

**Minutes of the Regular Meeting  
of the  
Greene County Emergency Medical Services Board  
January 28, 2020**

The regular meeting of the Greene County Emergency Medical Services Board was held in the Commissioners' Room of the Greene County Courthouse on January 28, 2020 at 10:30 a.m. Present were Ed Michael, Brad Norton, Joe Huntington, and Troy Gaither. Also present were the Board's attorney Marvin Abshire, interim Director Wendi Rogers, Commissioner Rick Graves, Patti Danner, Dustin Payne and Physicians Ambulance representatives Don Keywood and Margaret Compton. Absent was Mike Hasler.

The meeting was called to order by President Ed Michael.

The first item of business was election of officers for the year 2020. A motion was made by Joe Huntington and seconded by Brad Norton to re-elect Ed Michael as President. The motion passed unanimously. A motion was made by Joe Huntington and seconded by Troy Gaither to re-elect Brad Norton as Vice President. The motion passed unanimously.

There was submitted for review and approval the Minutes of the November 25, 2019 regular meeting; the Minutes of the December 9, 2019 special meeting; the Minutes of the January 9, 2020 executive session; and the Minutes of the January 24, 2020 executive session. After review, a motion was made by Brad Norton and seconded by Troy Gaither to waive the reading and approve the Minutes as presented. Joe Huntington abstained as he was not present at one meeting. The motion passed.

The next item of business was discussion regarding hiring a new Director of the Greene County Ambulance Service. Interviews were held in executive session. The board noted that Mike Hasler was not yet present. Therefore, a motion was made by Brad Norton and seconded by Joe Huntington to reassign the agenda item to later in the meeting. The motion passed.

The next item of business was a presentation from Physicians Ambulance representatives Don Keywood and Margaret Compton regarding Physicians Ambulance owned billing company NetMore. Billing manager Margaret Compton walked the board through the presentation and shared how the Greene County Ambulance Service could save costs and add revenue. NetMore bills **all** runs timely; has a Quality Assurance system to catch billing issues; are 100% compliant, with perfect audits; electronically files everything possible; assists with collections; will review current billing processes; assists with in-house training improving documentation and daily audits. NetMore indicated that they

have a high bar for report writing. NetMore proposed a fee schedule of 6.5% up to \$2,000,000.00 in collections and a rate of 6.0% for collections above \$2,000,000.00. NetMore indicated it would like a contract for at least a year. Ed Michael noted that he contacted Medical Account Services, Inc. (MASI) representatives, the current billing service provider, and requested that they attend the meeting, but they declined.

The next item of business was a minor accident while Linton Fire Department was driving an ambulance, resulting in mirror damages in the sum of \$1,200.00. Ed Michael reported that he removed the ambulance from service and moved a different unit in and will wholesale the old unit. There were no objections.

The board reviewed the report prepared by Interim Director Wendi Rogers. The ambulance revenues for the year 2019 totaled \$1,712,303.43. The total runs for 2019 were 4,369. Wendi Rogers informed the board that the ambulances should be fully staffed this weekend. Wendi Rogers further reported that she has been waiting for six weeks for the IT Department to set up the new tablets. Wendi Rogers asked the board for guidance regarding use of the sole fuel card. Ed Michael suggested that the ambulance drivers fill up at the Highway Department anytime they are Linton. He is also trying to set up accounts with vendors in Jasonville and the Solsberry/Bloomington area.

Ed Michael updated the board that the second new ambulance was arriving today. E2 is being traded to Physicians/K1Auto. It was discovered that it needed lugs and rims replaced in order to be safely driven.

The next item was new business. Deputy Chief Dustin Payne presented the board with a letter from Center-Jackson Fire Territory, Chief Jeremy Inman announcing that they are in the process of getting the ambulance it purchased from Southwest into service. The ambulance will be inspected at the end of January. After that, they will be placing the ambulance in service for special events. The letter provided an opportunity for the Greene County Ambulance to use them as a back-up as needed and will be available by Greene County dispatch. They offered to respond to calls from Bloomfield north/south areas to the Monroe County/Lawrence/Owen County lines. Their offer is free to Greene County and they would accept responsibility for billing the patient being transported.


Ed Michael reported to the board that the DLGF cut the Greene County Ambulance budget by \$365,000.00 so they will need additional appropriation late in the year as well as cost-cutting.

The final item was announcing that interviews had taken place for the Director of the Greene County Ambulance position. Troy Gaither recommended that they offer the position to Doug Hall.

The recommendation passed unanimously. Marvin Abshire or Ed Michael will call Doug Hall to extend the offer to start no sooner than the next pay period.

There being no further business, Brad Norton made a motion and was seconded by Troy Gaither to adjourn. The motion passed unanimously.

APPROVED this 21st day of April, 2020.

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Marvin R. Abshire, Secretary