

Great Divide Ambulance  
Board of Directors Meeting Minutes  
Wednesday, January 13, 2021  
5pm at the new Great Divide Ambulance Building  
43555 US Highway 63, Cable, WI 54821

Roy Bloom called to order at 5:01pm. In attendance were Rob Puls, Jack McGregor, Ron Gran, Jack Iverson and Laura Bjork and Trevor Provost, Engineer and 2 others.

**Opening of sealed bids for building renovations** – Six bids were received. Northwest Builders. Inc. from Rice Lake at \$239,931; Dave Cecil Builders from Birchwood at \$239,705; SD Ellenbecker, Inc. from Athens at \$279,300; Nasi Construction, LLC from Hurley at \$257,040; Nordic Group. Inc. from Superior at \$285,600 and Arnie Mackey Construction, Inc. from Ashland \$250,260. There was discussion on the preliminary numbers of contracted work for \$150 to at \$250,260. There was discussion on contractor's reputation. MOTION made by Jack Iverson to accept the bid from Dave Cecil Builders for \$239,705. MOTION seconded by Jack McGregor and carried. Contractor work will be done in April.

**Update on the activities with the ambulance service** – Rob Puls reported that March and December were bad months for runs. Currently, the ambulance has reduced crews from 4 to 3. The savings will be seen in payroll. All employees are under one roof. The schedule is now set in advance through Aladtec. Great Divide is back where it started, giving the highest level of care to our community. Employees are still an issue as we deal with an aging group. We budgeted \$81,000 for cardiac monitors this year. In negotiations with the company we will receive 3 cardiac monitors this year and pay \$81,000 in 3 yearly payments of \$27,000 each.

**Discussion and possible action on contracted billing service** – Laura Bjork explained that both her and Rob Puls have been unhappy with the current billing service. The owners changed, and there is left behind unbillable invoices (possibly 600). There is a constant change of employees. Laura Bjork reported that she has been double checking bills this past year, and found many errors, which have been reported to the billing department and corrected. Rob Puls added that the Billing Department changed from a percentage to flat rate, which doesn't give them much incentive to pursue bills. Information was given on Lifequest Billing Services. They charge a 6.75% rate on the money collected and a 24% rate on delinquent payments. We are currently losing at least 30% of billable income. The board suggested a conference call with Lifequest and suggested if switching to get in writing confirmation of their guarantees on billing and delinquent billing. The board also suggested talking with an attorney to see if anything can be done regarding the loss in income from delinquent accounts after switching billing departments.

**2020 Report** – The 2020 Year End Report and Financial Report were presented. The ambulance service went on 1,492 runs in 2020. It was noted that \$229,949.19 was taken out of savings to balance the budget. There was discussion on end year reports; Laura Bjork will contact an accounting firm for direction.

The meeting was adjourned at 6:54pm.