

**March 20, 2006**

The Board of Commissioners of Franklin County, North Carolina, met in Regular Session at 7:00 P.M. in the Commissioner's Meeting Room located in the County Administration Building with the following Commissioners present: Chairman Sidney E. Dunston, Vice-Chairman Lynwood D. Buffaloe, Commissioners Harry L. Foy, Jr., Raymond A. Stone, Jimmie R. Gupton, Donald C. Lancaster, and Robert L. Swanson

There were two visiting groups sponsor by the Chamber of Commerce that was recognized two groups the visiting from Franklinton High School Business Alliance and the other Franklin County Leadership.

**1. Consent Agenda**

Upon the motion by Commissioner Buffaloe, seconded by Commissioner Swanson, with all present voting "AYE", to for approval of consent agenda.

**2. Comments From the Public**

County Attorney stated that we have 6 individuals that have signed up for public comments, if their comments are related to item no. 3 rezoning of Lake Royale. The county attorney also stated it may be more appropriate to let them speak during that time instead of letting them speak now and then during the public hearing.

Chairman related to the board that it was his understanding that there was a miss print in the Franklin Times on Saturday on an item related to Lake Royale on rezoning multiple family user property. He wanted the public to no that this is not the item on the agenda tonight and if you can wait until the Public Hearing it would be greatly appreciated.

One citizen asked since there is such a big turn out and only 6 individuals sign up for the public hearing – the board should listen to comments on the multiple family housing. Mr. Dunston responded: that the multiple family housing will not be cover in this meeting tonight – will be schedule for later time.

**3. Public Hearing**

This is the time advertised for public hearing to receive comments on the following:

- A. Zoning Map Amendment: Lake Royale Property Owners Association, Inc. \*9.384 Acres, Cypress Creek Township, Lake Royal, Lot 2660, R-1 Residential District to Special Use AR District.
- B. Special Use Permit: Lake Royale Property Owners Association, Inc., 9.384 Acres, Cypress Creek Township, Lake Royale, Lot 2660, Salvage & Recovery Yard.

Chairman declared this public hearing opening – County Attorney stated that you can do a combination of A & B if you so desire to do so individuals that are speaking will have to be sworn in.

Robert VanGraafeiland, Lake Royale Property Owner Associations – sworn in  
He would like to request for the rezoning of the Lake Royale ballfield to be temporary salvage/recover field for no more than 120 day special use. Lake Royale is hoping fo

approval of this rezoning due to there are numerous decapitated units in the community, General Statute 44A and the ordinance do give our chief and his police force approval to site these properties and he is here to night along with other in order all in an effort for cleaning up our properties as well as our community.

Commissioner Gupton asked will this more than a one time action? Mr. VanGraafeiland responded: This is only a one time deal starting April 1<sup>st</sup>. There are over 50 RV's to put in this area. We will be sending out final notices of 30 days and after the 30 days if they do not come and claim the units we can start putting them thru the auction process.

Pat Young stated that the applicant is asking for a special use permit for only 120 days and if any further action is needed they will have to return to the board for approval.

Bob Winters, 195 black Cloud Drive, Louisburg, NC – sworn in.

He is in support of the special permit to help remove some of the eye sores of this community. In the passed couple of years we came to the board asking for ordinances for the removal of these units that was spotted in the community, some in which dates back to Hurricane Fran. The project was moving along and the planning board came to us stating that we need to stop do to we did not have a place for storage. As a community we need to this done it will be an improvement and I know the people who lives are around this area this will be a problem, but this is for the good of the community this needs to be done.

Robert Dillard, 120 Winnebago Loop, Lake Royale, NC, sworn in

Questioned with the R1-AR zoning will this permanent or will this revert back? Pat Young stated this will not revert to R1 this is a special use zoning only for the 120 days there could not be any reuse of this property unless specify by this board. Question: Will the AR zoning take care of the requirements for the ball field as planned? Pat Young yes. Question: the previous project showed a remarkable improvement to the community; but what we went through before has help our community but is there no other place to for storage and he is in support of this move. Commissioner Dunston asked; after the 120 day period what happens to the campers that are left? Robert VanGraafeiland responded we have a schedule in place; we have a staging site for these campers 30 to 60 days, that will give us the time to publish in the appropriate papers, so we don't have to pay for them to be move. If the owners do not remove the units, we will pay a salvage company come in and remove the left over units. Commissioner Stone asked that you do have legal authorization to remove these units? Mr. VanGraafeiland responded the police department do have legal authority to remove this property.

Joann Hartsfield, has a piece of property at lot 2622 Nakoma Drive, Lake Royale

She stated; her property is across the street from the ball field. At this time she has her lot up for sale and by putting all this junk across the street from her lot it is not going to be worth anything. She deeply against this zoning, she does not want them to be stored in front of her property; at this time it is work \$14,000 and if they store these items in front of her property it will only be worth \$500.00. Why can't they take it from where it is and destroy it; instead of storing in front of other peoples property. It is not fair to people whom own a residential lot to put these junk trailers in front their lot property when they are trying to sale. Why can't they make a space in front of the campers where they are?

Robert VanGraafeiland responded; in this project we will clean it up as quick as we can. We have exhaust all areas in the community rather it is an AR parcel or another we do not have another location that will hold a large number of units. Commissioner Dunston; asked you do

not have two three areas together to put these units? Mr. VanGraafeiland; we have other in the community but they are either all wooded, no driveways and greenways. We have explored other options. It has to be an open piece of land to bring them in. Mr. Foy asked; can you sell the units where they are located? Mr. VanGraafeiland responded: our ordinance requires us to take to another property, by the state statue detaches the process.

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John Setzer 131 Big Horn, Lake Royale

Once the campers are sold how many days to the buyer have to remove them from the area? Mr. VanGaraafeiland; 5 to 7 days. If they do not remove in a timely manner they will be sold to the next bidder.

Timothy Lee 622 Syamore

The campers should be sold from where they sit and not move to the ball field.

Chairman Dunston declared this Public Hearing Closed on the two actions

A. Zoning Map Amendment: Lake Royale Property Owners Association, Inc. \*9.384 Acres, Cypress Creek Township, Lake Royal, Lot 2660, R-1 Residential District to Special Use AR District.

Upon the motion by Commissioners Gupton and seconded by Commissioner Swanson, all present voting "AYE", for approval of rezoning map amendment.

B. Special Use Permit: Lake Royale Property Owners Association, Inc., 9.384 Acres, Cypress Creek Township, Lake Royale, Lot 2660, Salvage & Recovery Yard.

Upon the motion by Commissioners Swanson and seconded by Commissioner Gupton, with Commissioners Dunston, Buffaloe, Swanson, Stone, Gupton, and Lancaster, voting "AYE", and Commissioner Foy voting "NO" for approval of special use permit. 6 – 1.

#### **4. CLOSED SESSION**

Pursuant to General Statute 143-318.11 (a) (6), a Closed Session will be held in order for the Board to discuss a personnel matter.

Upon the motion by Commissioners Swanson and seconded by Commissioner Buffaloe, with Commissioners Dunston, Buffaloe, Swanson, Stone, Gupton, and Lancaster, voting "AYE", and Commissioner Foy voting "NO" to go into closed section 6 – 1.

Upon the motion by Commissioner Swanson and seconded by Commissioner Buffaloe, with all present voting "AYE", to return to open sessions.

Chairman Dunston announced the hiring of the clerk to the board Mrs. Kristin King.

Upon the motion by Commissioner Foy and seconded by Commissioner Swanson, with all present voting "AYE" to appoint Kristine King as clerk to the board.

#### **5. SCHEDULING DATE FOR THE BOARD OF EQUALIZATION AND REVIEW**

The Board of Equalization and Review is required to meet annually to hear taxpayer appeals of property values per NCGS 105-322. The time set by NCGS 105-322(e) & (f) requires that the first meeting be held no earlier than the first Monday in April and no later than the first Monday in May. The Board is to complete its duties on or before the third Monday following the first meeting unless, in its opinion, a longer period of time is necessary. Mr. Jim Wrenn, Tax Administrator, will be present to assist the Board with scheduling.

Jim Wrenn stated: this will be a light loaded meeting, at this time one meeting should be sufficient if the board could agree to meet on all appeals and then adjournment if needed we could recess that meeting at another date.

The meeting will be held on April 10 at 7:00 p.m. to 9:00 p.m.

Upon the motion by Commissioner Buffaloe and seconded by Commissioner Foy, with all present voting "AYE" for scheduling the date for the Board of Equalization and Review to meet in order that the Tax Administrator may publish the required notices.

#### **6. PLANNING AND INSPECTIONS REVIEW OFFICER**

Pat Young and Jason Rogers have completed the initial training to review subdivision plats for the county. Also since the departure of Matthew Winslow, Katie Ertmer and Howard Carden, they need to be removed from the Review Officers lists.

Upon the motion by Commissioner Lancaster and seconded by Commissioner Stone, with all present voting "AYE" for approval to add Pat Young and Jason Rogers to the Review Officer list and to remove Matthew Winslow, Katie Ertmer and Howard Carden from the list

#### **7. CONTRACT AWARD FOR CAROLINA CUSTOM CONCRETE AND SPENCER'S GATE**

Formal bids were received and opened on Thursday, March 9, 2006 at the Public Utilities Office. T.A. Loving Construction company was the low bidder. Hobbs and Upchurch Engineers and the Franklin County Public Utilities Director are recommending award of the contract to T.A. Loving. These are projects previously approved by the Board. Bryce Mendenhall, public utilities director, will be present to answer questions

Upon the motion by Commissioner Stone and seconded by Commissioner Lancaster, with all present voting "AYE" for approval of bids as presented.

#### **8. EMERGENCY MEDICAL SERVICES QUICK RESPONSE VEHICLE PROPOSAL**

The Office of Emergency Services proposes a Quick Response Vehicle (QRV) program. The QRV would be staffed with Franklin County EMS paramedics at the Bunn and Youngsville rescue stations from 6 p.m. until 6 a.m. Monday through Friday and all weekend. This program would ensure paramedic level coverage to these response areas in a timely manner. Johnnie Gilliam, emergency services director, will be present to outline the proposal.

Johnnie Gilliam, Emergency Services Director, stated, The problems faced by Franklin County EMS are recruitment and retention of personnel. This problem applies to both career and volunteer levels. The QRV proposal was put together in collaboration with volunteers and is also endorsed by the EMS advisory committee. They propose an organizational change for the EMS in Franklin County. Currently, EMS has personnel located in Franklinton, Youngsville, Bunn, and White Level. Two ambulances are currently stationed in the Louisburg area. Personnel work 6am - 6pm on Monday through Friday. The volunteer professionals cover the

times of 6pm - 6am on Monday through - Friday and 48 hour coverage on weekends. Franklin County EMS provides paramedic assistance to both Louisburg and White Level. These squads are at the intermediate level and not paramedic level. Franklin County supports and backs up the paramedic stations in Franklinton, Bunn and Youngsville from the Louisburg station.

Mr. Gilliam emphasized that there is a nationwide problem existing regarding the recruitment and retention of paramedics. This situation in Franklin County is at the point that it will soon impact the public safety of our citizens.

The office of EMS proposes a QRV staffed with Franklin County EMS Paramedics stationed at the Bunn station as well as the Youngsville station from 6pm - 6am Monday through Friday and on the weekends. This would ensure paramedic level coverage to these areas.

Of the two ambulances at the Louisburg station, it was the intent to use one for interfacility transport and the other one to provide paramedic coverage to Louisburg and White Level. Those two ambulances, when idle, are to back up other squads.

To provide EMS the ability to recruit and retain paramedics, a change in schedule is requested. Currently, scheduling consists of twelve hour shifts. EMS proposes to change this schedule to a 24 /72 schedule. Which means working twenty four hours on duty and seventy two hours off duty. Within a current pay period of two weeks the schedule as it is now, a paramedic will earn eighty four hours. That will not change, the 24 / 72 schedule will still keep that intact and require the same amount of people. Another schedule they utilize is a group that works five days a week, twelve hours a day from 6am to 6pm. This is the group that cover stations in Franklinton, Bunn and White Level. This group will not be affected by the schedule change because they will still need the paramedic coverage.

Commissioner Swanson asked; where will the paramedics come from at night for White Level? Mr. Gilliam respond; just as they do now, EMS One and Two will provide coverage to Louisburg and White Level.

Commissioner Lancaster inquired as to whether private transport services have freed up one of units in Louisburg. Johnnie Gilliam, responded by saying , Absolutely, it has really freed our units to support to our volunteers. One thing to take into consideration is the growth in the county in these areas as well.

Chairman Dunston inquired that the QVR will be stationed in Youngsville and Bunn. On weekends they would be there 48 hours. Mr. Gilliam confirmed this statement. Chairman Dunston then asked if there would still be an ambulance with personnel at the station. Mr. Gilliam explained that the ambulance coming to do the transport would be run by volunteers. The Youngsville volunteers will support the QVR stationed at the Youngsville station. Youngsville has verbally agreed to respond 99.5 percent of the time. Chairman Dunston inquired as what the percentage was now. Mr. Gilliam responded that EMS will either run the call, provide backup , or provide a paramedic truck about 20 percent of the time. It was also stated by Gilliam that the QRV will be not be able to transport patients and the ambulance coming to support the QRV will be coming from that volunteer squad. Commissioner Dunston asked, we are now covering them twenty percent of the time. Gilliam responded that they are supporting them from Louisburg about twenty percent of the time. Chairman Dunston stated, so now they are responding eighty percent of the time and with the QRV they will be responding 99% of the time.

Commissioner Lancaster commented that twenty percent of the time we are taking an ambulance from White Level or Louisburg to send to the other side of the county and that is not good.

Scott Wheeler, Chief of Youngsville Rescue, addressed the board. Stated they are supplying the ambulance. Basically what EMS is doing is bringing a paramedic to them. One person gets off the truck and they transport. Chairman Dunston inquired, how will positioning a QRV increase the coverage of that area. Wheeler replied, no one will have to come out of Louisburg. They will still be transporting themselves but they need the paramedic. Chairman Dunston then asked, since two people will not have to come from Louisburg, will White Level be covered? Gilliam responded that was correct.

Johnny Gilliam, emergency service director, then went over the proposal and funding information for the QRV program.

## QRV Proposal

### Problem

- Recruitment & Retention of EMS Personnel
  - Career & Volunteer
  - Paramedic Level
- Unable to provide continuous Paramedic level coverage across the county

### Solution

- Quick Response Vehicles (QRV)
  - Staffed with Franklin County EMS Paramedic
  - 6 pm until 6 am weekdays 24 hours weekend
  - Bunn Rescue District
  - Youngsville Rescue District
- Ensures Paramedic Coverage
- Improves Response Times



## Recruitment & Retention

### Solution

- Change from a 12 hour shift to a:
  - 24 / 72 hour shift
  - More Competitive with other systems
  - Reduce Overtime Cost
- Cost

- Five Paramedic Positions \$51,750
- Two Vehicles \$42,000
- Radios/Warning Devices \$5,100
- Painting/decals Vehicles \$3,400
- Medical Equipment/Supplies \$42,000
- Maintenance \$2,000
- Total \$ 146,250
  - Less available incentive \$ (92,500)
  - Total Cost \$53,750
- Annual Cost
  - Five Paramedic Positions \$ 207,000
  - Supplies (Rescue Budgets)
  - Maintenance \$ 2,000

Commissioner Swanson inquired if Franklin County EMS can route convalescent calls to the private transports. Gilliam responded that it is not one hundred percent there but they are working on it and the idea is beginning to take grasp. Commissioner Swanson then inquired, if it could estimated as to how much our units are tied up in non emergency calls. Gilliam, replied, he does not have numbers to go along with that, the numbers are not in the system but the numbers are not going to change as far as what we are doing.

Upon the motion by Commissioner Lancaster and seconded by Commissioner Buffaloe, with all present voting "AYE" for approval of the QRV program.

## 9. ZOLL DATA COLLECTIONS SOFTWARE

The current data collection software used by the Office of Emergency Services no longer meets the data collection requirements as defined by the North Carolina College of Emergency Physicians. The EMS advisory Committee is recommending the county transition to Zoll Data Systems for its EMS data collection efforts. Johnnie Gilliam, Emergency Services Director will be present to outline the recommendation.

### Data Collection

- Required to submit data to the state as defined by the NC College of Emergency Physicians : *"Standards for EMS Data Collection"*
- Current Data Collection Software
  - Does not meet NCCEP standard
  - Vendor will no longer support software used by NC EMS Systems
- Ten Data Collection software packages investigated
- Narrowed down to two
  - Zoll Data Systems
  - Ortivus North American
- EMS Advisory Committee Recommends:
  - ZOLL DATA SYSTEMS
    - Meets NCCEP standard

- Meets Medicare/Medicaid requirements
  - Protocol Driven
  - User Friendly for Field Personnel
  - Provides detailed statistical data
  - Quality Management
  - Education of EMS Personnel
- Lease of hardware, software, support through Synergem Emergency Services
  - Synergem & Zoll
    - 5 year lease
    - Hardware, Software, Services
    - 5 year Maintenance Total \$314,265
    - Lease Discounts (\$16,650)
    - Annual Lease Payment \$ 66,814

The software vendor that is currently used will no longer support the software purchased effective August of this year. This company will be pulling out of North Carolina because standards set forth by the state can not be met.. Commissioner Stone ask how long EMS has had their current software. Johnnie Gilliam responded the current software has been in place approximately 3 - 4 years.

A committee was formed of three people, Randy Grissom, Franklinton Chief and also paramedic with Franklin County, Jamie Murray, Franklin County paramedic and volunteer paramedic with Bunn, and Clark Craven, intermediate with Youngsville and also a computer programmer. These three individuals have looked at ten software vendors that operate within North Carolina. They were to review and narrow it down to two programs and present to the advisory committee. The programs chosen were Zoll Dell systems and Ortivus North America. Both of these where presented to the advisory committee. There was an unanimous decision to go with Zoll. Committee recommended leasing this as an entire package and suggested getting a recommendation from Phillip Averette as far as billing is concerned. Senergum would be the company that the county would be leasing the software from. The annual payment of \$66,814.00 would allow EMS to move forward with this program. The contract for leasing placed the payment at the end of the contract, payable at the following year.

Commissioner Stone asked if pricing was compared in the evaluation process. Gilliam said that there was a significant difference of approximate \$60,000.

Commissioner Gupton inquired as to how long Zoll has been in business. It was stated that Zoll Data Systems has been in business since 1994. Actually started as a different company, Pinpoint Technology, the larger company, Zoll, came in about five years ago and bought the smaller company.

Mr. Buffaloe requested information on what the companies bid upon and if they all bid on the same thing. Gilliam responded yes and Zoll was user friendly, it was protocol driven and provides better documentation.

Commissioner Stone inquired, how much have we been spending for the services of the current software. Mr. Gilliam, stated the program we purchased was about \$25 - \$30



thousand dollars that was used with palm pilots and were not durable. If they had upgrade their system to the North Carolina standards, there would be no idea of how much it would cost.

Commissioner Lancaster motioned to approve the recommendation with Commissioner Swanson seconding the motion and all present voting "AYE".

## **10. EMS BILLING AND COLLECTIONS CONTRACT**

The county manager is recommending that Franklin County EMS out-source its billing efforts to allow the management, staff, and resources the opportunity to focus on the core mission of immediate medical response. It is projected that outsourcing will save in administrative expense and result in a net increase for collections. The recommendation for the outsourcing agent goes to EMS Billing and Consultants. The county manager will outline the proposal.

Chris Coudriet, county manager states, the first two discussions on EMS were operational decisions about making the system work more effectively. Stated that this is an administrative recommendation that continues the evolution of increasing the performance of EMS.

Both Mr. Coudriet and Phillip Averette have been reviewing this since last summer and feels that this proposal is the right thing to do.



March 10, 2006

To: Chris Coudriet  
County Manager  
Franklin County  
113 Market Street  
Louisburg, NC 27549

From: Philip Averett  
Vice President  
EMS Management and Consultants, Inc  
PO Box 863  
Lewisville, NC 27023

Subject: Proposal to manage all claims processing for Franklin County EMS

Thank you for your interest in EMS Management and Consultants, Inc. Below is a summary of our company, an overview of our services, client references and our projected performance.

### **Company Overview**

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Company Status: Privately Owned, founded in 1996, based in Clemmons North Carolina

Number of Full-Time Employees: + 60

Geographic Market: North Carolina, South Carolina, Virginia and Tennessee

Number North Carolina of Clients: + 80

Average Size of Client: Varies from large (Wake / Guilford) to small Rescue Squads

Fee for Services: 9% of net collections

Start-Up Fees: \$895

Yearly Fees: None

Reporting: Monthly, Annual Reports provided. Client reports available via Web page.

Accountability: Clients monitor our performance thru monthly reports  
Internal Quality Assurance program

HIPAA Compliance: We employ a Compliance Officer who oversees HIPAA issues

### Services

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Our commitment is to aggressively manage your EMS accounts. We will handle all aspects of your account, including:

- \* Provide on-site billing documentation training for all EMS personnel
- \* Provide accompanying written billing documentation training material
- \* Provide DVD billing documentation training
- \* Provide policy updates from Kim Stanley, former Medicare/EMS rep. for NC
- \* Submit ambulance claim to insurance company via electronic formats or mail
- \* Follow up on returned mail due to bad addresses
- \* Post all accounts when payments are made
- \* Submit all claims to secondary insurance after primary payers have paid
- \* Research and resubmit all claims that were denied for any reason
- \* Manage all formal appeals and attorney requests
- \* Provide current HIPAA and Compliance updates
- \* Answer all patients concerns thru our 800 phone line
- \* Provide monthly, quarterly and annual reports
- \* Provide necessary information for NC Debt Set-Off Program
- \* Provide County Finance Director with custom analysis upon request
- \* Annually provide specific budget projections
- \* Secure access to your account through our web page: [www.emsbilling.us](http://www.emsbilling.us)

Current EMS documentation stays the same. Franklin County EMS would either make copies of their daily call reports or print copies from the PreMIS program. These copies would then be mailed to our office for processing. We are capable of importing billing information from various data collection software vendors, including ZOLL and Ortivus.

Regarding all paper correspondences, we digitally scan your sent paperwork and the image is electronically stored on our computer system. This enables our firm to manage your account more efficiently. It also enables us to provide you with paperwork you may have misplaced. After scanning the paperwork and entering the claim information, your copies are then shredded by a certified paper destruction company.

All bills sent out would be in the name of Franklin County. Our 800 phone number is provided and all patient calls would go to our office. We handle these calls the same way you would; polite, professional and with full

knowledge that we are representing Franklin County EMS. We are not a collection agency and handle all patient accounts at your direction. We will write off unpaid patient bills if that is your preference.

**All checks would remain in the name of Franklin County.** The only change that would occur is the mailing address. All check information is mailed to our location. Checks are also scanned for

**Services (cont.)**

record keeping purposes. Every Friday, all checks and related information is mailed to you. Upon request, we also make local deposits at our client's branch bank.

**All payments are summarized at Month-End.** Each month you would receive an itemized list of all payments posted for the month. Included in the report are any refunds or adjustments. Our invoicing fee of 9% is applied to the net amount collected and this invoice is mailed out at the beginning of each month.

**References (other references available upon request)**

Granville County	Dudley Watts- County Manager	919-693-5240
Wake County	Joseph Zalkin- Wake EMS	919-856-6021
Johnston County	Dewayne West- Johnston EMS	919-989-5050
Craven County	Rick Hemphill- Finance Director	252.636.6603
Davie County	Terry Bralley- County Manager	336.751.0879
Wayne County	Blaire Tyndall- Wayne EMS	919.731.1416
Bladen County	Greg Martin- County Manager	910-862-6700
Iredell County	Lee Darnell- Iredell EMS	704-878-3029
Yadkin County	Brent Hawks- Yadkin EMS	336-679-4232
Swain County	Kevin King- County Manager	828-488-2754
Brunswick County	Brian Watts- Brunswick EMS	910-253-2569

**Performance: Current vs. Projected**

Franklin County EMS:

	\$ 945,775	Collected
	6,033	Claims
	\$ 156	Average Cash per Claim
	\$ 945,775	Collected
(Estimate)	- \$ 80,000	Current Billing Expenses
	<b>= \$865,775</b>	<b>Net Collections from Billing</b>

EMS Management and Consultants, Inc.

	\$1,278,995	Projected Collections
6,033	Claims	
	\$ 212	Average Cash per Claim
	\$1,278,995	Projected Collections
	- \$ 115,109	9 % Collection Fee
	<b>\$1,163,886</b>	
	+ \$ 30,000	1 Franklin County FTE
	<b>= \$1,133,886</b>	<b>Projected Net Collections</b>

**Net Collection Difference \$ 268,111 Net Increase**

*(Projections are based on 2004 information provided by Franklin County and current performance of EMS Management and Consultants, Inc. and actual results may vary.)*

**Proposed Deployment**

1) March: Finalize Billing Services Agreement

2) May: Complete Provider Enrollment Applications

3) June: Perform On-site Documentation Training and DVD Presentation  
Deployment Meeting with County Manager/Finance Director/EMS Director

4) July 1, 2006:

Franklin County begins sending claims to EMS Management and Consultants, Inc. with dates of service beginning July 1, 2006.

Franklin County continues to process ALL claims with date-of-service prior to July 1, 2006

EMS Management and Consultants, Inc. begins processing ALL claims with date-of-service on and after July 1, 2006.

5) October 2006: Communication Meeting to discuss current performance and future projections.

Commissioner Swanson asked how we are going to collect the revenues. It was answered that how the revenues are collected would be at the discretion of the county. The county will set the parameters to define the aggressiveness the EMS collections placed on private pay individuals. Commissioner Swanson expressed concern about being aggressive with those that aren't able to pay.

The software will equip the EMS department to handle insurance claims as well as keeping up with what is required by the insurance companies, medicaid and medicare. The software can eliminate this process.

Commissioner Swanson inquired could the county hire someone to work specifically on billing. Commissioner Foy asked how long the contract was for. Chris Coudriet responded that the contract was on a year to year basis and added that the depth of knowledge the EMS Billing Consultants possess could not be provided by one person on staff.

Commissioner Buffaloe inquired to the turn around time once bill in hand how much time before there is money in hand. The company averages 1.4 days to send information form EMS to the correct insurance companies. Average collection time varies depending on the insurance company. Medicaid is usually three weeks. Commissioner Buffaloe asked what is the current turn around time for billing. Gilliam stated that they could be up to fifteen days behind.

Commissioner Stone inquired if we out source this service, will we be able to reduce the in house cost of billing efforts now. Chris Coudriet, county manager, stated there would be some savings and would need someone on site for quality control for data entry.

Commissioner Buffaloe made motion to approve the proposal, seconded by Commissioner Lancaster. Board voted 6:1 with Commissioners Foy, Buffaloe, Stone, Gutpon, Lancaster and Chairman Dunston voting "AYE" and Commissioner Swanson voting "NAY".

## **11. AUDIT PROPOSALS**

Holden, Moss and Knott have been performing the County's Annual Audit since FY 1991. This service was bid out last fiscal year and Holden, Moss and Knott was the lowest bidder. Last year contract award was \$36,000 and renewal quote is \$37,000.

Commissioner Buffaloe made motion to award the contract and authorize the County Manager and Board Chairman to execute the contract for audit services to Holden, Moss and Knott. Commissioner Gupton seconded the motion with all present voting "AYE".

**12. Budget Ordinance Amendment 6**

Amend the special revenue fund to reflect additional revenue and grants received by the Health Department, Social Services Department, EMS Department and Solid Waste Department.

Commissioner Gupton made the motion to approve the budget ordinance amendment 6 with Commissioner Swanson seconding the motion with all present voting "AYE".

**13. Legal Document for Board of Education Action**

Recent legislation adopted precludes the Board of Education from recovering sales tax paid in conjunction with school construction projects. The Board of Education has approved certain documentation and forwarded this documentation to the County, which is necessary in order that the County recover a refund of sales taxes to be paid in conjunction with ongoing school construction projects. To be eligible for a refund of significant monies expended as sales taxed in these construction projects, the county must take the following action:

1. Accept the deed of convergence to Franklin County from the Franklin County Board of Education for six Schools, Bunn High School, Louisburg High School, Franklinton High School, Youngsville Elementary School, Laurel Mill Elementary School and Bunn Elementary Schools.
2. Authorize the execution of lease agreement with the school board for the six schools being conveyed to the County.
3. Authorize the execution of the construction and Acquisition Agreement with Franklin County Board of Education.

Commissioner Swanson motioned to accept the conveyance from the board of Education and authorize the execution of the Lease Agreement and the Construction and Acquisition Agreement with the Franklin County Board of Education. Commissioner Gupton seconded the motion with all present voting "AYE".

**14. CHILD PROTECTIVE SERVICES POSITION - DEPARTMENT OF SOCIAL SERVICES**

Effective January 2006 all counties in North Carolina began practicing the Multiple Response Model of Child Welfare; since 2002 Franklin County's Department of Social Services served as one of ten pilot counties testing the Multiple Response Model. As a result of the change in practice, the county is involved with families for a longer period of time resulting in a higher caseload for staff. The County Manager is requesting the immediate approval for funding one social worker position at a pay grade 70 as defined by the Office of State Personnel. The total cost including benefits to approve the position effective April 1, 2006 for the remainder of the fiscal year is \$12,883; the county is eligible for 50 percent reimbursement from the state and federal funding netting county costs at \$6,441.50.

Upon motion by Commissioner Buffaloe seconded by Commissioner Stone, with all present voting "AYE" the motion was passes to approve the social worker position.

## **15. BOARD, MANAGER AND CLERK'S COMMENTS**

This is the time set aside for the Board of County Commissioner, the County Manager and the Clerk to the Board to report on various activities. The Board may also discuss other items of interest.

Commissioner Foy states that there will be a Board of Health Meeting on Thursday.

Commissioner Stone, Kerr Tar COG are pursuing to fill the position of executive director.

Commissioner Buffaloe reports that there will be a Airport Commission meeting on Wednesday at 7pm.

Commissioner Swanson had nothing to report.

Commissioner Gupton nothing to report.

Commissioner Lancaster had nothing to report.

Commissioner Foy inquired about the airport commission meeting and who is currently at the airport. Has there been an update? Chris Coudriet, County Manager, responded that most of the action and reporting of the airport commission has been in closed session. Commissioner Buffaloe added that the on going activities are of a legal nature and are being discussed in closed session and are confidential. There are some things they are doing that will put the airport in a much better position for the future.

Commissioner Lancaster inquired about whether the Tourism Task Force committee members had been put in place. Chris Coudriet, responded that there are two vacancies left to fill and one of those positions has to be actively involved in the collections.

Chris Coudriet, announced that Senator Dole will be hosting office hours in Franklin County , March 21 from 10am - 1pm at the court house. He has possession of the animal control contracts regarding lethal injection as primary method of disposal of non adopted animals. Also looking at structural changes that can be made to the facility within the next couple of months. Recommendations on these changes will be presented to the Board. Humane Society is actively involved in fundraising measures to facilitate some of these changes.

Chris Coudriet, updated the board on the request to the manager's staff to compile information of the Donnie Rudd tax situation. Mr. Coudriet reported that that a lot of raw data has been collected would be presented in the April Board of Commissioner's meeting.

In pursuant to General Statute 1.3.382.11(a)3 to discuss the litigation of Citizens Bank v. Sheriff Jones, Ben Barrick and NETSTAR. Commissioner Swanson motioned to move to closed session. Seconded by Commissioner Gupton with a vote of 6:1 with Commissioner Foy voting "NAY".

Commission Stone and seconded by Commissioner Buffaloe to return to regular session. All present voted "AYE".

Chairman Dunston motioned to authorize the dismissal of a cross claim against Sheriff Jones and that the manner has been resolved without the expenditure of County funds being expending on Sheriff Jones' behalf . Also to execute a general lease name defendants in the

Citizen claims arising from the helicopter crash and the NETSTAR ordeal on the part of the county come to a close.

Motioned made by Commissioner Swanson seconded by Commissioner Stone with all present voting "AYE".

Upon motion by Commissioner Lancaster seconded by Commissioner Swanson, will all present voting "AYE", the meeting was declared adjourned.

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**Sidney E. Dunston, Chairman**

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**Chris Coudriet, Clerk to Board**