

Sublette County Rural Health Care District
Board of Trustees
Regular Meeting
September 18, 2019

Venue: County Commissioners Room, Pinedale, WY

Trustees Present:

Wendy Boman, Chairman
Bill Johnson, Vice-Chairman
Tonia Hoffman, Secretary/Treasurer
Mike Pompy, Trustee
Marti Seipp, Trustee

Call to Order:

Ms. Boman called the meeting to order at 5:00?? pm.

Pledge of Allegiance

Set Agenda:

Legal – Wyo. Stat. 16-4-405(a)(iii)

Personnel – Wyo. Stat. 16-4-405(a)(ii)/Wyo. Stat. 16-4-405(a)(x)

Executive Session: [Minutes taken by Emily Ray]

Routine Business:

Administrative and Finance Report / Dave Doorn

Dave informed the board that Dr. Demetrieu has agreed to a contract, and will be starting on January 1. They also have hired a new Public Relations director Emily Ray (Jason's Wife) who will be starting on October 1st. There is a Hospital Viability Meeting happening in Riverton on Friday he will be attending. He knows that it has a lot to do with the issues going on in Riverton and Lander but it might have some implications for us because they are talking about controlling services through the State and where those services might go. So, his plan is to see if there is anything that we can learn. Last week we met with the Rock Springs Community College president Kimberly Dale, we spoke about access to the nursing program, going over to meet with graduating students as well as other nursing students to let them know who we are, she is very open to that. They are also starting a new paramedic program over there as well

Bill Kluck mentioned that we do have a WWCC program that allows students to come do a clinical over here, so we can get to know them and go from there.

Dave mentioned that that is a big issue for them when they are doing their clinicals/rotations a lot of students don't have a place to live, so we need to keep that in mind as we move forward. We have the duplex in town as well as our trailer in Big Piney. One trailer behind the clinic that is open, the other trailer is rented, and both duplexes are rented right now but the one side is going to come open next

month.

Also, he mentioned that the first responder picnic was excellent, Dave and Bill attended.

Vicky reported that the ER remains busy with high acuity patients, last month 3 nurses were recertified in their ACLS, the university department came down and gave a presentation on medications. Trauma review was held and cases were discussed. The reviews were to improve patient care, and part of this comes out of the trauma review, we just have to go back and review how we performed on certain cases and it is a great experience. St. Johns Home Health came in and talked about a new medical records software package for signing orders for the physicians. Which should smooth out the paperwork process for the physicians.

Wendy Boman asked if there was anything to report on the Sublette Center

Dave said that they met on the 28th with the Sublette Center Board and then also he talked to Patty Racich yesterday and they were all on track. We are behind on the due diligence process because of the amount of work it takes to do. We have to copy a lot of info, scan it and put it into a file which is then submitted to the lawyers which will then review the documents from both the Sublette Center and the District. So that is where we are at right now. We are hoping to be done by next week with the scanning and submission, not the review itself.

Wendy Boman Mentioned about how excited she was to have Dr. Demetriou come here, he was amazing and she is very happy about it.

Financials

Bill Johnson would like Sharon to go over it with him so he gets a good understanding. He only had two hours to review it before the meeting.

Dave confirmed that he sent a final copy on Friday and then a summary today, he will try to speed it up so bill has more time to review.

EMS Report / Bill Kluck

He says there has been a training every month, it feels like. On the safety side of it, a lot of serious car accidents lately, he is making sure to remind his staff to wear reflective gear on the roadways. (Wendy mentioned that there is a fine for not wearing it as well.) Bill confirmed that it is at the discretion of the officer in charge. But we are not taking that chance. Another reminder, it is cold out night and make sure that you have enough warm clothes. There are a lot of animals out at night this time of year so keep an eye out but don't swerve for them just hit it if you have to. 1500 lbs. square box swerving is not a very good thing. Road construction from here to Jackson, a shout out to sheriff and highway patrol, they have been really getting out in front of us and letting construction company know that we are coming through emergent which has helped greatly. Construction hopefully will be done Oct. 31 or sooner because it is terrible.

Events – Blood donation – 20 in Piney, and 34 in Pinedale. November 4th will be the next one, they would like us to sponsor it if the school doesn't want to sponsor it.

Wendy Boman asked if there are specific medications that someone might be taking that excludes them from being able to give blood?

Bill Kluck did not know the specifics of it but you can go to vitalant.org to find that information and make appointments as well.

He also mentioned that the Touch a truck event Saturday just outside of Pinedale was well attended. Allison the director thanked us for being there. great weather, great turnout. He did have to cancel the helicopter to come in because it was unlawful to park a helicopter in town limits unless it was an emergency – Town ordinance.

Shout out to matt Murdock and the community for the first responders lunch, it was great turn out, great food,

On aside note their King vision – a visual intubation tube devices broke on us, he got quotes, spoke with Dave and they went with henry shine, which was ordered today for about \$1200.

Wendy Boman asked if there would have been any warranty?

Bill Kluck answered no, we have had that one for ages, it was fixed once already but it is now unreliable so it was needed to be replaced. The biggest part of his report is that the state has been sending him emails D20, D5, D5 and 10 – That's a diabetic drug for us to administer to diabetics. It's going to be in a national shortage, it already is, he spoke with Vicky today, they have a lot on backorder and they have two to rely on possibly up to 6 months. We are sitting very well so we will back up the clinic with D25. The EMS department stocked up on it when the initial emails of shortages came out. He is working on a plan right now, if we do run out entirely, he is not sure what we are going to do. He has been talking with Vicky and we are trying to figure out a backup plan. The alternative is a glucagon. \$200/injection, and we are going to stock 10 of them, we might use them and they might not. They expire after a year. He is hoping we can get it by then. He spoke with Kylah with Altitudes and she is going to order D25 or D10 if she can get it for us, she will. There are alternative ways to bring blood sugar up but he would rather not have to rely on other sources. Again, we are working on a plan and are going to be sitting nice until we run out, then we should have a time and place by then.

Committee Reports

CAH Committee (Bill Johnson / Mike Pompy):

Bill Johnson mentioned that himself and Mike spent time with Mayor Murdock on Monday, what came out of it was a little bit of discouragement. So, Bill said he has spent the last two days working on a report; My analysis the ballfields and the future CAH doesn't necessarily represent the majority of our board, in the past we have all tried to walk and talk softly so we don't tread on another boards territory other boards are the Pinedale Town Council, The Sublette County Commissioners, the Sublette Center Board and to some extent school district #1. The good news is we all seem to be pulling on the same end of the rope and headed in the same direction, the bad news is our pace is similar to a snail trying to cross the highway. This is not one boards fault but as a collective we are always waiting on each other to make a decision. Problem #1 the ballfields – the heavy lifting has been done. The school board has agreed to lease a part of their 35-acre property to the town for the new softball fields. This allows the town to move the fields off of the hill and sell approximately 8 acres of land to us for the new hospital. And give the cemetery district about 5 acres for future use. The town has also pledged 1 million dollars to go against their own purchase price of 3.2 million. The town has spent a lot of money on the present side over the years, the commissioners have also agreed in principle to pledge one million maximum, for the ball field property. The rural health care board has done the same. We will take a million off the top of our future USDA loan, pay the town for the new hospital property. All together that pays 3 million toward the 3.2million dollar purchase price. Close enough right? Well, not if you are in any kind of hurry. Dummy me was thinking we can get some side preparation work done this fall, the ball season is close to over, all we need for the first year of construction is to remove the one ballfield just north of the clinic that is closest to the highway y. that means take down the back stop and the fence. Remove and pile the topsoil and sod in a corner and finally core drill down 10-15 feet to make sure everything is good then next spring we can get going on the foundation. This would be a good start.

Well there is a problem, the ballfield we want to remove will be needed again next year for the softball program even if we started setting up a ballfield on the bus barn property and laid down the new sod this fall it would not stitch together strong enough to support play for the new season. One possible option could be synthetic turf for that one field. But who is going to pay for it? Another \$500,000 would be needed which would make the total cost \$3.7 Million it would be unfair to expect any of the players to step up for that deal. In driving around Pinedale, the only temporary field option I could find might be part of the driving range at the golf course. Obviously, that hurts the golfers lets all agree to a time schedule. The other idea would be the county or city to do most of the dirt work to less of a total cost. So that is where we stand on the ballfields.

Problems #2 – logistics of the loan – presently Eide Baily is running financials for the Hospital it will take another 60 days. We know we are looking good; the previous board had budgeted a loss of 1,600,000 for the financial year ending June 30, 2019. After taking over last November our actual loss for the year was only 220,000 a big savings. Now Mr. Doorn has us breaking even or better on most months. The USDA loan will likely be approved this winter but possibly with strings attached. They might ask us to hire a management company to oversee us before granting the loan. Management companies are expensive. It could possibly cost us 20-30,000/month. We are too small for that, maybe 3 years down the road when the hospital is up and running the board will feel the need for help. But not now, lets keep our options open. We will start working with the architects later this month. It is a lengthy process, not too much can be done until we secure the loan. I believe that most of the board members feel a loan in the range of 15-18 million is about right. That is for the hospital only, and would not include the new wing for the Sublette Center if they choose to merge with us. Neither the new hospital nor the sublette center can afford the new medical wing which they plan to attach to the hospital. However, there would be many efficiencies to running the both as one, and a new building is sorely needed. All new medical facilities should be built on the hill. This project will totally depend on the support of the commissioners. I've heard most of the monies the commissioners have in their savings account earns interest, but it can't be much. I have to ask them if we offer to pay them the same amount of interest would they loan us the 15-18 million. It would solve red tape problems and hopefully speed things up. Every month lost on this end adds another month on the construction site

Problem #3 the future of the USA if you think the news is ugly now just wait until next year during the months leading up to the elections we are going to hate the guys politics we never seem to worry about healing the mother county anymore and there is no chance for a big compromise. >>>>>> and Evitt will win a middle east war probably with Iran recession or depression, terrorism or a national disaster, and it really doesn't look so good, it may become very difficult to get your hands on building materials, for instance. Sublette county could be a safe zone is the country faces riots or mass migration caused by disasters. However, we cannot become nearly independent unless we have good medical facilities and competent staff on both ends of the county. Let us hurry this project along.

Mike Pompey said that he can't disagree with what Bill is saying that we are still waiting on other entities to decide but he doesn't believe the County Commissioners are in any position right now to decide if they are in any position to help because they have no figures yet. We are talking 15-18 million maybe on the loan but this is going to depend on what the PAR comes up with. The financials with Eide Baily that they are working on is the same story. Can we afford to cover a loan through the USDA at about 3-3.5% interest. The previous board didn't have any financial reports saying that they could handle it at 28 million \$. So it is extremely frustrating that we are having to wait on decisions and information before other entities can make decisions. The ballfield issue, he is like Bill and was hoping to get started, but now we can't even have one until they make a decision on artificial turf. They are looking for someone to step up to pay the \$500,000. If that happens then we can have ballfield which is more than enough room to do the hospital.

Wendy Boman said, so looking at the schematic – the ballfield that is closest to the clinic now, why would they need that because there is another ball field they could use. Was any of that in your discussion?

Bill Johnson guessed they use all three and they need to replace the one that is next to the clinic somehow, somewhere to carry on with their softball program.

Mike Pompey said, from what I can gather they are not willing to sacrifice a ballfield to get the hospital going. Their hope is to start building a ballfield down there on school property. If it can get ready down there with artificial turf, then this ballfield can be made ready. There will be a delay if they can't find an option for the lost ballfield. There are 800-1,000 people according to the town that uses those ballfields. This can cause a logistical problem if they are down to one ballfield here.

Bill Johnson agreed and mentioned that that's why he drove around and looked at different properties. That's why that driving range at the golf course, he wasn't sure if a person can be on one end of it, it's the right kind of grass.

Wendy Boman thought that the golfers aren't going to go for that, and that's county owned.

Mike Pompey summarized that the town of Pinedale is looking for someone to finance the artificial turf. If they can find somebody then that would allow us to use that first field to get started in the spring

Wendy Boman said that maybe we need to be looking for somebody too. We all have been ready to go for a while and we have had to wait on other entities for other reasons

Bill Johnson confirmed that it has been all summer

Mike Pompey feels the County Commissioners are waiting on these figures before they can make any commitments. We need the numbers, the PAR that Dave is estimating will be ready by Christmas Time, and 60 days for Eide Bailey.

Wendy Boman asked Dave if he has spoken with Eide bailey lately?

Dave said yes, I have talked with them and they are starting to go to work. Our issue is that we need to know that we are going to build on the ball field in order for the PAR estimates to be accurate. He asked the board if they feel like the lease between the school and the town is solid?

Bill and Mike think that is it.

Mike Pompey confirmed that everyone is working together to get this accomplished but there are a few issues that are stumbling blocks is finding a replacement for that ballfield

Bill Kluck added that it might be farfetched but there are three fields in Big Piney by the Sublette County Fair-Grounds. He is a person that plays softball if he's really wanted to play softball he wouldn't mind the drive. They aren't in great shape but it wouldn't take a lot to get them going.

Wendy Boman asked if there is something going on with the improvements?

Tonia Huffman confirmed that there is a private group trying to get that going so it wouldn't take much.

Bill Kluck said If I really want to play softball, I would drive the 30 miles. And that might be something that could be the replacement for now.

Everyone agreed that it was a great idea.

Bill Johnson thinks that there needs to be a sacrifice here possibly on the ballfields part because we are trying to put together a project. And for one ballfield to hold it all up to him is slightly ridiculous.

Tonia Hoffman said that they all travel any way so it would really only involve the practice, it would take some time navigating the practice.

Wendy Boman asked if it is town or county property.

Tonia Hoffman believed that it is county property.

Wendy Boman wondered if the county would put out a little bit of money to bring those ballfields up to snuff so they can be used.

Tonia mentioned that there's a whole troop of volunteers trying to arrange to do that now.

Mike Pompey asked if they have water on it, they have been run down but he doesn't think it would take a lot of time to get them recovered. In the past, they've always been taken care of by volunteers. He also doesn't know if they have ever gotten any funding from any county entity.

Mike Pompey mentioned seeing donation containers at least in the Loaf and Jug he thinks for donations for getting the ballfields back. It would be nice if we could get the Rec Board to step up and help with that. He asked if the the Rec Board handles the ball fields in Pinedale.

Bill Kluck answered that it is all town.

Wendy Boman mentioned that it is something we can follow up on – thanks Bill

Mike Pompey said, I believe in that email Matt asked for a resolution or something for us to accept this surveyed plan as presented.

Bill Johnson agreed that it's a very nice property, Mike and I went out and walked it. There is a lot of room there, it's not like we are going to take up half of that acreage, we're not. But on another part of the subject he asked Butch Pentant because he is a dirt man and Bill asked him how best to approach this. Of course we got to talking about the sod. He said a sod cutter can come in and cut it and roll it up but it's got to be put down quickly – the sod cutter is not going to like the sprinkler system underneath because as he is cutting the sod he is going to continually be running into the sprinklers so most likely you'll just have to pile the dirt and the sod into a pile and after a season the sod will turn to dirt and then after a season you'll get topsoil for when you go back and decorate your building. You would have to screen it because you can't dig up topsoil without grabbing some of the gravel. But you've got a very nice topsoil pile there – and so there's a lot of sod there but also a lot of sprinklers there.

Tonia Hoffman asked if we could cut the sod and use it in marbleton?

Bill confirmed that you could except for the field that you are going to play on. You could take the sod and go to marbleton with it and do the other field and within one season it would look very nice but just like the problem here in Pinedale you can't play on it the first year.

Mike Pompey mentioned that the fields in Piney already have grass on them.

Bill Johnson said then there is an interesting thing, the ditch runs down between, and it's covered. So while he was talking about this with Butch they though well what would be the big deal of uncovering part of that ditch? Leaving it where it is, it's very tranquil and relaxing to watch the water move, you could even make a little pond with landscaping and put fish in it. But people from the Sublette Center and Hospital and enjoy the pond and running ditch. Then on the other side of the dich maybe you could build a new doctor building like they have in the cities, or storage building, or employee parking, but there seems to be enough property on the west side of the ditch to do about anything with the building. It's a nice property.

Mike Pompey said when looking at the footprint of what we would need for a hospital in that area he figured it would take 1-1.2 acres to do that. So, with that one ballfield there is plenty of room to provide the facility that we would be looking at doing without having to worry about the other ones – the other ballfield and soccer fields for future use. If we can get things moving on that then that again with what Bill is saying about Piney it is an extremely good option to explore.

Wendy Boman said that they need to talk to the commissioners about that and see if they would be willing to help a little bit there so we can get this moving. She mentioned to Dave to check with Eide Baily again and tell them we would like a rush on it.

Bill Johnson asked how everyone felt about asking the commissioners for a loan?

Wendy Boman didn't think it would hurt to ask; but part of the issue would be when the commissioners loaned money for the previous clinic it wasn't paid back. The district didn't pay it back and it was supposed to have been paid back. And they might have been hesitant even with 2-3 changes in boards since then but it doesn't hurt to ask.

Tonia Hoffman mentioned that she would like to know figures before we ask anyone for money.

Everyone agreed.

Bill Johnson said, "We are talking about direction here, we have to know where we want to go. They might ask us to hire a management company before they give the loan."

Dave thinks that we will have to show them a plan and yes that is part of their process. He has some ideas on how they can accomplish that.

Mike Pompey doesn't think that they are going to ask us to do that and it is part of our decision. that's not part of the loan itself.

Wendy Boman mentioned that that was part of the requirements for one of the previous loans.

Tonia Hoffman asked, what is the precedent? Is that usually a precedent for any loan positions for hospitals?

Wendy Boman explained that they wanted to know because we brought in a couple different management companies and listen to their spiel and they were \$600,000/year. We can talk to Lorraine and see if that is going to be required and what level.

Dave mentioned that the level that will be required is going to be based on how our project looks, and how solid we are going to look with how much we are going to borrow and the forecast on how well we are going to have to pay that back.

Mike Pompey thinks we made tremendous strides in our finances and it's going to make the picture look even better to the USDA, he personally doesn't want to see a management company come in. He looks at everything so far with the district and saving money, and keeping things going and our management philosophy right now has been working great. With tremendous strides compared to the last ten years. He doesn't understand why there is a push to get somebody else in here to come in and manage.

Dave mentioned that it is just their procedure.

Mike Pompey mentioned that there are entities in the community saying "well you guys need somebody else to manage this."

Bill Johnson confirmed that he has heard that a couple of times.

Mike Pompey changed direction and mentioned that he doesn't remember the whole email on what Matt said but he wanted a resolution of some sort to accept this plot as presented.

Mike Pompey made motion to accept the plan that the town of Pinedale has presented to us to acquire a portion of the ballfields as shown on their plan.

Motion Carries

Wendy confirms that she will email Matt so it will be documented.

Building Committee (Mike Pompey):

Mike Pompey had a report that involved Marbleton/Big Piney and that will be in the architectural report as well so we will need that information before we can proceed.

Compensation Committee (Marti Seipp):

Sharon stated that they've reviewed updated and archived all current job descriptions, gotten rid of any of the old ones. They need to be reviewed by the board; they also had a discussion with Clay about the wording in the EMS job description. Once the job descriptions have been reviewed by the board and have been finished then we will get those to pay scale and then the HR specialist will be assigned to us to ensure all employee classifications and pay scales are correct.

Monday, we have a meeting, we are waiting on Marti but we are going to start looking at the education portion of the compensation package.

New Business

Dave thanked Sharon and Michelle for going through every job description and updated them. They have made them so they are set up the same and so they have done a ton of work. He said to the board

that we need you to improve them.

Sharon showed the board the book, and mentioned that there are 56 job descriptions in here, so the question is do you all want to divide between the 5 board members to take departments to review and report back to the other board members. She has reviewed them and approved them so how do they want us to get them to you.

Wendy Boman decided that they can have them electronically, then they can individually print them out and read them prior to a meeting and then have that on those specific job descriptions. Sharon asked if they wanted to be sent 11 a piece?

Bill Johnson recommended that they have two board members go over the 56 to approve them. They could make a committee to approve the job descriptions within the board.

Clay Kainer said that that is fine that they have a committee review and recommend to the entire board that they can vote on approve all job descriptions.

Bill Johnson wondered how would we know more than Dave know? He asked, Do you want to review any overlap and make sure it is to be clear. If any of us were to sit down to review it, it would be like looking at an algebra equation. What are we going to learn?

Dave stated that it's just one of the rules that the board has to approve job descriptions.

Wendy Boman mentioned that Amanda used to send out 3-4 that we would read over at home and approve or make changes to them at the next meeting.

Sharon said that policies are done that way too but we had to review all of them so they had current correct job descriptions to get back to pay scale so we can get our pay scale done. We thought this was the best time to correct and update them all, and we start here going forward.

Tonia Hoffman volunteered to sit down with Sharon to review the job descriptions as well as Wendy Boman.

Tonia, Wendy and Sharon are setting up a time to meet to speak about the descriptions after they have been looked over electronically before the meeting.

Public comments

No public comments

Old Business

Tonia Hoffman stated, in light of the fact that the current discount will end on the last day of September she would like to revisit her earlier proposal that we consider a standard discount of 20% on all of our office visits. And we continue that indefinitely.

Dave mentioned that we came back with what we thought would be a good compromise. Kelli attended the meeting as well. Kelli sorted out all provider-based codes and it came out to an 11% discount. BCBS is the biggest insurance company that we do business with. It keeps us right above their threshold, so we won't lose any money but it will give everyone an overall 11% discount. 10-15 codes will be reduced.

Kelli mentioned that it would just be the provider face to face encounters. She said, what we found with this 20% discount is that we are losing money across the board with a lot of insurance companies, they are paying 100% so we know that their fee schedule is higher than what they are charging. We don't want to continue that route and lose money. For example; BCBS they pay off of their fee schedule, not off of our fee schedule and played with the numbers, made sure that whatever we would charge would be above their fee schedule. Their margin is very slim, it's only a few dollars - \$10 here and there that would be adjusting so ultimately it amounted to an 11% drop and the vast majority of revenue comes from those 10-15 codes.

Bill Johnson asked if we are using a blanket approach?

Dave confirmed this and mentioned that it will end at the end of this month. That was our trial, we want to get away from that, we want to do something that is meaningful, he feels that this is meaningful and it does help most of the issues that we hear about where somebody comes in for a short visit. They get a bill for 200\$ and they don't feel that it was right. So, these discounts would go toward these issues.

Mike Pompey stated that it brings up a concern of his that has been eating on me and that is whether or not the proper coding has been used when a patient comes in. when they see a high bill is it actually because the procedure needs that coding or is there a communication issue between the coders and the doctors, or is there an issue where a lesser code could have been used.

Kelli said, all I can tell you is that we are certified. Every visit is reviewed and made sure that we are selecting the correct level of service and those folks that are looking at it are certified and I am doubly certified. To make sure that she is updated in coding as a whole and specifically evaluation and management coding for provider visits, and I do audits on my staff as well.

Mike Pompey asked if she thought that there are issues with a doctor miscommunicating? How much of that is based on the time that the doctor spends with the patient, is it based on that as well?

Kelli confirmed that it can be a factor but not a controlling factor

Mike Pompey said, because I know that patients go in to see the doctor, it might only take 15 minutes with them and then they sit there for another 15-20-30 talking to the doctor about how things are going and things like that.

Kelli stated that our providers are educated on a minimal of 2x/year to provide them education to ensure we are not mis documenting or losing money. Our message to every provider across the board is the same, just document what has been done. There is no need to go fluff anything up, it is inappropriate, there is legality issues associated with that that we want to avoid. That is our direction to providers to try to ensure that that doesn't happen.

Bill Johnson asked if there are some procedures that could be kept at that 20% discount that would not be affected by insurance companies?

Kelli confirmed that there are, but would take a really deep dive into the fee schedule, Dave and Kelli talked about possibly meeting before January where nationally everyone comes together and they establish new fee schedules. She was looking deeper into that, there is a lot that goes along with it.

Dave wants everyone to know that Kelli's people have to match documentation from the provider to the

codes and to what we built so it's all have to match and we can get audited on that and Kelli does a great job to make sure it is correct and charged at the right level of care.

Kelli mentioned that we have been audited in the past and that they have passed with flying colors. Th feels that they have gained a lot of ground and momentum, and she hates to see that stop because she feels that 11% is not enough to convince people to keep coming. She guesses that the part she struggles with, is we are talking about insured patients. We have so many underinsured and uninsured patients in our community. If we are going to only affect change that affects the insured people we are leaving a huge gap still. If we are going to offer a discount to the codes that you are talking about kelli can we offer a discount to our uninsured or underinsured people.

Kelli says that yes, we do that now, we have lots of different options for folks and we are always offering new options. We offer payment plans we offer discounts, settlements, and we have a separate fee schedule for self-pay folks.

Tonia Hoffman asked how much of a difference is it?

Kelli confirmed that it is an additional 10% with the 11% then it comes to about 21% total

Tonia Hoffman made the point that it is not much when it comes to a \$220 visit, when people can go to Kemmerer, or Rock Springs or Evanston when people can get in for \$120, they can pay \$160 here and they can drive for \$50

Mike Pompey agreed but stated that you're asking for 20% and she's saying that they're getting 21%, so you're still going to get your discount.

Kelli said that she has also been monitoring the numbers and if we are seeing an increase in population or not and we are also monitoring the charge revenue. Seeing what's happened and in this last month we did see an overall increase between both clinics of 6% but that is typical of any august month with fluctuation. We as we saw that increase in our patient population, we also saw a decrease of 6% of our charge revenue. So, she is afraid if we continue at the route across the board, she is afraid that we won't have any money for future project. We just have to be on an even playing field with other facilities.

Tonia Hoffman wants to bring to light the idea that if our charges go down, we might bring in more people. We've only had a 3-month test period so she doesn't think that its long enough to collect enough data to see any change. She wants to see the momentum keep going somehow.

Wendy Boman said that she hopes that our numbers will go up with the arrival of Dr. Demetriou and then with the possibility of additional in Marbleton that in itself might bring more people in,

Bill Johnson believes that Tonia is on the right track trying to lower medical costs. He is scared of this one size fits all situation. So, if it is possible to do the 10% + 11% till the end of the year and then take a chance to look at them individually that would be ideal.

Wendy Boman said that the folks that need the discount are getting them.

Marylin says that she can drive to Kemmerer for \$50 but if it is a parent driving kids, your off work for at least half a day. If you are thinking at all then you can go to the local clinics and not have to miss a day of work. She feels you are going to lose more than \$50.

Tonia Hoffman believes that there are a lot of them who are moms that aren't working and others that still travel.

Marilyn believes that that is their problem.

Tonia Hoffman agreed that it is their problem but our goal ultimately is to have Sublette County Residents seek medical care in Sublette County. Their main issue is our prices, not the grocery shopping or other options.

Marylin said that it might help if you have that information posted that we can assist those that need help. Is there still a Green River Valley Health Foundation?

Kelli confirmed that we work with the Foundation for any financial aid application that come in and additionally we raise our own money for folks that have credit on their accounts. They can choose to donate it to the families in need program that helps fund some of this. We do have signs in every patient room that advises people if there are financial struggles as any staff and they know how to direct folks that need help.

Motions carries to approve the average of 11% discount on our 12 patients to provider codes.

Routine Business:

Motion carried to table approval of minutes and last months minutes to the next meeting.

Bill Johnson asked Sharon if she had a report on equipment list.

Sharon said that she has a list of Pinedale and Marbleton done but they have now moved onto EMS.

It was agreed that they should wait to do it all together since it was not on the agenda. It will be put on the agenda for next month.

Approval of Payroll and Bills

Tonia Hoffman made a motion to approve the bills of \$638,882.

Motion carried.

Adjournment:

Minutes taken by Emily Ray

Wendy Boman, Chairman

Dave Doorn, Administrative Director