

**TRINIDAD AMBULANCE DISTRICT BOARD OF DIRECTORS**  
**MONTHLY MEETING**  
**March 26, 2025**

Attendance Joe Richards, Tom Murphy, Zachary Shapiro, Executive Director Gabe Moreno, Deputy Chief David DeTray, Barbara Fisk

**SUBJECT**

**DISCUSSION**

---

Call to Order/Pledge	Meeting was called to order at 4:04pm by Zakk Shapiro.
Roll Call/Proof of Quorum	There was a quorum with three (3) board members in attendance.
Proof of Notice	Notice was posted on Trinidad Ambulance District's website (tadems.com) and business office at 13840 Hwy 350. The notice included invitation information for attendance via ZOOM and asked the public to register on Zoom if they were interested in attending the meeting.
Adoption of Agenda	<b>MOTION</b> to adopt the agenda minus the listed executive session was made by Tom Murphy. <b>SECOND:</b> Joe Richards <b>YEA:</b> Joe Richards, Tom Murphy, Zakk Shapiro <b>NAY:</b> <b>ABSTAIN:</b> The agenda was amended, removing executive session, and approved.
Public Comments	None
Review Minutes	<b>MOTION</b> to approve the February 26, 2025 meeting minutes as presented was made by Tom Murphy. <b>SECOND:</b> Joe Richards <b>YEA:</b> Joe Richards, Tom Murphy, Zakk Shapiro <b>NAY:</b> <b>ABSTAIN:</b> The February 26, 2025 minutes were approved as presented
Financial Statement	The February 2025 financial statements were prepared by Sue Gonzales of WSDM and presented by Chief Moreno.  Financial Overview <ul style="list-style-type: none"><li>• Total Assets: \$2,133,459.59</li><li>• Total Liabilities: \$1,476,653.92</li><li>• Equity: \$656,805.67</li><li>• General Fund Bank Accounts: \$1,071,692.94</li><li>• Deferred Property Tax Receivable: \$1,058,791.33</li></ul>

January – February Income and Expenses

- Revenue: \$98,848.47 (Tax, Grants, Services)
- Expenses: \$173,996.00
- Payroll: \$48.5K
- Medical Costs: \$47.1K
- Legal/Professional: \$31.7K
- Net Income: -\$52,448.42

Total Cash on Hand: \$3,437,701.04

- General Fund: \$1,071,692.94
- Enterprise Fund: \$2,366,008.10

Billing Performance

- Total EMS Trips (Jan–Feb): 250
- Gross Charges: \$757,259.74
- Payments Collected: \$11,426.39
- Net Collections Rate: ~1.5%  
(Delayed billing due to deductible policy)

February Collections Summary

- Total Trips Billed: 113
- Gross Charges: \$348,419.41
- Avg Charge/Trip: \$3,083.36
- Collections (Feb Trips): \$0
- All DOS Payments: \$77,500.28

12 Month Payor Mix

- Medicare: 23% – \$731.82/trip (68%)
- Medicare Adv: 25% – \$719.17/trip (89%)
- Medicaid: 25% – \$402.33/trip (44%)
- Insurance: 10% – \$1,544.91/trip (49%)
- Facility: 3% – \$937.93/trip (54%)
- Other Govt: 3% – \$2,876.42/trip (94%)
- Self-Pay: 11% – \$0/trip (0%)

12 Month Operations Summary

- Total Trips: 1,801
- Gross Charges: \$5.4M
- Net Charges: \$3.0M
- Payments: \$1.03M
- Avg Gross/Trip: \$2,996
- Avg Cash/Trip: \$574
- Net Collection Rate: 34.2%

What are DOS Payments?

- DOS = Date of Service
- DOS Payments refer to revenue applied to the date EMS service was performed, not when the payment was received.
- Example: A payment received in Feb 2025 for a call in Oct 2024 is reported under Oct 2024 DOS.
- This helps accurately assess:
  - Revenue performance by service month
  - Net collection percentages
  - Average cash per trip
- DOS Payments are standard in EMS financial reporting.

Barbara Fisk informed that board that the district money market account at Bank of the San Juans has an Annual Percentage Yield Earned of 2.53% IN Bank money market account has offered 2.78%. Bank of the San Juans has agreed to match as of March 26, 2025. Tom Murphy asked about rates at other local institutions as he would like to keep money local as much as possible. It was noted that Bank of the San Juans was the only bank willing to work with TAD during its construction process so currently that is where the money is housed.

**MOTION** to accept the February 2025 financial statements as presented was made by Tom Murphy.

**SECOND:** Joe Richards

**YEA:** Joe Richards, Tom Murphy, Zakk Shapiro

**NAY:**

**ABSTAIN:**

The February 2025 financial statements were approved as presented.

#### Old Business

**SALE/DONATION OF FLEET VEHICLE.** The Board discussed options of selling or donating the 2009 International Ambulance VIN 1HTMNAAM19H145589 the is currently part of the fleet.

**MOTION** was made by Joe Richards to list VIN 5589 for sale in the amount of \$25,000, open to negotiation down to \$20,000.

**SECOND:** Zakk Shapiro

**YEA:** Joe Richards, Tom Murphy, Zakk Shapiro

**NAY:**

**ABSTAIN:**

VIN 5589 will be listed for sale \$25,000 with negotiation allowance down to \$20,000.

#### New Business

**DONATION OF FLEET VEHICLE.** Deputy Chief DeTray provided an email from Irene Trujillo at Mt. San Rafael Hospital requesting the donation of the 2016 Ford Transit Van (VIN NM0GE9F71G1287505) currently in TAD's fleet. An employee of the hospital is currently using her personal vehicle to transport patients home.

**MOTION** was made by Joe Richards to donate VIN NM0GE9F71G1287505 to Mt. San Rafael Hospital

**SECOND:** Tom Murphy  
**YEA:** Joe Richards, Tom Murphy, Zakk Shapiro  
**NAY:**  
**ABSTAIN:**  
VIN 7505 will be donated to Mt. San Rafael Hospital.

Director's Report

**First Responder Wellness Week.** Several videos have been presented to employees this week to promote their wellness.

**939 Robinson Ave.** The property is currently being advertised for sale or lease at \$5,000 per month. No developments to report.

**Health Service District.** Attorney Andrew Ringel filed Waiver of the Service of Summons and Complaint with the District Court on March 24, 2025. The Board of County Commissioners has 21 days (April 14, 2025) to respond.

**Grants.** AFG (federal) is on hold. EMTS grant applications were reviewed at the RETAC level on March 18<sup>th</sup> at which it was noted, our application was the best ever seen, subsequently, there were no questions. Great job Chief Moreno.

**EMS Compact.** Twenty-Five states now reciprocate EMS certification meaning an ems provider with certification from one of those states can operate within any of those states. This will be most beneficial during disaster relief situations.

**Updates.**

- March 07 – 2024 EMSAC Advocacy Committee Meetings
- March 14 – 2024 EMSAC Advocacy Committee Meetings
- March 19 – Additional Grant Funding Available to EMS Agencies
- March 21 – 2024 EMSAC Advocacy Committee Meetings
- March 24 – Unlock Functional Fitness: Enhance First Responder Performance
- \*March 24 – Trinidad Ambulance District – Streamline (website)
- March 25 – CoRE Pipeline Safety Program (Trinidad) (Lt. Romero)
- March 25 – Transforming Post-Traumatic Injury into Growth
- March 25 – Trinidad Ambulance District COOP Discussion (WO23-383)
- March 25 – EMS Compact for Operational Excellence
- March 26 – Money Smarts for First Responders

\*Streamline is based in the Denver area. They currently work with 700 special districts to build and manage websites including ADA compliance which is required by July 1<sup>st</sup>. The least expensive option is \$350/month which includes liability coverage of up to \$25,000 per lawsuit which averages \$39,000. Chief Moreno would like to utilize their services to get our website compliant. Tom Murphy wanted to ensure that, as much as possible, we use local vendors.

Operations Report

Deputy Chief DeTray provided the following statistics for February 2025:

Calls for Service	189 (up 13 from January)
On Call	3 with 3 transports
Chief	1
Deputy Chief	0
Inter-Facility Transfers	31 (up from January, 25 to Parkview)
IFT Not Transported	1-severe weather returned to MSRH, transported the following day
IFT Mileage - Feb	5,834
YTD IFT Mileage	10,934

Happily, there are six out of six trucks in service. One employee is still out on Workers Compensation and one has completed field training. The roof is in process of being repaired.

**Updates.** Deputy Chief DeTray, with collaboration from a local agency, will host training called Motivational Interviewing in May. There are 21 vacancies which are hoped to be filled with local first responders, including Huerfano County.

- Met with Behavioral Health Association
- Participated in the Regional Medical Response Serge Exercise
- Met with representative from Stonewall Fire
- Attends advocacy meetings every Friday
- Setup Naxalone/Narcan training April 7<sup>th</sup>
- Attended SECRETAC meeting x 2
- Attended EMS System Sustainability meeting
- Attended combined Dept. of Human Services meeting
- Attended Adult Protective Services meeting
- Attended Trinidad State College Job Fair
- Attended ER Trauma meeting
- Responded to structure fire, Hoehne
- Participated in escorts for Primero and Hoehne, State bound basketball teams
- Participated in regional grant hearings

Miscellaneous

Tom Murphy congratulated Joe Richards (2025-2029), Lynette Bates (2025-2029) and Audra Garrett (2025-2027) on their election to the Board of Directors effective May 28, 2025. He also brought forward a citizen complaint regarding billing and responsiveness to the billing company. He provided copies of a letter he received regarding the complaint to TAD administration for follow up. Both Chief Moreno and Deputy Chief DeTray provided information about state level bill HB1088-25 which would require insurance companies to pay either 235% of Medicare allowable or the ambulance service set rate those ensuring patients will not be balance billed. The cost of providing 24/7/365 service was explained

