

EMERGENCY MEDICAL SERVICE AUTHORITY – A Public Trust

Regular Board of Trustees Meeting

June 26, 2019 at 1:00 p.m. via Video Conference

EMSA Corporate Offices

1111 Classen Drive, Oklahoma City, OK

1417 North Lansing Avenue, Tulsa, OK

Minutes:

NOTICE AND AMENDED AGENDA for the Regular Meeting of the Board of Trustees for the Emergency Medical Services Authority, a Public Trust, were filed June 25, 2019 at 9:20 a.m. with the offices of the City Clerk of Tulsa and with the City Clerk of Oklahoma City on June 25, 2019 at 9:04 a.m., more than 24 hours prior to the time set for the meeting.

TRUSTEES PRESENT

Mr. Wiley Williams
Ms. Kelly Brader
Ms. Allison Petersen
Chief Bryan Wood
Mr. Kyle Nondorf
Mr. Scott Vaughn
Mr. Larry Stevens

TRUSTEES ABSENT

Ms. Jan Slater (Excused)
Mr. Phil Lakin (Excused)
Mr. Larry McAtee (Excused)
Dr. Jeffrey Goodloe (Excused)

OTHERS PRESENT

Jim Winham, EMSA
Angela McLain, EMSA
Frank Gresh, EMSA
Lora Conger, EMSA
James Davis, EMSA
Johna Easley, EMSA
Bryan Jones, EMSA
Tracy Johnson, EMSA
Julie Roberts, EMSA
Heath Wright, AMR
Jeremy Coombs, AMR
Jim Orbison, Riggs Abney
Doug Dowler, City of OKC

A quorum was present, and the meeting was called to order at 1:04 p.m. by Madam Chair Petersen.

CONSENT AGENDA

1. **Approval of Board Minutes from the EMSA Board of Trustees Regular Meeting dated April 24, 2019 at 1:00 p.m.**

Upon motion made by Mr. Williams and seconded by Mr. Stevens, the Board of Trustees voted to approve the Board Minutes dated April 24, 2019.

AYE: Mr. Williams, Mr. Vaughn, Mr. Nondorf, Mr. Stevens, Chief Wood

ABSTAINED: Ms. Brader, Ms. Petersen

NAY: None

ABSENT: Mr. McAtee, Ms. Slater, Mr. Lakin

2. **Approval of Board Minutes from the EMSA Board of Trustees Regular Meeting dated May 22, 2019 at 1:00 p.m.**

Upon motion made by Mr. Williams and seconded by Ms. Petersen, the Board of Trustees voted to approve the Board Minutes dated May 22, 2019.

AYE: Mr. Williams, Mr. Vaughn, Mr. Stevens, Ms. Petersen, Ms. Brader

ABSTAINED: Mr. Nondorf, Chief Wood

NAY: None

ABSENT: Mr. McAtee, Ms. Slater, Mr. Lakin

REGULAR AGENDA

1. **Chairman's Report**-Allison Petersen, Chairman of the Board – Ms. Petersen reports that a productive Legal Committee meeting was held prior to this meeting and we will review those discussion items next.
2. **Approval of Professional Services Agreement between the City of Oklahoma City and Emergency Medical Services Authority** – Ms. Petersen told the Board the Legal

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Committee recommends the Agreement for approval and called for any questions and/or motion for approval.

A motion was made by Mr. Williams to approve with a “tweak to” or “removal of” the indemnity clause. Ms. Petersen clarified this would be for his client and not for EMSA so subject to the City of Oklahoma City wanting to renegotiate the Agreement and on behalf of EMSA, Mr. Williams is moving to approve. Mr. Nondorf seconded the motion, and the Board of Trustees voted to approve the Professional Services Agreement.

AYE: Mr. Williams, Mr. Vaughn, Mr. Nondorf, Mr. Stevens, Ms. Petersen, Ms. Brader, Chief Wood

NAY: None

ABSENT: Mr. McAtee, Ms. Slater, Mr. Lakin

The motion was passed.

- Approval of Non-Competitive Bid (ESO)** – Chief Information Officer, Frank Gresh, informed the Board that ESO is a software company in Austin, TX that develops several products including an electronic health record for emergency medical services and a hospital data exchange that allows the record from the EMS entity to pass into the patient’s hospital record which then gives end-to-end visibility of the patient’s care. We did a broad-spectrum analysis of electronic health records within the EMS environment as well as others. This research was based upon a recommendation from the Medical Director’s office that we have a single system for documenting patient care from first response through transport and then be able to get outcome information. We then looked at the field of products available and identified that only one of them met all these requirements and that is ESO which is the recommendation before you for your approval today.

Mr. Vaughn asked what the cost is and if it is a multi-year or one-year agreement. Mr. Gresh stated that based upon the analysis, we are going to be cost neutral due to what we have in place. ESO is set up on a “per run” cost so we may see an increase because we are currently not able to provide this service. There will be a clause in this contract to allow EMSA to annually review the run volume and projections then set the price. This will be a fixed price on a year-to-year basis. The initial term is 36-months that includes a mandated conference every year to discuss the price.

Upon motion made by Mr. Nondorf and seconded by Mr. Stevens, the Board of Trustees voted to approve the Non-Competitive Bid process.

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AYE: Mr. Williams, Mr. Vaughn, Mr. Nondorf, Mr. Stevens, Ms. Petersen, Ms. Brader,
Chief Wood

NAY: None

ABSENT: Mr. McAtee, Ms. Slater, Mr. Lakin

The motion was passed.

4. **Approval of Mileage Rate Increase** – Mr. Winham stated we are looking at increasing our mileage rate from the current rate of \$12 per mile to \$19 per mile for a net total increase of \$7 per mile. We are leaving a significant amount of money from commercial payors on the table because they allow more than what we are charging for mileage. He asked Angela McLain if she would speak specifically to which entities.

Ms. McLain stated recently HealthChoice updated their contracts and it is right at \$19 per mile so the money we are leaving on the table equated to about \$70,000 in each division. We also have Workers' Compensation that pays us more than the \$12 per mile. We are seeing more and more payors going this route and we need to adjust appropriately. Mr. Nondorf asked if the rate is adjusted based on HealthChoice's allowable rates or was there a comparison of other agencies. Ms. McLain said we did comparisons of other agencies and with her being on the Board of OKAMA she knows across the state all providers are going this route because they can get paid significantly more than the rate they are charging. Mr. Vaughn asked if this is related to an increase in our cost structure. Ms. McLain stated we haven't increased our rates in over 10 years when the rate went from \$9 per mile to \$12 per mile. She added that EMSA is one of the lower priced providers in the state for mileage rates. Mr. Vaughn pointed out this is over a 50% increase and questioned if there is a PR issue associated with this since it is a significant amount. Mr. Winham commented that there are services, not in Oklahoma, that charge \$63 per mile which is the highest he has seen and then \$40, \$50, etc. but agreed that Mr. Vaughn has a valid point that we will look into and develop a plan. Ms. Petersen reminded the Board there have been instances of reduction in costs--several contracts where we renegotiated, instances where we have eliminated services altogether, and we have eliminated purchases of services and supplies due to inefficiencies. She went on to say we have a reasonable basis point to look at this multitude of changes that EMSA has made the last calendar year in order to better our operations in a more efficient and productive manner and this makes her comfortable with moving forward to receive the full rate increase.

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Ms. Petersen asked Mr. Winham to update the Board during his commentary on EMSA looking at different ambulance styles of the trucks that we are using as she thinks the rate increase at this point in time is enabling us to better and best in those more durable cost-effective modes of transportation. We can stretch our dollar further in order to provide better patient care and more effective service within the community.

Ms. Petersen stated the mileage rate increase proposed today is a 60% increase to meet market value. She called for a motion to approve. Upon motion made by Mr. Stevens and seconded by Mr. Nondorf, the Board of Trustees voted to approve the Mileage Rate increase.

AYE: Mr. Williams, Mr. Nondorf, Mr. Stevens, Ms. Petersen, Ms. Brader, Chief Wood

ABSTAINED: Mr. Vaughn

NAY: None

ABSENT: Mr. McAtee, Ms. Slater, Mr. Lakin

The motion was passed.

5. Approval of Professional Services Agreement with University of Oklahoma Health Sciences Center (OUHSC) for Medical Direction

Item overlooked during meeting and will be presented for approval at July meeting.

6. Approval of Fiscal Year 2020 Budget – Ms. Petersen commended Ms. Conger on the wonderful job she did with the budget package she sent to the Board that explained the differences in how we are looking at our cost structure, expressing how and where our money is most spent, how we are being sure where our money is going, and where we want it to go. Ms. Conger gave a brief overview of the fiscal year 2020 budget highlights.

Upon motion made by Mr. Williams and seconded by Mr. Stevens, the Board of Trustees Voted to approve the Fiscal Year 2020 Budget.

AYE: Mr. Williams, Mr. Vaughn, Mr. Nondorf, Mr. Stevens, Ms. Petersen, Ms. Brader, Chief Wood

NAY: None

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ABSENT: Mr. McAtee, Ms. Slater, Mr. Lakin

The motion was passed.

7. President's Report

a. Operational Compliance Report-Frank Gresh, Chief Information Officer – Mr. Gresh presented the operational compliance and exclusion numbers for the eastern and western divisions for the month of May 2019. He reported all areas of both divisions were in compliance.

b. Fiscal Year 2020 Budget Highlights as presented to the Tulsa City Council on June 19, 2019-Lora Conger, Chief Financial Officer

c. Key Point Indicators Report (KPIs)-Jim Winham, Chief Executive Officer – Mr. Winham presented KPIs for May 2019. He reported all categories meet or exceed goals.

d. President's Commentary-Jim Winham, Chief Executive Officer – Mr. Winham began by expressing his appreciation to EMSA team members, the front line, fleet mechanics, dispatchers, etc. for doing a phenomenal job daily as well as the EMSA administrative staff handling the multitude of changes in culture. As we speak, our three Stars of Life are on Capitol Hill meeting with senators and representatives talking about EMS in Oklahoma and he is very proud that EMSA is well represented by these outstanding individuals.

Mr. Winham told the Board that EMSA was heavily involved in the El Reno tornado transporting seven people, the first four of those being critically injured and getting them to the appropriate hospitals until other ambulances could show up from various parts of the state.

The ERU program with Deer Creek Fire Protection District has been a sensational success. Together with the Fire Department, they run 2-3 calls per day and that doesn't include well-being checks, dumpster fires, other types of fires, etc. There have been a few state senators stop by after reading news articles and they are very inquisitive of the program and how it can help in other outlying areas. We have been meeting with OU and the Medical Director's office about carrying some new supplies like whole blood, for example. We will explore that on the Deer Creek unit--not only for that area but surrounding areas where we can send the unit.

Addressing Ms. Petersen's request for an update on looking at different types of units— Mr. Winham said yes we are still looking into that. As we speak, the two chief mechanics and Chief of Staff are at the ambulance manufacturing facility in North Carolina where they are taking on four new ambulances, inspecting those and bringing them back. Part of Mr. Graham's job there is to finalize the layout of some alternative type vehicles that we

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can still get the job done and be cheaper. The plans and blueprints of what we would like have been sent and hopefully by the next Board meeting we will have more information for you.

Mr. Winham shared with the Board that hospital bed delays are still occurring in both divisions. He said it is a problem that we are working closely on with the hospitals and unfortunately there is no quick fix. It continues to be a problem that must mitigated daily.

8. **New Business** – None
9. **Trustees' Reports** – Mr. Stevens thanked the EMSA staff who reached out and offered to visit with the City of Edmond about different deployment suggestions and opportunities and talked to them about a concept called Dynasty Posting. He said they are now in a 90-day trial with this program and think it has already had some very positive results and they are very appreciative.
10. **Next Meeting** – Wednesday, July 24, 2019 at 1:00 p.m. via videoconference
11. **Adjourn** – The meeting was adjourned by Ms. Petersen at 1:44 p.m.

Julie Roberts, Assistant Secretary

Date