

EMERGENCY MEDICAL SERVICES AUTHORITY - A Public Trust
Regular Board of Trustees Meeting
Wednesday, March 25, 2015 at 1:00 p.m. via Video Conference
EMSA Corporate Offices
1111 Classen Drive, Oklahoma City
1417 N. Lansing Ave., Tulsa, OK

Minutes:

NOTICE AND AGENDA for the Regular Meeting of the Board of Trustees for the Emergency Medical Services Authority, a Public Trust, were posted March 23, 2015 at 10:59 a.m., in the offices of the City Clerk of Tulsa; and with the City Clerk of Oklahoma City on March 23, 2015 at 10:55 a.m., more than 24 hours prior to the time set for the meeting.

TRUSTEES PRESENT

Mr. Larry McAtee
Ms. Allison Petersen
Mr. Larry Stevens
Mr. Clay Bird
Mr. Phil Lakin
Chief Bryan Wood
Dr. Jeff Goodloe

Trustee Absent

Mr. Joe Hodges (Excused)
Dr. Jim Rodgers (Excused)
Mr. Stephen Rodolf (Excused)

OTHERS PRESENT

Jim Winham, EMSA
Kent Torrence, EMSA
Angela Lehman, EMSA
Kelli Bruer, EMSA
Frank Gresh, EMSA
Sara Bovaird, EMSA
Tracy Johnson, EMSA
Sonny Geary, AMR
Tina Wells, AMR
Lara O'Leary, AMR
Mike Nikkel, OKC Fire
Kris Koepsel, Riggs/Abney
Hannah Jackson, Schnake/Turnbo

A quorum was present and the meeting was called to order at 1:03 p.m. by Mr. Larry McAtee.

CONSENT AGENDA

1. **Approval of Board Minutes from EMSA's Regular Board of Trustees Meeting of February 25, 2015 at 1:00 p.m.**

UPON Motion made by Mr. Larry Stevens and seconded by Ms. Allison Petersen, the Board of Trustees voted to Approve the Board Minutes from EMSA's Regular Board of Trustees Meeting dated February 25, 2015 at 1:00 p.m.

AYE: Mr. Larry Stevens, Mr. Larry McAtee and Ms. Allison Petersen.

ABSTENTION: Mr. Clay Bird

NAY: None

The Motion was passed.

REGULAR AGENDA

1. **Chairman's Report**

There is no Chairman's Report today.

Mr. Jim Winham, EMSA's Chief Operating Officer, is presiding over this Meeting today. He wanted to introduce the new Trustee of the Board – Chief Bryan Wood from the Bixby Fire Department.

2. **Chief Financial Officer's Report**

Mr. Torrence is going to report on the previous eight (8) months ended February, 2015. First the highlights - Eastern Division has a profit of \$182,000, compared to a budgeted profit of \$118,000 – a positive difference of \$64,000. Collection rate 48% versus a budget of 44%. Emergency transports are less than budget – 1,054 or 2.6% and non-emergency is under budget at 164 transports or 2.7%.

EMERGENCY MEDICAL SERVICES AUTHORITY

Regular Board of Trustees Meeting

Wednesday, March 25, 2015 at 1:00 p.m.

EMSA Corporate Offices

Page Three

The Western Division has a net loss of \$1,395,000 compared to a budgeted loss of \$3,259 million; \$1,864 million positive variance is due to the contractor expense being \$901,000 under budget and \$851,000 for net patient service revenue associated with our non-emergency transports being \$600,000 over budget.

The collection rate is 52% versus 47%. Emergency transports are very close to budget and non-emergencies are 283 transports over budget or 7%. Our historical representation of emergency and non-emergency transports are trending slightly higher than 2014 and a bit less than 2013.

Aging for East and West is about where we were last year. Cash position in the East – our receipts are \$600,000 less than budget due to patient receipts being \$200,000 less than budget and our utility receipts are down \$400,000. As explained in the last meeting, we are limited to the amount of cash we can carry by ordinance in the East. Operating expenses are \$500,000 less than budget and Capital expenditures are \$400,000 less than budget.

Cash in the West is \$300,000 more than expected – patient receipts are \$400,000 greater than budget. Operating expenses are \$700,000 less. Capital expenditures are down again due to the fact that we have not started purchasing our ambulance replacements.

3. Chief Operating Officer's Report

Mr. Winham suggests that we start with awards – Kelli Bruer will step up and do that.

Ms. Bruer informed everyone that EMSA received the Regents Business Partnership Excellence Award – which was presented by Lieutenant Governor Todd Lamb and Dr. Glen Johnson, who is the Chancellor for Oklahoma State System of Higher Education. This award has to do with the partnership between Redlands Community College, EMSA and AMR. We also won awards for communications and PR; we won five (5) awards for our CPR educational campaign and several related to EMSAcare, response time change communications and a social media campaign called Work in City.

Mr. Winham then gives a little bit of information regarding Redlands and AMR – the Contractor provides paramedic training which is on-duty paramedic school. It is provided in Tulsa and Oklahoma City – half the time they are working on the streets and the rest of the time they are attending paramedic school and learning our system. They

EMERGENCY MEDICAL SERVICES AUTHORITY

Regular Board of Trustees Meeting

Wednesday, March 25, 2015 at 1:00 p.m.

EMSA Corporate Offices

Page Four

learn our system, the clinical aspects of it and they come out very good paramedics. Kudos to them on this.

Ms. Bruer added that in late April or early May, we will be launching Community Connections Panel. We are wanting to solicit feedback from our stakeholders, but we also want to educate and inform back to them as well – have a two-way conversation of kind creating these champions in our cities. We will include various groups of people – like a focus group. They will come in during the evening – we will have several topics, have a moderator and hopefully have two (2) meetings. In the second meeting – we would then discuss management and transparency and see how they feel about EMSA.

Mr. Winham discussed the Compliance summary. Eastern Division for February, 2015 – Priority 1's – 92%; Priority 2's – 98%; Priority 3's – 91%; and Priority 4's – 87%. We point out that there are only 4 or 5 calls for Priority 4's. In the Western Division - Priority 1's – 91%; Priority 2's – 98%; Priority 3's – 92%; and Priority 4's – 100%. Right now West Priority 1 is 91% - with Edmond being 88%.

No discriminations for February, 2015. Compliance was good in East and West with and without exclusions – weather was the main cause of any exclusions.

Ms. Lehman is going to talk about the Patient Financial Services Project. She reminds everyone that last month Steve mentioned that we were holding accounts, trying this because of the hard deductibles, because of the health exchange and because that is becoming the normal with the commercial carriers and he wanted to give you all an overview. We are using a company called Solutions Group (SG) to work with us. So far over the last 50 days, we have sent SG approx. 1200 claims. Out of all those claims, 60% of them have already met their deductible – 134 of them had not met their deductible. As of right now – they are still monitoring 30% of what we've sent them – we send them a file every day. At the date of service, these 134 patients had a total of \$227,000 deductibles combined which came to about \$1,700 per patient on deductibles.

In this next slide – it shows that if we would have billed them within our seven days like we had been doing – we would have been paid \$26,000. But because we held them to wait on meeting deductible, we were paid \$91,000.

Mr. Bird would like to know how we are paying this service. And, are Hospitals holding also.

Ms. Lehman said that we paid them 10% of whatever we received, not what we invoiced. And, hospitals have a different mindset – They like to have the final bill ready

EMERGENCY MEDICAL SERVICES AUTHORITY
Regular Board of Trustees Meeting
Wednesday, March 25, 2015 at 1:00 p.m.
EMSA Corporate Offices
Page Five

right after discharging from the Hospital – they want to get the final bill to be zero at the end of the month. So, I think that we just continue to wait because they don't charge us until we get paid.

4. Medical Director's Report

Dr. Goodloe said that several good things have happened over the last month. One great thing is this little device that I have brought in for everyone to see. It is called a ResQPump and it is now available for sale in the United States. We have confirmation from the manufacturer that we are the first EMS System in the country to formally adopt this as our standard of care.

What this suction cup does is, it will attach to the chest and it allows us to change what has been active compression passive decompression, now for the first time to active compression, active depression. What is really critical about this is it gives us the opportunity to not just pull someone's chest back to its natural position, but will actually pull the chest beyond its natural position.

We're the first system to have adopted this – we have to purchase these devices – Steve and Kent did wonderful work in encumbering some money knowing that this was likely going to get FDA clearance some time in this operational year. Part of my work is to do my very best to get the absolute best price possible. I don't have a firm number yet for Kent – but you will be happier than when we originally talked. This pricing also applies to fire departments as well.

This device will help us get even better cardiac arrest outcomes. We are already building it on a great platform of care – we should have some great numbers to share with the city council and the public at large. This device is completely reusable and just takes some antibacterial solution to wipe it down with – it will not be used in pediatrics or in trauma cases.

Dr. Braithwaite has been very busy in the system this month – in both Tulsa and OKC. She has been meeting with paramedics and firefighters and she is working on improving some of our educational capabilities.

The ResQPump should be on the shelves no later than April 6th and we will be doing training on the device during the months of April and May, 2015 – with the expectation that it is on the street by June 1st.

EMERGENCY MEDICAL SERVICES AUTHORITY
Regular Board of Trustees Meeting
Wednesday, March 25, 2015 at 1:00 p.m.
EMSA Corporate Offices
Page Six

5. New Business

There is no New Business at this time.

6. Trustees Report

There is no Trustees Report at this time.

7. Next Meeting is Wednesday, April 22, 2015, at 1:00 p.m., at **EMSA Corporate Offices**, 1111 Classen Dr., Oklahoma City, OK 73103 and 1417 N. Lansing Avenue, Tulsa, OK 74106

8. Adjourn

Mr. McAtee adjourned the meeting at 1:45 p.m.