

January 3, 2017

The Washington County Board of Commissioners met in a regular session on Tuesday, January 3, 2017 at 6:00 PM in the Commissioners' Room, 116 Adams Street, Plymouth, NC. Commissioners Johnson, Phelps, Riddick, Sexton and Walker were present. Also present were Interim County Manager/County Attorney Curtis Potter, Clerk to the Board Julie J. Bennett and Finance Officer Missy Dixon.

Chair Walker wished everyone a prosperous and happy new year.

Commissioner Riddick gave the invocation. Commissioner Johnson led the pledge of allegiance.

ADDITIONS/DELETIONS: None.

CONSENT AGENDA: **Commissioner Sexton made a motion to approve the Consent Agenda:**

- a) Approval of Minutes
- b) Tax Refunds & Releases and Insolvent Accounts
- c) Proclamation: Plymouth High School (PHS) Football Team

Ms. Bennett read aloud the PHS Football Team Proclamation. Chair Walker presented it to PHS Principal Cherry and Washington County Schools Superintendent Jackson and told them how proud the Board and the community were of the team this year.

Commissioner Johnson seconded, motion carried unanimously.

PUBLIC FORUM: Ms. Gloria Davenport Wynn, Plymouth, told the Board that she read in the Beacon that the Commissioners were looking at moving the E911 center. She asked why it can't be moved to the Commerce Building out by the Airport since that building is not being used. She also said that 100 people are being laid off at Domtar. She said the County should use something we already have and add to its infrastructure.

ECONOMIC IMPROVEMENT COUNCIL, INC. 2017 GRANT APPLICATION: Ms. Bennett explained to the Board that each year the EIC is required to submit a copy of their Grant Application to the Board of Commissioners. A copy of their 2017 grant application was in the Commissioners' Agenda Package. This document is for information only –no action is needed. *(A copy of this application is on file in the Clerk's office.)*

RECOGNITION FOR EMPLOYEE OF THE YEAR: The Employee of the Month Committee, which consisted of Commissioner D. Cole Phelps, former County Manager Willie Carawan, Asst. CM/Attorney Curtis Potter, Harry White and Denise Moulden, met and chose an Employee of the Year from the 11 recipients of the Employee of the Month. Ms. Ann Keyes, Planning & Safety Director and Emergency Management Director was chosen as the Employee of the Year. Chair Walker stated that Ms. Keyes will have 42 years with the County on January 5, 2017. Chair Walker presented an appreciation plaque and a check for \$250 to Ms. Keyes.

EMPLOYEE OF THE MONTH (EOM) DISCUSSION: Mr. Potter said that originally the EOM committee said that they would revisit the program after the first year. The EOM Committee met on December 23, 2016 (minus Denise Moulden who could not attend) and agreed to change the program to Employee of the Quarter. Mr. Potter explained that having it monthly places more administrative challenges on County Management staff. The EOM committee also discussed possibly having money given each quarter to the recipient of the award.

Commissioner Phelps agreed with this change in the program and would like to know what monetary value would be given.

Commissioners Johnson, Sexton and Chair Walker agreed with Commissioner Phelps.

Commissioner Johnson made a motion for a monetary award of \$50 for the quarterly recipient and a monetary award of \$250 for the recipient of the year and March will be the first quarter of recognition. Commissioner Phelps seconded, motion carried unanimously.

SPECIAL RECOGNITION FROM GOVERNOR MCCRORY'S OFFICE: Chair Walker asked for Ms. Ann Keyes and Connie Barnes of the Emergency Management Office and Ms. Jennifer O'Neal, EMS to come forward. Chair Walker presented certificates from Governor McCrory to each of them for their commitment and dedication in helping the State of North Carolina respond to Hurricane Matthew. There was also one for the entire Emergency Management Office. The recipients received a standing ovation from the Commissioners, staff and the audience attending the meeting.

WASHINGTON COUNTY DRAFT AUDITOR'S REPORT: Mr. Jimmy Overton of Carr, Riggs & Ingram gave the following presentation to the Board.

WASHINGTON COUNTY
NORTH CAROLINA
Audit Report
Fiscal Year Ended June 30, 2016



Certificate of Achievement

Certificate of Achievement for Excellence in Financial Reporting

Awarded by

Government Finance Officers Association
Fiscal Year Ended June 30, 2015
20th Consecutive Year

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CARR, RIGGS & INGRAM, LLC

Independent Auditor's Report



Washington County
Unmodified Opinion for the
Fiscal Year Ended June 30, 2016

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CARR, RIGGS & INGRAM, LLC

Government-wide Financial Statements Statement of Net Position

| | Governmental Activities | Business-Type Activities | Total |
|-------------------|----------------------------|-----------------------------|--------------|
| Total Assets | \$18,708,303 | \$9,005,323 | \$27,713,626 |
| Deferred Outflows | 433,657 | 20,974 | 454,631 |
| Total Liabilities | 4,176,016 | 6,653,312 | 10,829,328 |
| Deferred Inflows | 249,729 | 9,791 | 259,520 |
| Net Position | \$14,716,215 | \$2,363,194 | \$17,079,409 |

Exhibit 1 Page 2-14

CARR, RIGGS & INGRAM, LLC

Government-wide Financial Statements Net Position

| | Governmental Activities | Business-Type Activities | Total |
|----------------------------------|-------------------------|--------------------------|---------------------|
| Net Investment in Capital Assets | \$10,897,979 | \$2,772,258 | \$13,670,237 |
| Restricted | 3,528,676 | - | 3,528,676 |
| Unrestricted | 289,560 | (409,064) | (119,504) |
| Total Net Position | \$14,716,215 | \$2,363,194 | \$17,079,409 |

Exhibit 1 Page 2-14

CARR, RIGGS & INGRAM, LLC

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Government-wide Financial Statements Changes in of Net Position

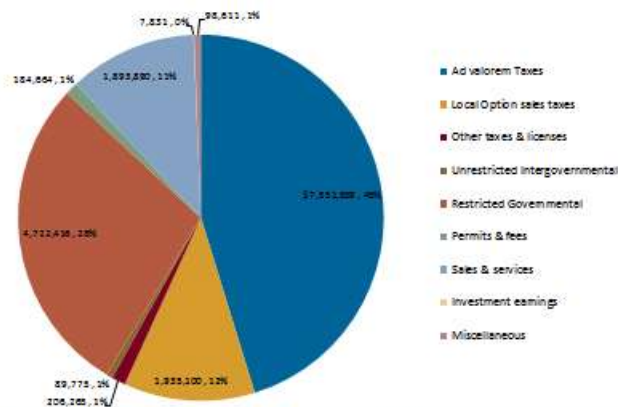
| | Governmental Activities | Business-Type Activities | Total |
|-----------------------------|-------------------------|--------------------------|---------------------|
| Revenues | \$16,489,498 | \$2,570,191 | \$19,059,689 |
| Expenses | 15,952,953 | 3,082,648 | 19,035,601 |
| Transfers | 260,000 | (260,000) | - |
| Change in Net Position | 796,545 | (772,457) | (292,629) |
| Net Position FY 2015 | 16,103,858 | \$3,135,651 | 19,239,509 |
| Prior Period Adjustments | (2,184,188) | - | (2,184,188) |
| Net Position FY 2016 | \$14,716,215 | \$2,363,194 | \$17,079,409 |

Figure 2 Page 2-10

CARR, RIGGS & INGRAM, LLC

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Washington County Revenues By Source



CARR, RIGGS & INGRAM, LLC

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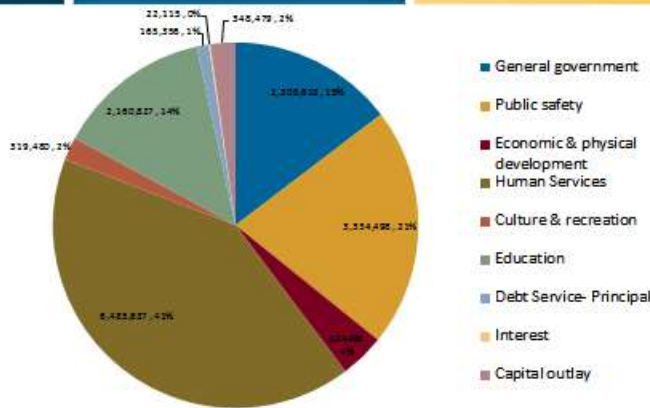
General Fund Revenue Budget Vs. Actual

| | Final Budget | Actual FY 2016 | Actual FY 2015 |
|---------------------------------------|---------------------|---------------------|---------------------|
| Ad-Valorem Taxes | \$7,683,330 | \$7,551,559 | \$7,346,380 |
| Local Option Sales Tax | 1,979,725 | 1,935,100 | 1,988,910 |
| Other Taxes and Licenses | - | 648 | 799 |
| Unrestricted Intergovernmental | 48,000 | 89,775 | 83,564 |
| Federal and State Grants – Restricted | 3,875,731 | 3,888,385 | 3,520,332 |
| Permits & Fees | 234,532 | 184,664 | 245,672 |
| Sales & Services | 418,206 | 449,114 | 462,661 |
| Interest Income | 1,000 | 7,512 | 1,227 |
| Miscellaneous | 45,144 | 97,911 | 32,656 |
| Total Revenues | \$14,285,668 | \$14,204,668 | \$13,682,201 |

Exhibit 5 Page 2-20

CARR, RIGGS & INGRAM, LLC

Washington County Expenditures by Function



CARR, RIGGS & INGRAM, LLC

General Fund Expenditures Budget Vs. Actual

| | Final Budget | Actual FY 2016 | Actual FY 2015 |
|-----------------------------------|---------------------|---------------------|---------------------|
| General Government | \$2,523,034 | \$2,308,618 | \$2,339,969 |
| Public Safety | 3,475,476 | 3,245,556 | 3,172,095 |
| Economic and Physical Development | 258,220 | 250,329 | 132,406 |
| Human Services | 4,839,036 | 4,635,873 | 4,587,655 |
| Cultural and Recreational | 664,316 | 319,480 | 306,792 |
| Education | 2,160,827 | 2,160,827 | 2,077,253 |
| Debt Service | | | |
| Principal | 183,374 | 152,878 | 149,626 |
| Interest | 22,000 | 21,375 | 26,833 |
| Total Expenditures | \$14,126,283 | \$13,094,936 | \$12,792,630 |

Exhibit 5 Page 2-20

CARR, RIGGS & INGRAM, LLC

General Fund
Revenue, Expenditures and Changes in Fund Balance
Budget Vs. Actual

| | Final Budget | Actual FY 2016 | Actual FY 2015 |
|------------------------------------|--------------|----------------|----------------|
| Total Revenues | \$14,285,668 | \$14,204,668 | \$13,682,201 |
| Total Expenditures | 14,126,283 | 13,094,936 | 12,792,630 |
| Revenues Over (Under) Expenditures | 159,385 | 1,109,732 | 889,571 |
| Sale of Capital Assets | 2,000 | - | 10,965 |
| Transfers from Other Funds | 332,114 | 260,000 | 332,114 |
| Transfers to Other Funds | (3,562,491) | (3,545,824) | (136,000) |
| Fund Balance Appropriation | 3,068,992 | - | - |
| Net Change in Fund Balance | \$ - | (2,176,092) | 1,096,650 |
| Fund Balance, Beginning of Year | | 6,994,563 | 5,897,913 |
| Fund Balance, End of Year | | \$4,818,471 | \$6,994,563 |

Exhibit 5 Page 2-20

CARR, RIGGS & INGRAM, LLC

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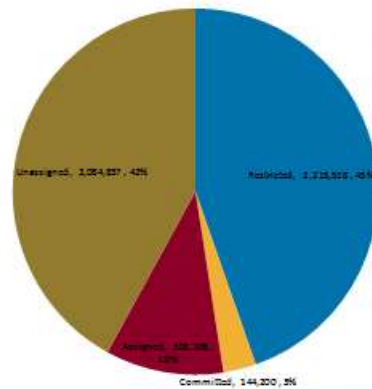
General Fund Balance
Available for Appropriation

| | Amount | Percentage |
|-------------------------------------|--------------|------------|
| Total Fund Balance | \$4,962,671 | 37.90% |
| Less Stabilization by State Statute | (1,518,210) | |
| Fund Balance Available | \$3,444,461 | 26.30% |
| General Fund Expenditures | \$13,094,936 | 100.00% |

CARR, RIGGS & INGRAM, LLC

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Washington County General Fund Balance



Total General Fund Balance \$4,962,671

CARR, RIGGS & INGRAM, LLC

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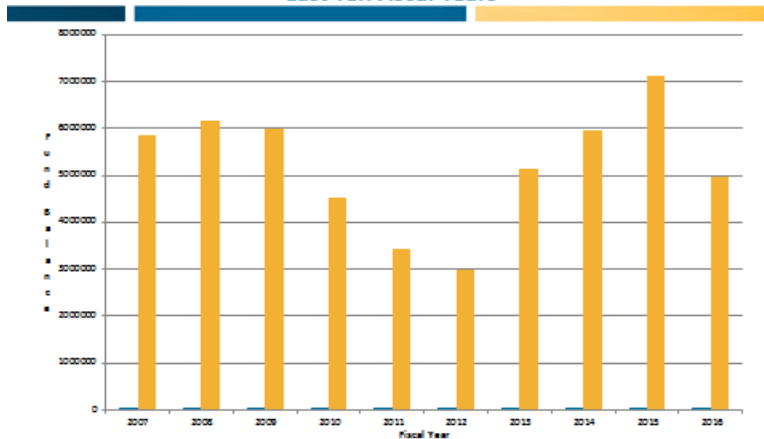
Fund Balance General Fund

| | Fund Balance FY 2016 | Fund Balance FY 2015 |
|---|-------------------------|-------------------------|
| Restricted | | |
| Stabilization by State Statute | \$1,518,210 | \$3,883,713 |
| Register of Deeds | 21,512 | 15,301 |
| Economic Development – Article 44 Sales Tax | 19,762 | - |
| Education – School Capital Outlay – Sales Tax | 656,044 | - |
| Committed – Tax Revaluation | 144,200 | 110,893 |
| Assigned – Subsequent Year’s Expenditures FBA | 518,106 | - |
| Unassigned | 2,084,837 | 3,095,549 |
| Total Fund Balances | \$4,962,671 | \$7,105,456 |

CARR, RIGGS & INGRAM, LLC

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Washington County General Fund Balance Last Ten Fiscal Years



CARR, RIGGS & INGRAM, LLC

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Emergency Medical Services Fund Revenue, Expenditures and Changes in Fund Balance Budget Vs. Actual

| | Final Budget | Actual FY 2016 | Actual FY 2015 |
|------------------------------------|-----------------|-------------------|-------------------|
| Total Revenues | \$1,845,475 | \$1,693,125 | \$1,807,575 |
| Total Expenditures | 2,324,979 | 1,862,982 | 2,343,599 |
| Revenues Over (Under) Expenditures | (479,504) | (169,857) | (536,024) |
| Sale of Capital Assets | - | - | - |
| Transfers from Other Funds | 2,473,125 | 2,473,125 | - |
| Transfers to Other Funds | - | - | - |
| Transfer to Fund Balance | (1,993,621) | - | - |
| Net Change in Fund Balance | \$ - | 2,303,268 | (536,024) |
| Fund Balance, Beginning of Year | | (1,993,621) | (1,457,597) |
| Fund Balance, End of Year | | \$309,647 | (\$1,993,621) |

Exhibit 5 Page 2-21

CARR, RIGGS & INGRAM, LLC

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Fund Balances Governmental Funds

| | Fund Balance FY 2016 | Fund Balance FY 2015 |
|---------------------------------|-------------------------|-------------------------|
| General Fund | \$4,818,471 | \$6,994,563 |
| Tax Mapping & Revaluation | 144,200 | 110,893 |
| Subtotal General Fund | 4,962,671 | 7,105,456 |
| Emergency Medical Services | 309,647 | (1,993,621) |
| Non Major Special Revenue Funds | 507,044 | (257,464) |
| Non-Major Capital Project Funds | 474,321 | 218,706 |
| Total Fund Balances | \$6,253,683 | \$5,073,077 |

Exhibit 3 Page 2-17

CARR, RIGGS & INGRAM, LLC

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Ad Valorem Taxes

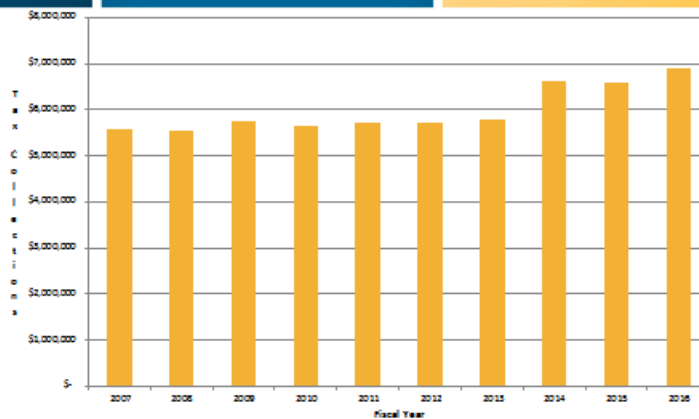
| | Amount |
|---|---------------|
| Assessed Property Valuation 2015 Levy | \$908,233,389 |
| Tax Rate Per \$100 of Assessed Value | \$0.79 |
| Net Levy 2015 | 7,182,538 |
| Current Year Tax Collections | 6,893,232 |
| Uncollected Taxes at June 30, 2016 | 289,306 |
| Tax Collection Percentage – Prior Year 94.03% | 95.97% |
| Taxes Receivable All Years 2006 to 2015 Levy | \$1,003,732 |

Pages 2-121 and 2-122

CARR, RIGGS & INGRAM, LLC

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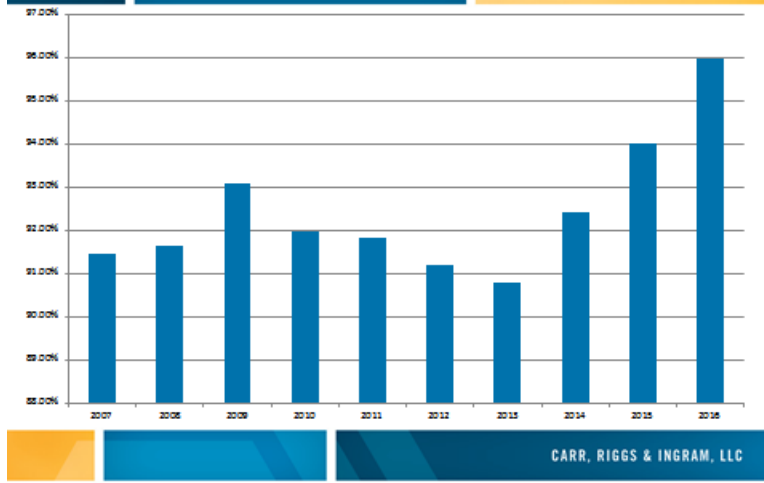
Washington County Property Tax Revenues Last Ten Fiscal Years



CARR, RIGGS & INGRAM, LLC

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Washington County Tax Collection Percentage Last Ten Fiscal Years



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Sanitation Fund Budget Vs. Actual

| | Final Budget | Actual FY 2016 | Actual FY 2015 |
|-----------------------------|--------------|----------------|----------------|
| Operating Revenues | \$1,175,511 | \$1,055,601 | \$1,066,140 |
| Non-Operating Revenues | 84,497 | 98,971 | 28,785 |
| Expenses | (1,253,778) | (1,234,244) | (1,220,929) |
| Landfill Post-Closure Costs | - | (849,633) | (614,634) |
| Loss on Disposal of Assets | - | - | (54,623) |
| Transfer to General Fund | (60,000) | (60,000) | (60,000) |
| Fund Balance Appropriation | 53,770 | - | - |
| Change in Net Position | \$ - | (989,305) | (855,261) |
| Net Position, Beginning | | 295,920 | 1,151,181 |
| Net Position, Ending | | (\$693,385) | \$295,920 |

CARR, RIGGS & INGRAM, LLC

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Water Fund Budget Vs. Actual

| | Final Budget | Actual FY 2016 | Actual FY 2015 |
|----------------------------|--------------|----------------|----------------|
| Operating Revenues | \$1,291,528 | \$1,415,482 | \$1,227,978 |
| Investment Earnings | - | 137 | 20 |
| Expenses | (914,921) | (822,164) | (883,379) |
| Interest on Long-Term Debt | (176,607) | (176,607) | (183,303) |
| Transfer to General Fund | (200,000) | (200,000) | (200,000) |
| Change in Net Position | \$ - | 216,848 | (38,684) |
| Net Position, Beginning | | 2,839,731 | 2,878,415 |
| Net Position, Ending | | \$3,056,579 | \$2,839,731 |

Exhibit 7 Page 2-24

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Interfund Receivables / Payables

| | Due To / From Other Funds | Due From Component Unit |
|---|------------------------------|-------------------------------|
| General Fund | | |
| Due from Emergency Medical Services Fund | \$671,247 | |
| Due from Commerce Center Capital Project Fund | 6,680 | |
| Due from Library Project Grant Fund | 3,792 | |
| Due from Washington County Travel & Tourism Authority | | \$28,100 |
| Total General Fund | \$681,719 | \$28,100 |
| Sanitation Fund | | |
| Due from Water Fund | 518,327 | |
| Net Interfund Receivable / Payable | \$1,200,046 | \$28,100 |

Exhibit 3 & 6 Pages 2-17 & 2-23

CARR, RIGGS & INGRAM, LLC

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Changes in Long-Term Debt

| | Governmental Activities | Business-Type Activities | Total |
|-------------------------------|----------------------------|-----------------------------|--------------------|
| Long-Term Debt FY 2015 | \$626,341 | \$5,071,174 | \$5,697,515 |
| Loan Proceeds | - | - | - |
| Less Principal Payments | (165,356) | (206,119) | (371,475) |
| Long-Term Debt FY 2016 | \$460,985 | \$4,865,055 | \$5,326,040 |

Note 3 Page 2-71

CARR, RIGGS & INGRAM, LLC

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Long-Term Debt

| | Governmental Activities | Business-Type Activities | Total |
|-----------------------------|----------------------------|-----------------------------|--------------------|
| Installment Loans | \$460,985 | \$ - | \$460,985 |
| Water Revenue Bonds | - | 4,361,191 | 4,361,191 |
| Note payable NCDENR | - | 503,864 | 503,864 |
| Total Long-Term Debt | \$460,985 | \$4,865,055 | \$5,326,040 |

Note 3 Page 2-71

CARR, RIGGS & INGRAM, LLC

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Total Long-Term Liabilities

| | Governmental Activities | Business-Type Activities | Total |
|----------------------------------|-------------------------|--------------------------|--------------|
| Long-Term Debt | \$460,985 | \$4,865,055 | \$5,326,040 |
| Vacation Pay | 588,445 | 27,948 | 616,393 |
| Net Pension Obligation LEOSSA | 135,081 | - | 135,081 |
| Net Pension Liability LGERS | 387,187 | 18,837 | 406,024 |
| Net Pension Liability Hospital | 2,434,862 | - | 2,434,862 |
| Landfill Post-Closure Care Costs | - | 1,464,267 | 1,464,267 |
| Total Long-Term Liabilities | \$4,006,560 | \$6,376,107 | \$10,382,667 |

Note 3 Page 2-71

CARR, RIGGS & INGRAM, LLC

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Pension Liabilities

| | LEOSSA | Hospital |
|---|-------------------|-----------------|
| Actuarial Accrued Liability | \$162,914 | \$3,328,456 |
| Actuarial Value of Assets - \$824,766 at June 8, 2016 | - | \$893,594 |
| Unfunded Actuarial Accrued Liability | \$162,914 | \$2,434,862 |
| Funded Ratio | 0% | 26.85% |
| Net Loss Current Year (Benefits & Expenses Paid) | - | \$255,816 |
| Net Pension Obligation (Cumulative ARC) | \$135,081 | \$1,136,457 |
| Annual Required Contribution FY 2017 | \$31,101 | \$225,979 |
| Actual Contributions Made During Current Year | - | - |
| Valuation Date | December 31, 2015 | January 1, 2016 |
| Benefits Frozen as of | | March 6, 2007 |

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CARR, RIGGS & INGRAM, LLC

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Restricted Sales Tax School Capital Outlay

| | Total | Restricted |
|---|-------------|-------------|
| Sales Tax - Article 40 - 30% Restricted | \$3,506,384 | \$1,051,915 |
| Sales Tax - Article 42 - 60% Restricted | 1,981,259 | 1,188,755 |
| Education Lottery Proceeds | | 664,235 |
| Total Restricted Funds Received from State | | 2,904,905 |
| Annual Capital Outlay Contribution to Schools - 5 Years | \$300,000 | 1,500,000 |
| Capital Outlay Expenditures | | 748,861 |
| Total School Capital Outlay Expenditures | | 2,248,861 |
| Restricted Fund Balance - School Capital Outlay | | \$656,044 |
| Amounts Received and Spent 5 Years 2012-2016 | | |

Exhibit 3 Page 2-17

CARR, RIGGS & INGRAM, LLC

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**Washington County Travel and Tourism Authority
Balance Sheet**

| | FY 2016 | FY 2015 |
|--------------------------|-----------------|-------------------|
| Cash | \$60,109 | \$60,091 |
| Receivables | 13,036 | 155 |
| Total Assets | \$73,145 | \$60,246 |
| Accounts Payable | \$29,325 | \$11,211 |
| Due to Washington County | 28,100 | 135,713 |
| Total Liabilities | 57,425 | 146,924 |
| Fund Balance | \$15,720 | (\$86,678) |

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CARR, RIGGS & INGRAM, LLC

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**Washington County Travel and Tourism Authority
Revenues, Expenditures and Changes in Fund Balance**

| | FY 2016 | FY 2015 |
|--|-----------------|-------------------|
| Occupancy Taxes | \$133,246 | \$104,718 |
| Contribution from Washington County | 86,769 | - |
| Bear Festival Sponsorships and Donations | 37,958 | - |
| Investment Earnings | 18 | 92 |
| Miscellaneous Revenues | 1,772 | - |
| Total Revenues | 259,763 | 104,810 |
| Expenditures | 157,365 | 165,563 |
| Net Change in Fund Balance | 102,398 | (60,753) |
| Fund Balance, Beginning of Year | (86,678) | (25,925) |
| Total Fund Balances | \$15,720 | (\$86,678) |

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CARR, RIGGS & INGRAM, LLC

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**Washington County Travel and Tourism Authority
Expenditures**

| | FY 2016 | FY 2015 |
|---------------------------|------------------|------------------|
| Salaries and Benefits | \$29,398 | \$53,194 |
| Advertising | 29,088 | 63,277 |
| Contracted Services | 3,750 | 15,000 |
| Grants | 24,664 | 29,250 |
| Bear Festival Expenses | 64,203 | - |
| Operating expenditures | 6,262 | 4,842 |
| Total Expenditures | \$157,365 | \$165,563 |

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CARR, RIGGS & INGRAM, LLC

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TODAY'S PRESENTERS

| | |
|--|---|
| James C. Overton, CPA Supervising Senior 2805 North Park Drive Goldsboro, North Carolina (919) 988-6221 joverton@cricpa.com | C. Dean Horne, CPA, CVA Partner-in-Charge 2805 North Park Drive Goldsboro, North Carolina (252) 649-6104 dhorne@cricpa.com |
|--|---|

Text CRI to 66866 to receive CRI News and Alerts.

CARR, RIGGS & INGRAM, LLC

Mr. Overton thanked Ms. Dixon and Mr. Carawan for all of the assistance they gave the auditor's office. They should also be commended for cleaning up the books from past years.

Chair Walker thanked Mr. Overton and said it looks like the County is moving in the right direction.

COLLETON EMS BILLING: Dave Pickren, National Sales Director of Colleton Software, spoke to the Board regarding their electronic data collections system and billing/collection service for Washington County EMS and gave the following presentation.

Washington County Board of Commissioners Meeting January 3rd 2017



Washington County Commissioners
Presentation

January 3rd, 2017

Submitted to:
Washington County Emergency Medical Services
Plymouth, NC

Submitted by:
Dave Pickren, National Sales Director
Colleton Software Inc. /Tarheel Medical Billing



Washington County EMS Call Volume Historical Information

2016 Calendar Year to Date

| | |
|--------------|------|
| Total Calls | 2909 |
| 911 Emergent | 1864 |
| Non-Emergent | 1045 |

Historical Information

2012 Calendar Year

| | |
|--------------|------|
| Total Calls | 5552 |
| 911 Emergent | 3454 |
| Non-Emergent | 2098 |

2013 Calendar Year

| | |
|--------------|------|
| Total Calls | 4750 |
| 911 Emergent | 2981 |
| Non-Emergent | 1769 |

2014 Calendar Year

| | |
|--------------|------|
| Total Calls | 3974 |
| 911 Emergent | 2332 |
| Non-Emergent | 1642 |

2015 Calendar Year

| | |
|--------------|------|
| Total Calls | 3200 |
| 911 Emergent | 1909 |
| Non-Emergent | 1291 |

Colleton Software took over in July, 2015.



Call Breakdown for Washington County

| | TOTAL | ALL 911 | Washington 911 | 911 Call | All Non-911 | Non-911 | Emergency |
|-----------|-------------|-------------|----------------|------------|-------------|------------|-----------|
| 15-Jul | 295 | 162 | 133 | 29 | 133 | 127 | 6 |
| 15-Aug | 240 | 180 | 135 | 45 | 60 | 58 | 2 |
| 15-Sep | 233 | 179 | 144 | 35 | 54 | 54 | |
| 15-Oct | 238 | 176 | 138 | 38 | 62 | 62 | |
| 15-Nov | 231 | 177 | 146 | 31 | 54 | 53 | 1 |
| 15-Dec | 175 | 126 | 106 | 20 | 49 | 49 | |
| 16-Jan | 232 | 160 | 133 | 27 | 72 | 72 | |
| 16-Feb | 174 | 136 | 113 | 23 | 38 | 38 | |
| 16-Mar | 239 | 175 | 129 | 46 | 59 | 59 | |
| 16-Apr | 178 | 153 | 121 | 32 | 29 | 28 | 1 |
| 16-May | 190 | 164 | 136 | 28 | 26 | 25 | 1 |
| 16-Jun | 326 | 178 | 140 | 38 | 131 | 129 | 2 |
| | 2751 | 1966 | 1574 | 392 | 767 | 754 | 13 |
| Fiscal 17 | | | | | | | |
| | TOTAL | ALL 911 | Washington 911 | 911 Call | All Non-911 | Non-911 | Emergency |
| 16-Jul | 280 | 147 | 118 | 29 | 139 | 137 | 2 |
| 16-Aug | 298 | 161 | 123 | 38 | 133 | 121 | 12 |
| 16-Sep | 306 | 181 | 137 | 44 | 122 | 107 | 15 |
| 16-Oct | 272 | 178 | 140 | 38 | 102 | 102 | |
| 16-Nov | 282 | 153 | 118 | 35 | 129 | 129 | |
| 16-Dec | 143 | 73 | 64 | 14 | 65 | 60 | 5 |
| | 1588 | 898 | 700 | 198 | 690 | 656 | 34 |

Notes

- Increase in Non-Emergent
- More calls in first 6 months than in all of 2016 fiscal
- First calendar year that we have not lost call volume
- 911 service is almost the same as prior year.
- Call volume on pace for 3400 calls in 2017 Fiscal



Washington County Accounts Receivable

| Current Payer Name | Sum(Total) |
|---|---------------------|
| SELF PAY | \$220,970.86 |
| NORTH CAROLINA MEDICAID | \$34,912.40 |
| NC Medicare Part B (J11) | \$25,531.37 |
| WASHINGTON COUNTY HOSPITAL | \$20,574.76 |
| BLUE CROSS BLUE SHIELD OF NORTH CAROLINA | \$19,238.69 |
| UNITED HEALTH CARE | \$6,108.20 |
| HUMANA | \$2,958.90 |
| MUTUAL OF OMAHA INSURANCE COMPANY | \$2,659.76 |
| AETNA | \$2,288.40 |
| Sierra Health & Life Insurance Company | \$2,256.95 |
| USAA (UNITED SERVICES AUTOMOBILE ASSOCIATION) | \$1,968.10 |
| CIGNA | \$1,729.71 |
| MEDCOST | \$1,686.95 |
| AARP | \$1,620.88 |
| Railroad Medicare-Claims Dept. | \$1,378.46 |
| UNITED HEALTHCARE | \$1,138.02 |
| VA MEDICAL CENTER | \$952.60 |
| NC DEPARTMENT OF PUBLIC SAFETY | \$908.16 |
| MEDCOST INC. | \$862.80 |
| UNITED AMERICAN INS | \$855.30 |
| AMEDYSIS HOSPICE | \$852.80 |
| GHI* | \$730.66 |
| VIDANT BEAUFORT HOSPITAL | \$705.81 |
| FARM BUREAU | \$670.30 |
| PHP CLAIMS DEPT | \$655.66 |
| CONNECTICUT GENERAL LIFE INS | \$535.66 |
| TRICARE FOR LIFE 7890(8/1/04) | \$252.08 |
| ANTHEM BLUE CROSS AND BLUE SHIELD (VIRGINIA) | \$163.93 |
| GEHA | \$138.46 |
| AMERICAN BENEFITS | \$117.26 |
| | \$355,723.90 |

Steps to verify and eliminate all possible Self Pay Accounts

1. Meeting with Andrew Coccaro to review calls and fins trends in self pay
2. Change in mailing system to outside source that specializes in medical mailing.
3. Scrubbed all calls to find alternative payment source
4. Worked with Washington County EMS to verify payment status
5. Ran all calls through our eligibility checker to find any additional payment sources
6. Submitted calls to Washington County Ems for their review
7. Worked with local hospitals to find payment sources
8. Colleton went through every self-pay call and reviewed against EMS chart and other document sources.



Washington County All Services

| Month | Sum(Gross Charges) | Sum Net Adjustments | Net Charges | Sum Net Payments | Sum Net Recoupment | Sum Net Refunds | Sum(Net Balance) | Pct. | Net Per Trip | Gross Trip | Cash Trip |
|-------------|-----------------------|---------------------|-----------------------|---------------------|--------------------|-----------------|---------------------|---------------|-----------------|-----------------|-----------------|
| Jan 232 | \$132,894.21 | \$49,954.50 | \$82,939.71 | \$62,675.91 | \$154.85 | \$25.00 | \$20,083.95 | 75.73% | \$572.82 | \$357.50 | \$270.15 |
| Feb 174 | \$100,808.45 | \$29,440.78 | \$71,367.67 | \$51,378.35 | \$0.00 | \$0.00 | \$19,989.32 | 71.99% | \$579.36 | \$410.16 | \$295.28 |
| Mar 239 | \$140,247.19 | \$43,381.51 | \$96,865.68 | \$64,627.38 | | | \$32,238.30 | 66.72% | \$586.81 | \$405.30 | \$270.41 |
| Apr 178 | \$107,639.08 | \$34,382.70 | \$73,256.38 | \$46,468.30 | | \$311.13 | \$26,476.95 | 63.70% | \$604.71 | \$411.55 | \$261.06 |
| May 190 | \$116,680.69 | \$34,680.88 | \$81,999.81 | \$48,085.15 | \$314.63 | \$5,294.46 | \$28,305.57 | 62.95% | \$614.11 | \$431.58 | \$253.08 |
| Jun 326 | \$162,663.41 | \$51,728.34 | \$110,935.07 | \$63,293.27 | \$3,073.77 | \$482.85 | \$44,085.18 | 58.94% | \$498.97 | \$340.29 | \$194.15 |
| Jul 280 | \$125,023.01 | \$43,619.32 | \$81,403.69 | \$51,875.42 | \$70.75 | | \$29,457.52 | 63.78% | \$446.51 | \$290.73 | \$185.27 |
| Aug 298 | \$148,407.90 | \$50,735.41 | \$97,672.49 | \$63,695.11 | \$0.06 | \$175.44 | \$33,801.88 | 65.33% | \$498.01 | \$327.76 | \$213.74 |
| Sep 306 | \$158,628.25 | \$52,091.94 | \$106,536.31 | \$64,428.66 | \$562.29 | | \$41,545.36 | 60.80% | \$518.39 | \$348.16 | \$210.55 |
| Oct 272 | \$137,321.73 | \$48,648.76 | \$88,672.97 | \$60,056.40 | \$3,636.06 | \$70.75 | \$24,909.76 | 70.68% | \$504.86 | \$326.00 | \$220.80 |
| Nov 282 | \$131,150.73 | \$38,735.63 | \$92,415.10 | \$54,478.05 | \$1,150.25 | | \$36,796.80 | 59.69% | \$465.07 | \$327.71 | \$193.18 |
| Dec | \$76,755.98 | \$12,239.66 | \$64,516.32 | \$7,731.86 | | | \$56,784.46 | | | | |
| 2777 | \$1,538,220.63 | \$489,639.43 | \$1,048,581.20 | \$638,793.86 | ##### | ##### | \$394,465.05 | 61.82% | \$553.91 | \$377.59 | \$230.03 |



Washington County Board of Commissioners Meeting January 3rd 2017

Washington County Non-Emergent Billable Transports

| Month | # of Trips | |
|-----------|-------------|---------------------|
| 1/1/2016 | 72 | \$19,330.45 |
| 2/1/2016 | 38 | \$7,800.56 |
| 3/1/2016 | 61 | \$18,366.31 |
| 4/1/2016 | 26 | \$3,904.38 |
| 5/1/2016 | 25 | \$6,045.70 |
| 6/1/2016 | 137 | \$6,146.49 |
| 7/1/2016 | 132 | \$19,612.45 |
| 8/1/2016 | 102 | \$15,792.39 |
| 9/1/2016 | 113 | \$16,798.59 |
| 10/1/2016 | 94 | \$16,373.99 |
| 11/1/2016 | 129 | \$14,567.39 |
| 12/1/2016 | | |
| | 1000 | \$144,738.70 |

Notes

- Monthly expenses for Non-Emergent are approximately \$16,000 per month
- Washington County EMS is running 100% of all calls, point to point within the county
- The county is running limited calls outside the county.

- Up to 300% Increase of Revenues based on the dates of services.
- Call volume has increased almost 5-fold since beginning of 2016.

- Revenues have exceeded expenses for 3 months this year and we should surpass the expenses for each month in the second half of the years.
- Revenues for each month will increase as more calls from the month are paid.
- Washington County Non-Emergent Transports are profitable slightly after just a few months of operation.
- Neighboring county took almost 18 months to achieve profitability. Washington County achieved this goal within the same year.



Washington County Board of Commissioners Meeting January 3rd 2017

Call Analysis

- Lower Mileage
- Bad payer mix
- Calls with no payer source, patient payment accounts
- Patients that do not qualify for Medicare and for uncovered services.

Issues

- Private companies are still transporting out of county transport which are higher paying.
- It appears that the private companies are taking the profitable calls paid by Medicare and Commercial Insurance.
- The private companies are refusing to take the lower paid Medicaid and Patient Payment accounts.
- Facilities are calling private companies for profitable calls and the county for remainder
- Private companies are "cheery picking" the profitable calls and refusing the lower paying transports
- Private companies appear to have a relationship with the facilities that allow for the privates to pick and choose the higher paying calls.

| | Normal Payer Mix | Washington Mix | Avg. Payment |
|---------------------|-------------------------|-----------------------|---------------------|
| Medicare | 55% | 12% | \$350.00 |
| Medicaid | 20% | 53% | \$78.25 |
| Commercial | 20% | 6% | \$300.00 |
| Patient Pays | 15% | 29% | \$0 |

- Medicaid does not pay in county mileage
- Washington County taking almost 3 times the normal mix of lower paying Medicaid
- Medicaid and Patient payment accounts are generally revenue losing calls.
- Patient payment accounts are almost twice the normal amount
- Any patient payment is considered a bonus
- Medicare rate for BLS transports to Greenville could pay upwards of \$600 per transport.
- Private companies are taking these calls while the county is taking 4 out of 5 calls that are lower paying.

Washington County Board of Commissioners Meeting January 3rd 2017



| Incident | Report | Date | Billed | Payment | Adjust | Balance |
|-------------|--------|------------|----------|----------|----------|-----------|
| 2016-958 | 01994 | 10/7/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-931 | 01903 | 10/1/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-932 | 01931 | 10/1/2016 | \$259.56 | \$141.50 | \$188.81 | (\$70.75) |
| 2016-934 | 01914 | 10/3/2016 | \$265.81 | \$0.00 | \$0.00 | \$265.81 |
| 2016-933 | 01932 | 10/3/2016 | \$265.81 | \$0.00 | \$0.00 | \$265.81 |
| 2016-937 | 01922 | 10/4/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-941 | 01925 | 10/4/2016 | \$275.81 | \$0.00 | \$0.00 | \$275.81 |
| 2016-942 | 01927 | 10/4/2016 | \$277.06 | \$0.00 | \$0.00 | \$277.06 |
| 2016-939 | 01923 | 10/4/2016 | \$423.31 | \$282.19 | \$141.12 | \$0.00 |
| 2016-00936 | 01921 | 10/4/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-935 | 01919 | 10/4/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-947 | 01937 | 10/5/2016 | \$265.81 | \$0.00 | \$0.00 | \$265.81 |
| 2016-943 | 01930 | 10/5/2016 | \$265.81 | \$0.00 | \$0.00 | \$265.81 |
| 2016-944 | 01934 | 10/5/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-946 | 01938 | 10/5/2016 | \$810.81 | \$471.04 | \$219.61 | \$120.16 |
| 2016-949 | 02005 | 10/6/2016 | \$259.56 | \$212.25 | \$118.06 | (\$70.75) |
| 2016-952 | 01953 | 10/6/2016 | \$259.56 | \$78.25 | \$181.31 | \$0.00 |
| 2016-954 | 01951 | 10/6/2016 | \$259.56 | \$78.25 | \$181.31 | \$0.00 |
| 2016-948 | 01943 | 10/6/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-951 | 01944 | 10/6/2016 | \$834.56 | \$217.63 | \$616.93 | \$0.00 |
| 2016-956 | 01949 | 10/7/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-959 | 01989 | 10/7/2016 | \$262.06 | \$171.23 | \$47.15 | \$43.68 |
| 2016-961 | 01987 | 10/7/2016 | \$272.06 | \$167.64 | \$48.53 | \$55.89 |
| 2016-960 | 01993 | 10/7/2016 | \$262.06 | \$171.23 | \$90.83 | \$0.00 |
| 2016-957 | 01948 | 10/7/2016 | \$770.81 | \$486.68 | \$284.13 | \$0.00 |
| 2016-100 | 01945 | 10/8/2016 | \$284.56 | \$186.72 | \$97.84 | \$0.00 |
| 2016-963 | 01946 | 10/8/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-962 | 01947 | 10/8/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-968 | 01969 | 10/10/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-964 | 01973 | 10/10/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-967 | 01970 | 10/10/2016 | \$262.06 | \$171.23 | \$90.83 | \$0.00 |
| 2016-011060 | 01975 | 10/10/2016 | \$755.66 | \$369.02 | \$136.64 | \$250.00 |
| 2016-966 | 01971 | 10/10/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-969 | 01961 | 10/11/2016 | \$259.56 | \$212.25 | \$118.06 | (\$70.75) |
| 2016-971 | 01962 | 10/11/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-970 | 01955 | 10/12/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-978 | 02008 | 10/12/2016 | \$262.06 | \$0.00 | \$0.00 | \$262.06 |
| 2016-975T | 02010 | 10/12/2016 | \$262.06 | \$171.23 | \$47.15 | \$43.68 |
| 2016-974 | 02013 | 10/12/2016 | \$262.06 | \$171.23 | \$90.83 | \$0.00 |
| 2016-972 | 02018 | 10/12/2016 | \$767.06 | \$450.99 | \$316.07 | \$0.00 |
| 2016-981 | 02035 | 10/13/2016 | \$262.06 | \$171.23 | \$90.83 | \$0.00 |
| 2016-979 | 02023 | 10/13/2016 | \$415.81 | \$277.03 | \$138.78 | \$0.00 |
| 2016-982 | 02054 | 10/13/2016 | \$259.56 | \$78.25 | \$181.31 | \$0.00 |
| 2016-980 | 02056 | 10/13/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-976 | 02022 | 10/13/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-987 | 02046 | 10/14/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-986 | 02050 | 10/14/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |



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| | | | | | | |
|------------|-------|------------|----------|----------|----------|-----------|
| 2016-985 | 02044 | 10/14/2016 | \$277.06 | \$0.00 | \$0.00 | \$277.06 |
| 2016-984 | 02045 | 10/14/2016 | \$277.06 | \$0.00 | \$0.00 | \$277.06 |
| 2016-989 | 02042 | 10/15/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-988 | 02043 | 10/15/2016 | \$259.56 | \$141.50 | \$188.81 | (\$70.75) |
| 2016-997 | 02066 | 10/17/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-990 | 02031 | 10/17/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-991 | 02029 | 10/17/2016 | \$259.56 | \$78.25 | \$181.31 | \$0.00 |
| 2016-993 | 02032 | 10/17/2016 | \$259.56 | \$78.25 | \$181.31 | \$0.00 |
| 2016-995 | 02027 | 10/17/2016 | \$259.56 | \$78.25 | \$181.31 | \$0.00 |
| 2016-1000 | 02071 | 10/18/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-999 | 02069 | 10/18/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-0998 | 02086 | 10/18/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1004 | 02077 | 10/19/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-1002 | 02076 | 10/19/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-1001 | 02074 | 10/19/2016 | \$262.06 | \$214.91 | \$47.15 | \$0.00 |
| 2016-1007 | 02093 | 10/20/2016 | \$259.56 | \$78.25 | \$181.31 | \$0.00 |
| 2016-1006 | 02088 | 10/20/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1005 | 02087 | 10/20/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1010 | 02099 | 10/21/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-1009 | 02096 | 10/21/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-1011 | 02100 | 10/21/2016 | \$800.81 | \$466.45 | \$215.37 | \$118.99 |
| 2016-1012 | 02102 | 10/22/2016 | \$259.56 | \$0.00 | \$0.00 | \$259.56 |
| 2016-1013 | 02103 | 10/22/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-01014 | 02112 | 10/23/2016 | \$262.06 | \$171.23 | \$90.83 | \$0.00 |
| 2016-1019 | 02125 | 10/24/2016 | \$264.56 | \$0.00 | \$0.00 | \$264.56 |
| 2016-1020 | 02126 | 10/24/2016 | \$275.81 | \$0.00 | \$0.00 | \$275.81 |
| 2016-1021 | 02127 | 10/24/2016 | \$284.56 | \$284.56 | \$0.00 | \$0.00 |
| 2016-1022 | 02129 | 10/24/2016 | \$284.56 | \$284.56 | \$0.00 | \$0.00 |
| 2016-1018 | 02122 | 10/24/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1016 | 02118 | 10/24/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1024 | 02134 | 10/25/2016 | \$259.56 | \$0.00 | \$0.00 | \$259.56 |
| 2016-1023 | 02137 | 10/25/2016 | \$262.06 | \$171.23 | \$90.83 | \$0.00 |
| 2016-1025 | 02139 | 10/25/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1028 | 02143 | 10/26/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1032 | 02155 | 10/27/2016 | \$262.06 | \$171.23 | \$47.15 | \$43.68 |
| 2016-1031 | 02157 | 10/27/2016 | \$262.06 | \$171.23 | \$90.83 | \$0.00 |
| 2016-1030 | 02156 | 10/27/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1029 | 02147 | 10/27/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1034 | 02165 | 10/28/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-1033 | 02160 | 10/28/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-1036 | 02163 | 10/29/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1035 | 02162 | 10/29/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1037 | 02175 | 10/30/2016 | \$262.06 | \$214.91 | \$47.15 | \$0.00 |
| 2016-1042 | 02183 | 10/31/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-1038 | 02180 | 10/31/2016 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2016-1041 | 02182 | 10/31/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |
| 2016-1039 | 02179 | 10/31/2016 | \$259.56 | \$70.75 | \$188.81 | \$0.00 |

Mr. Pickren said he has been working closely with Mr. Coccaro and Ms. Dixon. He has seen increased call volume. With Medicaid and Medicare it is strictly a numbers game. The County must have the call volume to get the money. There is a 92% increase in the non-emergent side. 911 is running about the same. The County is on pace for calls for transport. The County is running 100% of 911 calls for the County. Mr. Pickren said he has had a lot of

meetings with Ms. Dixon and Mr. Coccaro to make EMS profitable for the County. They meet at least once a month. He has also had training with staff to fill out paperwork correctly to be paid correctly. He has created a relationship with Washington County Hospital. Colleton Software went with a medical billing mailing company because Colleton was receiving bills returned that were undeliverable when they were mailing them themselves. He has seen an increase since changing their process. Mr. Pickren said he is looking at every self-pay call to try to get them off the books.

Commissioner Sexton asked what does the County need to do to get ahead. Does the County need to do something about transport? Mr. Coccaro answered and said the County doesn't have all the numbers for a full billing cycle so the County doesn't need to jump the gun. The County needs to wait until the cycle has time to mature.

Commissioner Johnson asked if Mr. Coccaro has considered a 'meet the transport' folks with the facilities folks who handle transport for those facilities--maybe do a "lunch & learn". Commissioner Riddick suggested taking EMS transport folks to the facilities to meet their folks who schedule transports.

Mr. Potter said the next time to look at this should be during the budget work sessions. As long as the County is continuing to break even, the Commissioners should see this as a good thing.

The Board asked Mr. Pickren to come back to the Board in 90-120 days to give an update.

Commissioner Phelps requested to the Board that when the County does its NCACC 'meeting in a box' legislative goals, we need to discuss Medicaid reimbursement.

CARDIAC ARREST MANAGEMENT PRESENTATION: Mr. Andrew Coccaro, EMS Director, gave the following presentation.

CARDIAC ARREST MANAGEMENT UPDATE

Andrew Cocco, BS, NRP, CACP
EMS Director

Review of Why

- Cardiac arrest management has changed over the last several years.
- We want to provide a high quality, and high value system to our citizens and visitors.

How About Some Stats????

- ROSC= Return of spontaneous circulation.
- National average of ROSC= 6.89%
- Yes it is still that bad. Why? Because too many systems still don't believe in CHANGE!!!!

What About Us?

- So if you remember we started this new process out with a ROSC rate of 6.25%
- So we were doing the old medicine and getting the same bad outcomes that much of the rest of the U.S. is getting.

What We Changed

- Remember all we did was implement the new cardiac arrest management concept, and working the cardiac arrest on scene. That was it!
- We CHANGED and that is the best thing any EMS system can do.

How is it going?

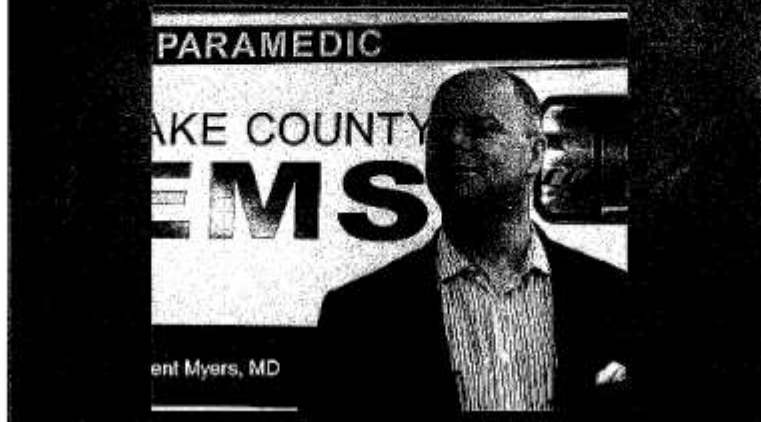
- Last December we started this new cardiac arrest management and family care concept.
- We have had 20 cardiac arrests since 12/2015.
- We started this journey one year ago at 6.25% we are now at 35%

35%

Amazing

- We have had an incredible ROSC increase over the last 12 months.
- Not many systems are seeing these numbers at all, not alone in the first year of implementation.

Remember This Guy?



If you said Dr. Brent Myers you
would be correct!!!!!!

Dr. Myers

- Truly made this possible when he said:
"Resuscitation is a pre-hospital enterprise, and post resuscitation care is a hospital enterprise."

Summary

- 12 months went from 6.25% to 35%
- Strong leadership.
- Strong providers.
- Strong partnerships.

Questions

Thank you for your support



Commissioner Sexton said to keep up the good work and Chair Walker said that Mr. Cocco was doing a good job.

FIRE COMMISSION RECOMMENDATION: Ms. Keyes stated that at the Fire Commission meeting held on November 28, 2016, the Washington County Fire Commission unanimously approved a motion to recommend the following motion to the Washington County Board of Commissioners:

In order to maintain the necessary equipment and personnel to furnish fire protection and related services at no charge to all persons, the Washington County Fire Commission recommends that the \$.04 (four cents) of the Washington County's Ad Valorem taxes currently assessed for fire protection be established as a fire district tax and be addressed as such on the tax billing forms.

Ms. Keyes asked for a motion from the Board to approve the Fire Commission's recommendation.

Mr. Potter stated that this would be similar to a drainage district. Commissioner Sexton asked would it be more work for the tax office to have these different rates on the tax bill. Ms. Wilkins said she wasn't sure since tonight is the first time she has heard about this.

Mr. Overton, the County's auditor, was still in the audience and he said an agency fund would need to be set up to collect the taxes and to track the money and allocate it to the correct fire district.

Commissioner Sexton asked about neighboring counties and how they are set up. Ms. Keyes said that Beaufort County does have fire districts. Ms. Keyes said she felt if it was shown on the tax bill, residents would know how their tax money was being spent.

Mr. Potter said different rates can be broken out on the County's tax bill showing different rates without having districts. It reduces the overall ad valorem tax rate. He has seen County wide districts done in other counties. Mr. Overton also said if the County puts the restriction on the tax bill, then the funds can't be spent on anything else.

Commissioner Phelps asked Mr. Potter if fire districts have to go through the same legal hoops as drainage districts do. Mr. Potter said some of the legal hoops are still there, but not exactly the same.

Commissioner Sexton asked Mr. Potter to bring back pros and cons of this recommendation to the February meeting.

PLANNING BOARD RECOMMENDATION: Ms. Ann Keyes said that at the Washington County Planning Board meeting held on December 15, 2016, the Washington County Planning Board discussed flooding issues associated with "Hurricane Matthew". After a lengthy discussion including base flood elevation, water in yards, flooded ductwork and increasing freeboard, the Washington County Planning Board unanimously approved a motion to recommend the following to the Washington County Board of Commissioners:

The recommendation to amend the Washington County Flood Damage Prevention Ordinance, Specific Standards, to increase the lowest floor elevation to no lower than two feet above the base flood elevation from the existing one foot above base flood elevation.

Ms. Keyes said she was seeking a motion for the Board’s approval of the Planning Board’s recommendation. If the Board approves the recommendation, there would need to be a public hearing. Ms. Keyes did mention that Tyrrell County recently adopted this same recommendation. Commissioner Sexton asked for pros and cons of this recommendation. Ms. Keyes said the higher our homes in the County are elevated, the more flood insurance premiums drop.

Commissioner Phelps made a motion to have a public hearing on the recommendation from the Washington County Planning Board to amend the Washington County Flood Damage Prevention Ordinance, Specific Standards, to increase the lowest floor elevation to no lower than two feet above the base flood elevation from the existing one foot above base flood elevation. Commissioner Sexton seconded, motion carried unanimously.

DISPOSAL OF OLD WATER METERS: Mr. Tawes said the County’s Water Department had the old water meters replaced in 2014. There are 2,000 – 2,500 sitting in boxes that are causing a safety concern at the Water Plant and he would like to get rid of them. Mr. Tawes said he has done research on GovDeals.com and contacted some scrap metal companies (.75/lb.). He received a proposal by Larry Stevens which is higher (meaning the County gets more money for the meters). Mr. Tawes said he needs the Board to approve the sale to Larry Stevens.

Their proposal is quite substantial amounting to almost \$10,000 in revenue.

| Approximate Price Per Meter | Approximate Number of Meters | Potential Revenue |
|-----------------------------|------------------------------|-------------------|
| \$ 3.50 | 2000 | \$ 7,000.00 |
| \$ 3.50 | 2500 | \$ 8,750.00 |
| \$ 3.75 | 2000 | \$ 7,500.00 |
| \$ 3.75 | 2500 | \$ 9,375.00 |

Commissioner Sexton asked is there any way the old water meters would be useful for the County. Mr. Tawes replied no.

Commissioner Sexton made a motion to sell the old water meters to Larry Stevens of Complete Meter. Commissioner Riddick seconded, motion carried unanimously.

Commissioner Phelps asked Mr. Tawes to bring back the results of the sale to the Board.

BOARDS & COMMITTEES: Ms. Bennett went over the following requests.

Washington County Planning Board

The Washington County Planning Board would like to recommend the following persons be re-appointed to the Washington County Planning Board with staggered re-appointment dates:

- Mr. Steve Barnes
- Mrs. Katie Walker

Mr. Charles Sharpe
Mr. Frank Winslow
Mr. David Clifton

The Washington County Planning Board would also like to recommend that Commissioner Bill Sexton be appointed as the ex-officio (Commissioners' representative) to serve on this Board.

Commissioner Johnson made a motion to approve the re-appointments to the Washington County Planning Board including Commissioner Bill Sexton as the Commissioner representative as presented above. Commissioner Phelps seconded, motion carried unanimously.

Washington County Library Board

At its December 12, 2016 meeting, the Washington County Library Board voted unanimously to appoint Ms. Emma D. Moore to fill Ms. Eunice Carraway's (who resigned) unexpired term (until June 30, 2017). Ms. Moore is a retired school teacher, a volunteer at Roanoke Landing and a regular library patron. She has agreed to serve if the appointment is approved.

Commissioner Sexton made a motion to approve the appointment of Ms. Moore to the Washington County Library Board. Commissioner Phelps seconded, motion carried unanimously.

Albemarle Commission's RPO TAC

With Curtis Potter being named Interim County Manager, he will need to be appointed by the Commissioners to the Albemarle Commission's RPO TAC to replace Mr. Carawan.

Commissioner Sexton made a motion to appoint Interim County Manager to the Albemarle Commission's RPO TAC (replacing Mr. Carawan). Commissioner Phelps seconded, motion carried unanimously.

Albemarle Commission, Area Agency on Aging, Community Advisory Board (CAC)

The Washington County Community Advisory Committee CAC (of the Albemarle Commission Area Agency on Aging) has had a member to resign thus creating a vacancy on this committee. They are asking the Commissioners to appoint someone to the CAC. This was tabled at the October meeting.

The Albemarle Commission Area Agency on Aging (AAA) is part of a national network of aging agencies established by the Older Americans Act. As the region's lead aging agency, the AAA is charged with planning and administrative oversight for our ten counties, including: planning for county-based aging programs and addressing future needs, grant agreements with counties, technical assistance, advocacy, training, education and outreach.

The AAA offers a variety of services to Older Adults in the counties of Camden, Chowan, Currituck, Dare, Gates, Hyde, Pasquotank, Perquimans, Tyrrell and Washington. Our services include:

Long Term Care Ombudsman – The Ombudsman Program is an advocate for residents' rights and is responsible for investigating complaints made by, or on behalf of, nursing and adult care

home residents. Ombudsmen work with residents, family members, concerned citizens, facilities, and public or private agencies to enhance the quality of care and life for residents in long term care facilities. They conduct quarterly visits of the facilities.

Commissioner Johnson asked Ms. Vanessa Joyner, Senior Center Director, if she knew of anyone who might like to volunteer. She said she did not. Commissioner Phelps asked Ms. Gloria Wynn (since she was in the audience) if she would like to volunteer, but she stated she has other commitments.

Ms. Bennett mentioned that below is the list of Boards & Committees that the Commissioners serve on. Ms. Bennett went on to say that now that the Board has a new Commissioner, the Commissioners may wish to change which ones they serve on and find Boards & Committees for Commissioner Riddick to serve on.

Washington County Boards & Committees Commissioners Seats As of December 29, 2016

| Name | Board or Committee | Expiration Date |
|---------------------------|--|-----------------|
| | | |
| D. Cole Phelps | Parks & Recreation Advisory Committee | Indefinite |
| | Lake Phelps Advisory Board | ? |
| | Washington County Drainage | Indefinite |
| | MTW Health Department Board | Indefinite |
| | | |
| Tracey A. Johnson | Albemarle Commission--Workforce Development Program Consortium Board | Indefinite |
| | Albemarle Commission Executive Committee--Council of Government | Indefinite |
| | Hospital Advisory Board | Indefinite |
| | Trillium Health Board | Indefinite |
| | | |
| Julius Walker, Jr. | Department of Social Services Board | Indefinite |
| | | |
| VACANT | Planning Board | Indefinite |
| VACANT | Resource Conservation & Development | ? |
| VACANT | Washington County Drainage | Indefinite |
| VACANT | Fire Commission | Indefinite |
| | | |
| Bill Sexton | Safety Committee | Indefinite |
| | Local Emergency Planning | Indefinite |

| | | |
|--|--------------------------|------------|
| | Committee | |
| | Albemarle Commission RPO | Indefinite |

Commissioner Phelps asked the Board if they would approve the following appointments.

**Washington County Boards & Committees
Commissioners Seats
January 3, 2017**

| Name | Board or Committee | Expiration Date |
|---------------------------|--|-----------------|
| | | |
| D. Cole Phelps | Lake Phelps Advisory Board | Indefinite |
| | Washington County Drainage | Indefinite |
| | Employee of the Quarter Committee | Indefinite |
| | Resource Conservation & Development | Indefinite |
| | Broadband Task Force Committee | Indefinite |
| | | |
| Tracey A. Johnson | Albemarle Commission--Workforce Development Program Consortium Board | Indefinite |
| | Albemarle Commission--Executive Committee-- Council of Government | |
| | Hospital Advisory Board | Indefinite |
| | Trillium Health Board | Indefinite |
| | | |
| Julius Walker, Jr. | Department of Social Services Board | Indefinite |
| | | |
| Jennifer Riddick | Hospital Advisory Board | Indefinite |
| | Parks & Recreation Advisory Committee | Indefinite |
| | Fire Commission | Indefinite |
| | MTW Health Department Board | Indefinite |
| | | |
| Bill Sexton | Safety Committee | Indefinite |
| | Local Emergency Planning Committee | Indefinite |
| | Planning Board | Indefinite |
| | Washington County Drainage | Indefinite |
| | Albemarle Commission RPO | Indefinite |

Commissioner Sexton made a motion to approve the Commissioners' seats on various Boards/Committees as presented above. Commissioner Johnson seconded, motion carried unanimously.

FINANCE OFFICER'S REPORT: Ms. Dixon presented Budget Amendments and Budget Transfers.

Commissioner Sexton made a motion to approve the budget amendments BA#2017-015, BA#2017-016, BA#2017-017 and BA#2017-012 (REVISED) along with budget transfers BT #2017-018 and BT #2017-019. Commissioner Riddick seconded, motion carried unanimously.

Ms. Dixon explained that she took money from fund balance for BA#2017-012. Nothing was taken out of Recreation.

Ms. Dixon asked were there any questions about the Finance Report. The Commissioners did not have any questions for Ms. Dixon.

OTHER ITEMS BY CHAIRPERSON, COMMISSIONERS, COUNTY MANAGER, CLERK OR ATTORNEY:

Commissioner Johnson congratulated Ms. Liverman, Cooperative Extension Director, on her success with SHIPP and Ms. Wilkins, Tax Administrator, on being on the Board of her Ad Valorem Tax Association. Commissioner Johnson also thanked Ms. Keyes for working with residents and FEMA. She reiterated that the deadline to apply for FEMA funds is January 9, 2017.

Commissioner Johnson asked Ms. Fikes, IT Director, if she was still having trouble with CenturyLink. Ms. Fikes replied that she has been in contact with someone and may have the issues worked out.

Commissioner Johnson also commended Ms. Joyner, Senior Center Director, on initiating interaction with senior citizens and kids at Pines Elementary School. Commissioner Johnson stated that Ms. Joyner has been working with Ms. Boone's class.

Commissioner Phelps congratulated Mr. Potter on his appointment of Interim County Manager. Commissioner Phelps told Mr. Potter that he supports him and looks forward to his contributions and wished him good luck.

Commissioner Riddick thanked Mr. Coccaro for doing an excellent job and looks forward to working with him.

Commissioner Sexton thanked Mr. Overton, auditor for giving a great presentation. Commissioner Sexton said it is the best one the County has had. He went on to say that Mr. Overton was very thorough.

Chair Walker said he enjoyed giving out the 'warm fuzzys' tonight.

Mr. Potter said the good news is the County is getting two new ambulances at the end of January, however, EMS did lose a current ambulance, so the County does not have a spare at this time. EMS did loan one to Chowan County and the County may have to ask for it back.

Mr. Potter also reported that the County is now down to nine (9) easements that are outstanding.

Mr. Potter also told the Board that the County has some leaks in our facilities due to excessive rains and that Mr. Boone, Facilities Director, is on top of it.

Mr. Potter said he will bring a draft budget calendar to the February Commissioners' meeting.

Mr. Potter thanked Mr. Overton for staying for the full meeting and giving good advice during the meeting on other topics.

Mr. Potter also wanted it noted that he was able to confirm that Washington County is not the holdup for Beaufort County Community Colleges' CNA program.

Commissioner Sexton made a motion to go into Closed Session pursuant to NCGS §143-318.11 (a)(6) (personnel). Commissioner Phelps seconded, motion carried unanimously.

Back in Open Session, **Commissioner Phelps made a motion to approve January 1, 2014 as the date of hire of Virginia Moore, Assistant Register of Deeds for purposes of calculating the rate of vacation and longevity accrual pursuant to Washington County Personnel Policy as may be amended. Commissioner Riddick seconded, motion carried 3-2. Commissioner Sexton and Chair Walker voted nay.**

Commissioner Sexton made a motion to go into Closed Session pursuant to NCGS §143-318.11 (a)(3) (attorney-client privilege). Commissioner Riddick seconded, motion carried unanimously.

At 9:50 PM, with no further business to discuss, **Commissioner Sexton made a motion to adjourn the meeting. Commissioner Phelps seconded, motion carried unanimously.**

Julius Walker, Jr.
Chair

Julie J. Bennett, CMC, NCCCC
Clerk to the Board