

January 21, 2016

MINUTES OF A REGULAR SESSION OF THE
NEW HAVEN/ADAMS TOWNSHIP FIRE/EMS GOVERNING BODY

The regular meeting of the New Haven/Adams Township Fire/
Emergency Medical Services Governing Body was called to order at 7:00 p.m.
by Terry McDonald who presided.

Present: Terry McDonald, Terry Werling, Bob Byrd, Brian Yoh, Rick
Kaylor

Absent: None

Terry Werling made a motion to approve the regular session meeting
minutes of the November 19, 2015 meeting as mailed. Brian Yoh seconded the
motion and the motion was approved.

First item on the agenda was the Fire Year End Report. Rick Kaylor
asked John Bennett about the date and awards of the grants. John Bennett
advised what grants had been awarded or denied from 2003 thru 2014. Mayor
McDonald asked if any grants had been applied for or received for 2015 and
John Bennett said no. Brian Yoh asked about the lower number of runs and John
Bennett said the shift in medical assist policy and procedures with dispatch
contributed to that. He said they typically want them to go on priority one type
of medical calls. Brian Yoh asked since Milan Township is no longer part of our
service area, are we putting mutual aid runs against Woodburn and how do we
plan on tracking them. John replied they have not received any calls and they
can track them by district. Mayor McDonald asked if there were any general
discussion topics or anything on the horizon. John Bennett hoped at the next
meeting he would have all the information needed to request replacement of the
command vehicle that Carl uses. He advised they were getting the necessary
quotes.

Next item on the agenda was the Year End Report for EMS. Brian
mentioned the EMS subscriptions were up by 13,000.00. He asked Shawna
Gunder if there was something that they did differently. Shawna said they tag
teamed with a printing company. They sent out renewal vouchers for current
members and postcards for everyone else. They could contact EMS and they
would send out an application. She said since 2012 they have gone up between
80 to 110 subscriptions. She said they are targeting 55 and older. Shawna said
since 2012 subscriptions have brought in \$121,000.00 and have written off
\$40,788.00 and gained \$80,000.00. Mayor McDonald asked Julie Ehle and
Shawna why year to date collections were off almost \$28,000.00. They replied
due to not having insurance and Medicaid.

Next item on agenda was Ambulance Billing Service. Ned Gatchell said
Jim Freeman, CEO of Ambulance Billing Services contacted him last year and
wanted to help us increase our revenue. He did a study of services similar to
what we have and the other ambulance service's average return per trip was
quite minimal compared to where we are at presently. Bob Byrd asked if Ned
had looked at other options like upgraded software. Brian Yoh asked if this
person could give some supporting rational as to why he thinks he could do
better. Ned said they use Image Trend software and they provide a laptop for
each ambulance at their cost and replacement. Mayor McDonald would like to
have more time to think about it and more information on it. Terry Werling
asked Ned if the 6.5 fee was negotiable. Ned said Mr. Freeman didn't allude to
that fact, but the more people in Allen County who join his service will lower
the percentage. The only ones not using his service are South West and TRAA.
Chief Yoder from North East uses his service and he went from 40% collections
to 68%. He has used their services for almost 4 years. Ned said he asked the
current billing software company he uses to bill monthly instead of annually.

Next item on the agenda was 2016 Ambulance Purchase. Ned presented a quote for a Brann Chief XL Type III ambulance on a 2016 Chevy G-4500 chassis. It is demo model which is their most popular model and they offer a significant discount for the demo model. They are offering \$16,400.00 for the International for a trade in. Ned added in air horns for safety. Mayor McDonald asked how it compares to what we currently have and Ned said pretty comparable. Bob Byrd asked if they could bring demo unit on-site so we could make sure all of the equipment fits. Ned said this is time sensitive and every time someone orders a new truck with a Chevy chassis, that is one less we get. He said they are finite; there is only a certain amount of them. Brian Yoh asked if we would need to put a down payment to hold a chassis. Bob Byrd asked if we had enough money to purchase a power cot. Brenda Adams said we currently have \$169,646.00 in our equipment fund and the new ambulance is \$155,249.00 so we would not have enough if we purchased the ambulance. If purchased, the ambulance wouldn't be available till August, this would give the fund time to grow and by then it could be possible. Terry advised the mileage fund brings in roughly \$70,000.00 per year. Terry Werling thinks we should follow suit and have a power lift cot in new ambulance. Terry McDonald said all three trucks currently have the same cabinetry and exterior cabinets. Ned said they were pretty close. Chief Bennett said we may get a discount if we prepay the chassis. Bob Byrd made a motion to purchase the Brann Chief XL Type III ambulance on a 2016 Chevy G-4500 chassis as presented by Director Ned Gatchell with the addition of the power lift cot upon final approval of paid and volunteer staff that it meets their specifications and not to exceed \$172,000. 00. This ambulance is based on operational necessity for consistency and compatibility with the level of service we provide. Terry Werling seconded the motion. Ned said the trade in would cover the cost of the power lift cot. Terry McDonald discussed how tight the budget will be with this purchase and wanted to make sure the Board is aware of it. Terry Werling made a motion to cease the debate which was approved. Terry McDonald said all in favor of the motion presented by Bob Byrd and seconded by Terry Werling say aye. The vote was all ayes and no nays.

Next item on agenda was the Volunteer Reports. Bob Atkinson, EMS volunteer said they were getting some PR events going. The sectionals are coming up and they did a wrestling event in December.

Next item on agenda was the Station Reports. Randy Linker from the Central Station said the fire recruit class was coming up. Gary Marquart from Station One said his hours were down in December. They are going to have a gun raffle and proceeds will go to fire prevention and the tickets are \$10.00 each. John Bennett submitted the raffle license to the state. The winning ticket will go through the gun dealer. Rick Kaylor wanted to thank Gary Marquart for doing the fireman's prayer at McAllister funeral. No reports from the North Station.

Terry McDonald made a motion to adjourn the meeting. Terry Werling seconded the motion and the motion was approved.

Brenda Adams, Clerk Treasurer