

**MINUTES  
AREA METROPOLITAN AMBULANCE AUTHORITY  
BOARD of DIRECTORS MEETING**

**October 28, 2009**

The Area Metropolitan Ambulance Authority Board of Directors met on October 28, 2009 at 10:00 a.m. at the Ambulance Authority offices. Board members present were: Byron Black, Dr. Jeff Beeson attending for Dr. John Griswell, Robert Hampton, Paul Harral, Sakura Moten-Dedrick, and Zim Zimmerman.

Others present were Matt Goetz, Jack Eades, Joyce Brown, Matt Zavadsky, Lara Kohl, David Lamb, and Stacy Raborn with MedStar, Richard Nuehaus and Carl Smart with the City of Fort Worth, Michael Glynn with the Fort Worth Fire Fighter's Association and Chuck Schechner with KRLD radio.

**I. CONSENT AGENDA**

**BC-975 Approval of Minutes of the September 23, 2009 Board Meeting**

**BC-976 Approval of the September 2009 Check Register**

A motion was made by Robert Hampton to approve the consent agenda and was seconded by Byron Black. The motion carried unanimously.

**II. NEW BUSINESS**

**BC-977 Approve and Oil and Gas Lease with XTO Energy, Inc.**

Zim Zimmerman introduced the item and opened it for discussion. Paul Harral asked about the four-year lease term and whether it had an automatic extension, while the industry standard had been three-year contracts with two-year extensions. Matt Goetz stated that four-year contracts were now the industry norm. There was discussion of the plat included in the board packet which indicated drilling location. Mr. Goetz pointed out the MedStar property is on the edge of the unit, which does not allow the board much leverage of contract terms. Mr. Harral asked for clarification that the contract does not allow for surface use of the property. Mr. Goetz confirmed that was prohibited under the contract. Sakura Moten-Dedrick asked to clarify that MedStar was exempt from paying taxes on the lease royalties. Mr. Goetz confirmed. Mr. Goetz also pointed out the contract addendum that was handed out to board members separate from the board agenda. There was discussion of negotiating the amount of the signing bonus and Mr. Zimmerman offered to check with XTO on the schedule for drilling and how much of the unit has been leased. Mr. Zimmerman recommended that the board conditionally approve the lease with

the caveat that if the unit is not at least 50 percent leased the board wait to execute the contract in hopes of a higher signing bonus. Byron Black made a motion to approve the contract under the parameters suggested by Mr. Zimmerman. Robert Hampton seconded the motion. The motion carried unanimously.

**BC-978      Approve the purchase of ambulance through the Local Government Purchasing Cooperative (Buy Board).**

Jack Eades stated the purchase of the ambulance was allocated in the 09-10 budget and the purchasing cooperative allows us to use already bid prices. Paul Harral asked if the new unit would be a General Motors and if that would impact expenses. Mr. Eades stated it would increase the cost of inventory initially, but that MedStar is transitioning to an all-GM fleet since Ford is discontinuing production of their diesel ambulance chassis. Robert Hampton made a motion to approve the item. Paul Harral seconded the motion. The motion carried unanimously.

**BC-979      Authorize the development of a Master Equipment Lease/Purchase Agreement with the Banc of America Leasing & Capital, LLC.**

Jack Eades explained staff was asking for direction and approval to proceed with developing the lease/purchase agreement. MedStar is operating under a lease/purchase agreement for vehicles purchased five years ago. These vehicles are the only items being financed by the organization. Staff is proposing to continue the existing finance agreement for purchase of the new units and remounts. Staff will bring back the agreement for final board approval. Paul Harral asked if there was any advantage to seeking a Request for Proposals for other financing options. Mr. Eades explained that there was very little response to previous financing RFPs and very little variance in the terms of the two proposals that were previously submitted. There is also a need to acquire the new vehicles quickly. Sakura Moten-Dedrick asked for a copy of MedStar's purchasing policy. Matt Goetz stated the financing terms in the new agreement with Banc of America are 4.69 percent for a three-year term or 5.4 percent for a four-year term. Robert Hampton made a motion to approve the item. Byron Black seconded the motion. The motion carried unanimously.

**BC-980      Consider the creation of a MedStar Community Advisory Board.**

Jack Eades detailed plans to form a MedStar Community Advisory Board to increase outreach to the community and become more aware of community needs MedStar can address. The advisory board would consist of representatives from organizations serving the various sectors of the MedStar service area, such as area hospitals, social and rehabilitative service agencies, and chambers of commerce. The advisory board would meet quarterly. There was discussion on the size of the board and the need for a process and

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schedule for appointing members. Paul Harral made a motion to approve the item. Robert Hampton seconded the motion. The motion carried unanimously.

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### **III. MONTHLY REPORTS**

#### **Operations Report**

Matt Zavadsky gave a status report on call volume and response times for the month of September. Mr. Zavadsky stated September was a very atypical month for call volume, partially due to the surge in traffic and population during the weekends from special events. Mr. Zavadsky reviewed call volume analysis from July, August and September, pointing out that July showed the highest call volume in MedStar's history and that while call volume typically subsides in the Fall, September call volume actually increased 10-11 percent this year. The number of transports also increased in September. A comparison of weekday versus weekend call volume and unit hour utilization was also reviewed. Mr. Zavadsky explained that a result of the higher call and transport numbers was lower compliance of response times. Mr. Zavadsky reported that staffing levels continue to rise; MedStar added two dispatchers in September and five paramedics and three EMTs in October.

Mr. Zavadsky added that credentialed administrative staff have been working in the field to help address the increased call volume and that all new employees coming out of training are being assigned shifts during times of highest call volume. The addition of new employees to weekend shifts increased weekend staffing seven percent. The new shift schedule beginning December includes more weekend shifts to address unexpected increases in weekend call volume.

Mr. Zavadsky pointed out the increase in calls for flu and flu-like symptoms, stating we have seen a dramatic increase in the number of these calls in October compared to the same month last year. (85 in October 2008 versus 239 so far in October 2009)

In a review of the Community Health Program Mr. Zavadsky stated that four of the enrolled patients have been removed from the program due to non compliance and will be designated as system abusers. However, overall the program has seen a 52 percent reduction in 9-1-1 use by enrollees.

#### **Media Relations Report**

Lara Kohl gave an update on recent media and community relations activities, including recent media coverage of crews wearing pink gloves in honor of Breast Cancer Awareness Month, a front-page story about MedStar's Community Health Program, and an article about the Community Hero Award presented to three Fort Worth ISD coaches. Ms. Kohl also reminded the board MedStar's first Citizen EMS Academy will begin November 3.

#### **Financial Report**

Joyce Brown gave the financial report for the month of September 2009, stating collections were at 36.61 percent and 45.11 percent year-to-date. The annual budget for Patient Fees for Service was \$21,914,266.00 and actual collections were \$26,534,067.47. Sakura Moten-Dedrick requested future financial reports include an explanation of variances in budget expenditures.

## **EPAB Monthly Report**

Dr. Jeff Beeson gave a report on dealing with an emerging flu pandemic. He stated that only a very small number of those impacted by the H1N1 virus have any long-term effects. Dr. Beeson stated the medical community is trying to deal with the spread of the virus and have found the rapid flu test being widely used can range anywhere from 10-60 percent accurate. He added that 90 percent of current flu cases are the H1N1 strain. Dr. Beeson underscored the importance of MedStar's protocols being consistent with CDC guidelines.

Dr. Beeson said he was not ready for MedStar crews to tell patients not to go to the hospital, but to create realistic expectations by patients by advising them on the treatment they will likely receive in the ER. Dr. Beeson explained the concept of providing alternate transportation for patients, and said a final recommendation will likely be approved by EPAB in December. The new protocol may also include a change in the Emergency Medical Dispatch process to include an omega designation for non-emergent cases.

Dr. Beeson highlighted the MedStar Community Hero award he presented to three FWISD coaches, adding the award created a good opportunity to underscore to the school board the dire importance of continuing CPR training in the schools.

Dr. Beeson previewed plans for a regional CPR training event to be held in February, in conjunction with National Heart Month. Initial concepts include a challenge between the mayors of Fort Worth, Arlington and Dallas as to whose city has the largest percent of population trained at mass-training event, potentially held at Cowboys Stadium.

## **IV. OTHER DISCUSSION**

Paul Harral asked staff to clarify the purpose and benefits of CAAS accreditation. Jack Eades explained CAAS accreditation improves MedStar's credibility as a high-quality provider, helps prove our worth to our member cities, and could benefit in future certification and funding efforts. Sakura Moten-Dedrick asked for future discussion of MedStar investments and the importance of diversifying those funds. Zim Zimmerman asked that the policy for donated services be brought as a discussion/action item at the next meeting. Robert Hampton asked if EPAB had weighed in on the Tower 55 issue and Mr. Zimmerman clarified his concern and explained that no final decision has been made on design or location of the Tower 55 solution, but offered to underscore

to the Fort Worth City Council the importance of emergency accessibility in any final solution.

Jack Eades updated the board on the purchase of two new Ford Explorers; one to replace an existing supervisor vehicle and one for the new Advanced Practice Paramedic team. Zim Zimmerman asked why MedStar is purchasing two new Fords if the ambulance fleet is being transitioned to GM products. Matt Zavadsky replied a cost comparison showed the Ford Explorer was about \$14,000 less than a comparable GM model.

Mr. Eades also updated the board on a previous discussion about creating an option for MedStar to receive charitable donations. Mr. Eades added a recent strategic planning session also identified the need for MedStar to have a process to accept donations for a capital improvement campaign.

Mr. Goetz explained there were two viable options:

1. create a fund under the Community Foundation of North Texas
2. create a MedStar foundation as a separate entity from the Authority that could seek regular gifts and create an endowment.

Mr. Eades asked the board to start considering these options and stated staff will bring the topic back with further information at a future meeting.

#### **V. CLOSED SESSION**

There was no closed session.

#### **VI. ADJOURNMENT**

There being no further business, Robert Hampton moved to adjourn the meeting, and Byron Black seconded the motion. Zim Zimmerman adjourned the meeting at 11:30 a.m.

Respectfully submitted,

Robert Hampton  
Secretary