3/20 saw the pandemic declaration, making the remainder of the year an aberration. Transports over the same time were up, 53% and 117%. YTD, call volume was off ~1% from 2019 and up 11% from 2020. Transports over the same timeframe were up 10% and 28% respectively. Second calls spiked in March with 11, bringing YTD to 17. Wetmore had 3 runs for a total of 7 for the year.

Hubbub: Deer Mountain will not have its license to operate renew by the Fremont County Commissioners. They stated in a previous meeting that they did not believe Deer Mountain inadequacies were their problem.



Custer County EMS

West Custer County Hospital District
 704 Edwards, Westcliffe, CO 81252
 Business: 719-783-4447
 Fax: 719-783-2086

Ambulance Run Percentage Report

Mar 2021

		Month of	Mar			
<u>Total calls to date</u>				<u>Total transports to date</u>		
Total calls to date	Mar 2019		36	Total transports to date	Mar 2019	17
Total calls to date	Mar 2020		31	Total transports to date	Mar 2020	12
Total calls to date	Mar 2021		50	Total transports to date	Mar 2021	26
% change (+ or -)	2019 & 2020		-13.89%	% change (+ or -)	2019 & 2020	-29.41%
% change (+ or -)	2019 & 2021		38.89%	% change (+ or -)	2019 & 2021	52.94%
% change (+ or -)	2020 & 2021		61.29%	% change (+ or -)	2020 & 2021	116.67%
Mutual Aid Calls	Mar 2020		0	2nd Calls	Mar 2020	11
<u>Year to date</u>		1 Months Ended----- Mar				
<u>Total calls to date</u>				<u>Total transports to date</u>		
Total calls to date	Mar 2019		124	Total transports to date	Mar 2019	55
Total calls to date	Mar 2020		111	Total transports to date	Mar 2020	47
Total calls to date	Mar 2021		123	Total transports to date	Mar 2021	60
% change (+ or -)	2019 & 2020		-10.48%	% change (+ or -)	2019 & 2020	-14.55%
% change (+ or -)	2019 & 2021		-0.81%	% change (+ or -)	2019 & 2021	9.09%
% change (+ or -)	2020 & 2021		10.81%	% change (+ or -)	2020 & 2021	27.66%
YTD Mutual Aid Calls	2020		0	YTD 2nd Calls	2020	17

PARAMEDIC PROPOSED INCREASE COMPARISON

	\$18.00		\$22.00		\$24.00		\$25.00	
	Current Rate	OT	New Rate	OT	New Rate	OT	New Rate	OT
Hours Per Week	40	8	40	8	40	8	40	8
Rate Per Hour	\$ 18.00	\$ 27.00	\$ 22.00	\$ 33.00	\$ 24.00	\$ 36.00	\$ 25.00	\$ 37.50
	\$ 720.00	\$ 216.00	\$ 880.00	\$ 264.00	\$ 960.00	\$ 288.00	\$ 1,000.00	\$ 300.00
Gross One Week	\$ 936.00		\$ 1,144.00		\$ 1,248.00		\$ 1,300.00	
Coverted to Hourly	\$ 19.50		\$ 23.83		\$ 26.00		\$ 27.08	
Taxes	\$ 2.66		\$ 3.26		\$ 3.55		\$ 3.70	
Hourly Cost	\$ 22.16		\$ 27.09		\$ 29.55		\$ 30.78	
Annualized (x365x24)	\$ 194,164.26		\$ 237,311.87		\$ 258,885.68		\$ 269,672.59	
			ANNUAL INCREASE		ANNUAL INCREASE		ANNUAL INCREASE	
			\$ 43,147.61		\$ 64,721.42		\$ 75,508.32	

BASIC PROPOSED INCREASE COMPARISON

	\$13.00		\$14.00		\$15.00	
	Current Rate		New Rate		New Rate	
Hours Per Week	40		40		40	
Rate Per Hour	\$ 13.00		\$ 14.00		\$ 15.00	
	\$ 520.00		\$ 560.00		\$ 600.00	
Gross One Week	\$ 520.00		\$ 560.00		\$ 600.00	
Taxes	\$ 1.78		\$ 1.91		\$ 2.05	
Hourly Cost	\$ 14.78		\$ 15.91		\$ 17.05	
Annualized (x365x24)	\$ 129,442.84		\$ 139,399.98		\$ 149,357.12	
			ANNUAL INCREASE		ANNUAL INCREASE	
			\$ 9,957.14		\$ 19,914.28	

***Increases do not include Holiday Pay, Second Calls at Overtime, FI Process Pay, Training/Meetings, PTO Coverage -estimated at 10-15%
 Increase does not include pending EMS Manager Change and Potential Pay Rate Increase -
 That increased amount will depend on hire and schedule of new EMS Manager***

****Taxes**

7.65%	Taxes
0.30%	Unemployment
1.00%	Retirement
4.72%	Work Compensation
<hr/>	
13.67%	Gross

West Custer County Hospital District – Financial Board Report

April 29, 2021

Presented by: Theresa Kennedy

1st Quarter 2021 Financial Reports:

Clinic AR has completely transitioned to inhouse. We will continue to work any claims possible and are sending statements to any patients that have balances. Net collection of any outstanding AR is expected to be minimal. Since the bulk of what is still owed is patient balances and we are out at least six months from services, many are expected to go to collections.

Clinic Cost Report is completed. We are waiting on Medicare to appropriately change our end date to Sept 30, 2020, in their system. When that is completed, we will be able to submit the cost report. The cost report indicated we are tentatively owed \$2107 (this is similar to prior years). In November of 2020 Medicare sent us an interim cost report settlement of \$2102—leaving them only owing us \$5. The Cost Report is based on monies paid to us at the time we submit. Once it makes it thru a desk review approximately 6-9 months later, there may be adjustments which could result in us owing an amount or them owing us more. This is done every year and the adjustments are typically small.

EMS AR cleanup is progressing very well. All old unpaid to insurances have been reviewed and in current processing. Patient statements are now on cycle. Collection rate is already trending back up.

P&L – Revenues for EMS are seeing improvement. Overall Budget to Actual is good, but some of that is due to accrued December payroll. That payroll amount will catch up in May. Clinic side saw clinic winddown expenses and some extra maintenance and repairs on the building. We are paying the guaranteed minimum mill to HRRMC on a quarterly basis, but booking the full potential liability. AP Other on the balance sheet will continue to grow and be larger than historical number due the full accrual of potential liability to HRRMC.

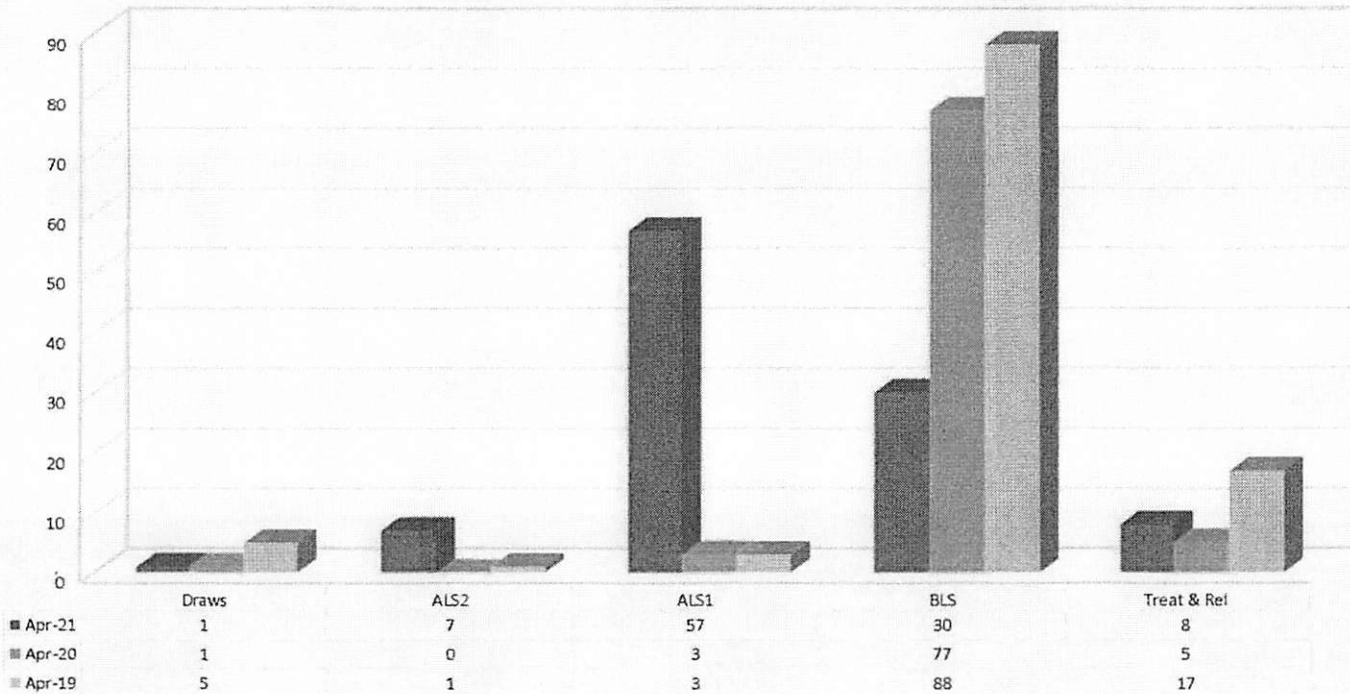
Custer County EMS

For the 4 Months Ended Apr 30, 2021

YTD 2021 REVENUE - Prior Year Comparative

Service Provided	4 Months Apr 21		4 Months Apr 20		YTD21 to YTD20 Diff		4 Months Apr 2019	
	Count	Charges	Count	Charges	Count	Charges	Count	Charges
Blood Draws	1	50.00	1	100.00	-	(50.00)	5	250.00
Mileage	4595	\$ 114,880.00	3488.5	87,212.50	1,107	27,667.50	4457	111,425.00
ALS2	7	\$ 10,410.00	0	-	-	-	1	1,615.00
ALS1	57	\$ 50,800.00	3	4,030.00	54	46,770.00	3	4,020.00
BLS	30	\$ 37,150.00	77	68,845.00	(47)	(31,695.00)	88	79,715.00
Treat & Release	8	\$ 1,200.00	5	750.00	3	450.00	17	2,550.00
TOTALS		\$ 214,490.00		160,937.50		53,552.50		199,575.00
Total ALS2,ALS1,BLS	94	\$ 98,360.00	80	\$ 72,875.00	14	\$ 15,075.00	92	\$ 85,350.00

YTD 2021 EMS Services - 3 Year Comparison - 4 Months Ended April 30, 2021



Custer County EMS
Payer Mix Summary - 12 Month - 90 day prior to April 30, 2021
For Service Date February 1, 2020 through January 31, 2021

<u>Payer</u>	<u>Patient</u>	<u>Ptnt</u>	<u>Encounter</u>	<u>Encntrs</u>	<u>Procedures</u>	<u>Proc (%)</u>	<u>Charges</u>	<u>Chrgs</u>	<u>Receipts</u>	<u>Rcpts</u>	<u>Coll Rate (%)</u>
Custer County EMS,											
Auto Insurance	3	1.2%	3	1.0%	6	1.1%	6,875.00	1.2%	-	-	0.00%
BC/BS	19	7.4%	22	7.2%	42	7.6%	44,355.00	7.9%	14,438.19	8.5%	32.55%
Commercial	51	19.8%	59	19.3%	106	19.2%	111,445.00	19.7%	32,968.88	19.4%	29.58%
HMO	1	0.4%	1	0.3%	2	0.4%	2,125.00	0.4%	1,976.25	1.2%	93.00%
Medicaid	46	17.9%	56	18.3%	107	19.4%	110,077.50	19.5%	11,615.84	6.8%	10.55%
Medicaid HMO	1	0.4%	1	0.3%	2	0.4%	2,300.00	0.4%	259.51	0.2%	11.28%
Medicare	84	32.7%	103	33.7%	194	35.2%	210,862.50	37.3%	82,302.66	48.4%	39.03%
VA	7	2.7%	7	2.3%	13	2.4%	14,160.00	2.5%	8,590.76	5.1%	60.67%
Workers Comp	2	0.8%	2	0.7%	4	0.7%	4,915.00	0.9%	3,395.91	2.0%	69.09%
Self Pay	38	14.8%	47	15.4%	65	11.8%	47,257.50	8.4%	10,238.84	6.0%	21.67%
Tricare	5	1.9%	5	1.6%	10	1.8%	10,562.50	1.9%	4,246.62	2.5%	40.20%
Total Custer County EMS,	257	100.0%	306	100.0%	551	100.0%	564,935.00	100.0%	170,033.46	100.0%	30.10%

CUSTER COUNTY EMS - AR Aging

AS OF 4/30/2021

Insurance	CurrentBalance	Age31_60	Age61_90	Age91_120	Age121_180	TotalBalance	Credit/Unapplied
AARP Medicare Complete by SecureHorizons	-	-	2,110.00	-	-	2,110.00	-
AARP Medicare Supplement	-	358.82	-	-	-	358.82	-
AETNA	2,805.00	-	-	-	-	2,805.00	-
Auto	2,105.00	-	-	-	-	2,105.00	-
BCBS	4,920.00	-	-	-	1,942.50	6,862.50	-
BCBS Antherm Medicare PPO PERA	-	-	-	-	2,475.00	2,475.00	-
Cigna Health	2,735.00	-	-	-	2,225.00	4,960.00	-
CIGNA Medicare Supplement	-	-	-	-	182.82	182.82	-
Equitable Life and Casualty	204.05	-	-	-	-	204.05	-
Friday Health Plan	5,595.00	2,450.00	-	-	-	8,045.00	-
Humana Choice	2,367.50	-	-	-	-	2,367.50	-
MEA Local#145 IDWWE IBEW Welfare Plan	-	-	-	-	202.34	202.34	-
Medicaid	16,385.00	335.72	-	-	-	16,720.72	-
Medicaid of Nevada	-	-	-	-	2,175.00	2,175.00	-
Medicare	19,797.50	-	-	-	2,175.00	21,972.50	(1,143.69)
Mutual of Omaha Supplemental	-	569.84	-	-	182.82	752.66	-
Physicians Mutual	-	209.92	-	-	273.36	483.28	-
Plan 161 Prime	-	-	-	-	800.00	800.00	-
Progressive	-	-	-	2,075.00	2,100.00	4,175.00	-
Rocky Mountain Green	2,215.00	-	-	-	168.98	2,383.98	-
Transamerica Life	-	-	-	-	198.20	198.20	-
UHC	-	-	-	-	2,065.00	2,065.00	-
UMR-CEBT	2,390.00	-	-	-	-	2,390.00	-
VA	3,915.00	-	265.00	-	17,893.32	22,073.32	-
Total Insurance AR	65,434.05	3,924.30	2,375.00	2,075.00	35,059.34	108,867.69	(1,143.69)
Patient Balance	6,360.00	2,306.71	3,974.89	5,413.47	56,898.32	74,953.39	(1,638.12)
Total AR Balance	71,794.05	6,231.01	6,349.89	7,488.47	91,957.66	183,821.08	181,039.27
% of Balance	39.06%	3.39%	3.45%	4.07%	50.03%	100.00%	

Custer County EMS

APRIL 2021 REVENUE - Prior Year Comparative

Service Provided	April 2021		April 2020		Apr21 to Apr20 Diff		Apr 2019	
	Count	Charges	Count	Charges	Count	Charges	Count	Charges
Blood Draws	0	-	1	50.00	(1)	(50.00)	2	100.00
Mileage	1375	\$ 34,382.50	967	24,170.00	409	10,212.50	1328	33,205.00
ALS2	7	\$ 10,410.00	0	-	-	-	0	-
ALS1	19	\$ 17,180.00	0	-	19	17,180.00	0	-
BLS	6	\$ 7,100.00	24	21,685.00	(18)	(14,585.00)	27	24,755.00
Treat & Release	1	\$ 150.00	2	300.00	(1)	(150.00)	6	900.00
TOTALS		\$ 69,222.50		46,205.00		23,017.50		58,960.00
Total ALS2,ALS1,BLS	32	\$ 34,690.00	24	\$ 21,685.00	8	\$ 2,595.00	27	\$ 24,755.00

APRIL 2021 EMS Services - 3 Year Comparison

