



El Dorado County Emergency Services Authority

Special JPA Board of Directors Meeting Minutes

Wednesday, March 27, 2019 - 8:00 a.m.
Diamond Springs Fire, 501 Main Street, Diamond Springs, CA 95619

Pledge of Allegiance: Conducted

1. Call to Order/Introductions - Call to order at 8:00 a.m.

Board Attendees:

- | | |
|---|---|
| <input checked="" type="checkbox"/> CAL FIRE - Cameron Park Fire, Div. Chief Sherry Moranz | <input checked="" type="checkbox"/> Alternate Battalion Chief Jed Gaines |
| <input checked="" type="checkbox"/> CAL FIRE ECC AEU, Unit Chief Scott Lindgren, Chair | <input checked="" type="checkbox"/> Alternate Battalion Chief Brian Newman |
| <input checked="" type="checkbox"/> Diamond Springs Fire, Chief Bryan Ransdell | <input type="checkbox"/> Alternate Deputy Chief Ken Earle |
| <input checked="" type="checkbox"/> El Dorado County Fire, Interim Chief Lloyd Ogan | <input checked="" type="checkbox"/> Alternate Division Chief Tim Cordero |
| <input checked="" type="checkbox"/> El Dorado Hills Fire, Chief Maurice Johnson | <input type="checkbox"/> Alt. John Giraud , EDH Board of Directors |
| <input type="checkbox"/> Garden Valley Fire, Chief Clive Savacool, Vice Chair | <input checked="" type="checkbox"/> Alternate Battalion Chief Jon Michaelson |
| <input type="checkbox"/> Georgetown Fire, Asst. Chief Mike Blankenheim (CAL FIRE) | <input type="checkbox"/> No Alternate |
| <input checked="" type="checkbox"/> Mosquito Fire, Chief Eddie Dwyer | No Alternate |
| <input type="checkbox"/> Pioneer Fire, Chief Mark Matthews | <input type="checkbox"/> Alternate Captain Greg Morford |
| <input checked="" type="checkbox"/> Rescue Fire, Deputy Chief Michael Lilienthal | <input type="checkbox"/> Alternate Deputy Chief Dave Brady |
| <input type="checkbox"/> Marshall Medical Center, Exec. Dir. Maia Schneider | |
| <input checked="" type="checkbox"/> JPA Representative Sherrie Kelley | |

Guests:

- José C. Henríquez, LAFCO
- Sue Hennike, El Dorado County
- Jim Hartley, El Dorado Hills Fire Board of Directors
- Pat Williams, Diamond Springs Fire Board of Directors
- Rick Todd, Georgetown Fire Board of Directors
- Mike Kaslin, CALSTAR Reach

Other Attendees:

- Battalion Chief Dave Wood, CAL FIRE ECC AEU
- Assistant Chief Bob Bement, Garden Valley Fire
- Fire Marshal Dion Nugent, Mosquito Fire

2. Approval of Agenda

Director Johnson requested to add a Closed Session to the agenda after Item 5.

Director Johnson motioned to approve the agenda with the addition above. Director Ogan seconded the motion, which carried unanimously.

3. Public Comments

None.

4. Presentation – AP Triton LLC (Scott Clough and Kurt Henke)

AP Triton founding partners Kurt P. Henke and Scott A. Clough share more than 60 years of experience in the fire service. They started their careers as Firefighters and worked their way to Fire Chief and Assistant Chief in one of the largest fire departments in California. Their experience has placed them in lead roles on numerous programs that involved cutting edge changes in fire service business practices on the local, state and national levels. AP Triton provides high quality, specialized consulting in the areas of Strategic Planning, EMS System Review, Fire Prevention services, Special Events and Filming, Cost Recovery and Revenue Management. AP Triton has extensive background in the development and implementation of service fees, ambulance and EMS billing, data collection, quality improvement, compliance programs and public-private partnerships.

AP Triton is known for looking at programs already being provided by an agency and finding revenue streams and operational efficiencies that benefit the whole system and the people they serve. They are able to implement new ideas and concepts into existing systems by working with stakeholders, creating realistic and reachable goals and putting systems in place to regulate and monitor future requirements and demands.

AP Triton has extensive experience in valuing EMS systems and providing clients with guidance on how to best improve the quality of service, as well as accessing both revenue and federal cost recovery programs, such as GEMT and IGT. AP Triton has successfully developed and passed with our partners, legislation to allow access to nearly a \$1B in Medicaid reimbursement for government agency's providing ambulance services in a dozen states. They have extensive experience in assisting clients through the state plan amendment process working with the Federal Center for Medicaid services. Additionally, AP Triton has successfully negotiated public private partnerships that have resulted in tens of millions of dollars in new revenue for their clients. They are currently working in multiple states across the U.S. where they are heavily involved in the ambulance transport feasibility study business.

5. New Business

5.1 Discuss and Vote on the JPA Contracting with AP Triton LLC
Topic tabled to a future meeting.

6. Closed Session – at 9:32 a.m.

The Board adjourned into Closed Session at 9:32 and reconvened into Regular Session at 9:50.

The Board agreed to form a work group which will create a list of items to present AP Triton in order to receive a quote for their services. The list will be reviewed and voted on at the April 24 Board meeting prior to being presented to the consulting company.

Additionally, since many of the items of discussed are focused on the fire side vs. EMS, the Board is recommending that the Fire Chiefs Association also meet to create a list of items they would like AP Triton to focus on.

Items to consider are:

- Tax rate review
- Fee study
- Deployment issues
- IFTs
- Ambulance ordinance review
- Ambulance billing
- Revenue collection
- When was the last time CSA 7 was independently audited?
- Inclusion of ALS engines to stop the clock
- Long-term sustainable system

- 201 rights
- The challenges with having 2 CSAs.
 - The County should be involved in the process with the consultants, and perhaps the County, vs. the JPA should contract with the consultant in order to obtain a global perspective of all the issues.

7. Adjournment

Director Johnson motioned to adjourn the meeting at 9:10 a.m. Director Ogan seconded the motion, which carried unanimously.