

Proceedings of the Special Ambulance Meeting

Clark County

July 13, 2021

1. ROLL CALL

The Special Ambulance meeting of the County Board met **on July 13, 2021** at 8:00 A.M. and was called to Order by Chairman Rex Goble. County Clerk Laura Lee led the pledge of allegiance. Jim Bolin led the meeting with a prayer.

| ROLL CALL | 8:00 A.M. |
|-------------------|-------------|
| Rex Goble | District #1 |
| Branden Burkybile | District #2 |
| Jim Bolin | District #3 |
| Randall Stephens | District #4 |
| Susan Guinnip | District #5 |
| Todd Kuhn | District #6 |
| Mike Parsons | District #7 |

ATTACHMENTS IMMEDIATELY FOLLOWING THIS MONTH'S MINUTES

2. AMBULANCE SERVICE DISCUSSION

Chairman Goble started the meeting by stating that the Ambulance Committee consisting of Rex Goble and Brandon Burkybile met the previous night with Jason Wimbley. Brandon created a spreadsheet from information that Jason had on hand for the 2020 fiscal year. They looked at number of calls per location and the billing schedules with our current rates. The rates are based on type of call: BLS run is a patient that doesn't need much care. Very rarely is medicine given for these calls. An ALS call is more advanced care and more medicines are available to be administered. Also, have refusals where a call has been made but the patient refuses care. In FY 2020, invoices sent out totaled \$912,740 of which \$352,995.14 was collected or 38%. Jason Wimbley stated that 100% will never be collected due to Medicare and Medicaid payments but should be able to get 60% to 65%. The Committee suggested that other billing agencies might be contacted. Our current billing agency is paid \$25.00 per call that is processed. Also, discussed was collection alternatives.

The discussion then turned to rates for the Clark County Ambulance. Our billing agent has not informed the County of increases in the rates, therefore our rates are lower. The County's rates are lower than the Marshall Ambulance rates. If the County charged the same rate, the total invoiced would have increased from \$912,740 to 1,462,460. The County Board approved a resolution years ago that when the Medicare rate increased, that the Clark County Ambulance rate would also raise. This hasn't been used due to lack of communication on rate changes.

The situation that Clark County is facing now with the Ambulance is the retention of staff. Member Burkybile passed out a paper with the current salaries of surrounding Counties. The ambulance staff works a 24/48 shift for two weeks and then the third week would be 72 hours on. This averages out to 16 hours of OT per week. Jasper County starts their paramedics at \$15.50 per hour and bumped to \$17.00 per hour after 18 months. Basic starts out at \$11.50 per hour and bumped to \$13.00 per hour after 18 months. They do not get paid extra for runs. Greenup is on a volunteer basis currently and paid less than Clark County ambulance staff. The Marshall Ambulance pay is paramedic starts out at \$16.82 per hour and basic is \$13.96. Crawford County (United Life) pays paramedics \$17.00 per hour, Intermediate is \$15.00 per hour and basic is \$12.50 per hour. Charleston starts out paramedics at \$47,000 for 6 months and then bumps to \$52,000. Raises are on steps after that time.

Board Member Jim Bolin offered a different perspective on the cost of the ambulance. He looked at the last six years of tax levies and receipts for each year and stated that the average income for that time period was \$602,000. Jim contacted Jason Wimbley and asked him several questions. First was how many ambulances would be needed if went full time. Wimbley stated that 4 would be needed. Two of the rigs would be stocked and ready for a run, the third could be at ball games, etc and used if needed and the 4th would be a spare. Bolin asked cost of an ambulance and was told approximately \$139,000. Based on a rig lasting six years, a new one would need to be purchased every six years. This would mean that the annual cost of budgeting for new rigs at six years would be @\$92,500 per year. They may last longer. His next question to Wimbley was how many paramedics would be needed for full time staffing. Wimbley stated that three paramedics would be at \$66,500 per year and Bolin then adds roughly 40% more to the salary for employer expenses which comes out to \$93,100 per paramedic times 3 equals \$279,300. Basic EMT staff needed is three FT also. Their salary would be @\$48,000 and after adding the 40%, would be \$67,200 times 3 equals \$201,600. This just covers one truck. The assumption would be to cover the next calls out with part time staff. If three stand by staff is needed and increase that pay to \$5.00 per hour, the cost is \$43,800 times 3 equals \$131,400. He also added 25% for incidentals which totals \$164,250 for the stand by crew. All of this added is \$787,650. This gets two rigs staffed full time. This number does not reflect the cost of fuel, supplies, or EMT training. Bookkeeping is not included either. Jason stated that all the high dollar items are fairly new and should last several years. This is staffing for one ambulance. The concern comes on the 2nd and possibly the 3rd ambulance out. Jason pulled his records and in the last 18 months, there were 153 times that a 2nd or 3rd ambulance was needed.

Member Bolin stated that this is where we need the accountant to confirm figures. Chairman Goble called the County's accountant in May and unfortunately the tax deadline was extended into May. She asked for an extension. Chairman Goble called back and she stated that she forgot and that she is auditing other counties and then will be on vacation. Her plan is to bring in numbers in August. The other option was to call Ben Lueken in Paris to see if he could do an analysis.

Board Member Guinnip stated that everything that is being discussed today is regarding long term, and thought that this meeting was due to a rapid depletion of staff and that the County needed to do something as a band-aid. Member Bolin agreed with Guinnip and felt that if the County had the right person to look at all the information and say that yes or no, it can be done. Co-Ordinator Wimbley reminded the Board of a feasibility study that was completed in 2018 regarding the ambulance becoming a full-time service and it was stated that they found that the Ambulance should support itself. The study cost \$11,000 to complete. Hopefully, between the current information and the study that was done, a more accurate picture can be projected. It was discussed that just being able to collect more than what is currently, would be significant to the bottom line. Board Member Stephens asked the question, if the County does go full time, are we going to have the staff to work? Chairman Goble stated that the whole volunteer system is gone. A Paramedic has basically an associate's degree. Co-Ordinator Wimbley stated that he felt if everyone is paid a competitive wage, then the County would be able to retain ambulance staff.

Questions were raised regarding our billing agency and the collection process. The billing agency sends out three notices to either insurance or the client. After that has been done, the question is, is it realistic to reach a 60% to 65% collection rate. Treasurer Macey stated that she didn't know if it was possible due to refusals and public aid runs. She thought 50% collection rate would be a struggle. The majority of people with insurance does pay the balance owed not paid by insurance. Collection agencies were discussed as an option for a better collection rate. The ones that they have talked to just take a percentage of what is collected.

Board Member Guinnip stated that the Board still hasn't made a decision on what to do as far as a band aid. Wimbley stated that what he hears is that they need to feel appreciated and compensated.

Discussion turned to the stand by pay. Currently it is \$2.00 per hour. Calculations were

done to possibly increase to \$5.00 per hour. Also, would need to increase our rates to match Marshall's rates to help cover the increase in stand-by pay. Member Parsons feels that it would be good to get the accountant and billing agent at a meeting together.

3. ENTER INTO / OUT OF EXECUTIVE SESSION

Motion by Jim Bolin and second by Brandon Burkybile to enter into Executive Session at 9:46 a.m. to discuss employee compensation. The Chairman put the question and upon the roll being taken all Member's present voted "aye". Whereupon the Chairman declared the motion adopted.

Motion by Jim Bolin and second by Mike Parsons to come out of Executive Session at 10:30 a.m. The Chairman put the question and upon the roll being taken all members present voted "aye". Whereupon the Chairman declared the motion adopted.

4. SALARY INCREASE

Public Comments: Member Burkybile brought up compensating Jason Wimbley for his coordination of the Martinsville staff as well as Casey. No one has been paid for Martinsville since 2018. Wimbley asked for the \$5.00 for stand-by and for \$12,000 increase for him as Martinsville Co-Ordinator. This will be approved at the regular Board meeting on July 16, 2021. Wimbley stated that he understands the increase but requests that a timeline be given to him for when a decision will be made. It was also requested that Chairman Goble make contact with Ben Lueken, an accountant in Paris, to see if he could crunch numbers for a report to the Board. A Special Meeting may be called for when the report is completed.

5. ONE DAY AND MILEAGE

Motion by Mike Parsons and second by Susan Guinnip to approve One Day and Mileage Claims. The Chairman put the question and upon the roll being taken all members present voted "aye". Whereupon the Chairman declared the motion adopted.

6. ADJOURNMENT

Motion by Susan Guinnip and second by Mike Parsons that the meeting be adjourned until July 16, 2021 at 8:00 a.m. The Chairman put the question and upon the roll being taken all members present voted "aye". Whereupon the Chairman declared the motion adopted. The meeting adjourned at 10:45 a.m.

7. ATTENDANCE

IN ATTENDANCE: Nancy Macey - Clark County Treasurer's Office; Lisa Richey - Supervisor of Assessments; Ami Shaw - Circuit Clerk; Kyle Hutson - States Attorney; Gary Strohm - Marshall Advocate; Jason Wimbley - Ambulance Co-Ordinator; Brian Duvall - Clark County EMS.