MINUTES

CALLED MEETING OF THE
COLQUITT COUNTY BOARD OF COMMISSIONERS
THURSDAY, JULY 9, 2015
5:00 o'clock p.m.

CALL TO ORDER: The meeting was called to order at 5:00 o'clock p.m. by Chairman Terry R. Clark. The purpose of the meeting was to discuss healthcare information presented by Colquitt Regional Medical Center and to conduct any other county business deemed necessary. The meeting was duly called and advertised.

PRESENT: Those present were Commissioners Winfred Giddens, Marc DeMott, Donna Herndon, Paul Nagy, Johnny Hardin, Chairman Terry R. Clark, County Administrator Chas Cannon and County Clerk Melissa Lawson.

ALSO PRESENT: Jim Matney, CEO of Colquitt Regional Medical Center, Hospital Authority Board Members and Representatives of Colquitt Regional Medical Center, Finance Director Wayne Putnal, Captain Julius Cox, Lieutenant Rod Howell, Warden Billy Howell, and Chief Compliance Officer Justin H. Cox.

ABSENT: Commissioner Luke P. Strong, Jr.

HEALTH CARE OVERVIEW: Mr. Cannon gave a brief overview of issues to be discussed during the meeting.

Mr. Cannon explained that the county had been working with Colquitt Regional Medical Center regarding three issues: medical services at the Jail and Prison, employee health clinic issues, and lastly, hospital claim charges.

Mr. Cannon declared that the county currently had two duplicative services in place – medical services at the Jail and the Prison.

Mr. Cannon presented FY 14-15 medical service expenses for the Jail in the amount of $386,744.00, and the Prison in the amount of $137,922.00, for a combined total of $524,666.00 annually.

Mr. Cannon reviewed the proposal from Colquitt Regional Medical Center regarding the provision of medical services for the Prison and Jail, consisting of the following costs:

- Dr. Woodwin Weeks — $42,000.00 (includes current cost as County Physician)
- 3 Licensed Practical Nurses — $70,000.00
- Nurse Practitioner — $107,250.00
- Prescriptions (Rx) — $50,000.00 (first year fee of $17,000.00)
- Dental — $12,000.00
- Mental Health — $21,000.00 (per diem cost)

Total Hospital Offer Cost — $302,250.00

Mr. Cannon stated that the proposal submitted by Colquitt Regional Medical Center would result in significant cost savings to the county in the amount of $220,000.00 annually. Mr. Cannon further stated that collaborative meetings were held with Warden Howell and Captain Cox to obtain valuable input regarding the proposals.

HEALTH CARE PRESENTATION – COLQUITT REGIONAL MEDICAL CENTER: Jim Matney, CEO of Colquitt Regional Medical Center, explained that no medical services would be moved to the hospital itself, but would rather be performed on site. Mr. Matney explained that having Dr. Weeks on site to provide care would keep hospital visits to a minimum, resulting in savings to the county.

Mr. Matney noted that costs contained in the proposals were estimates, and could be higher or lower.

Mr. Matney stressed that the overall proposal was a three prong approach, stating that CRMC wanted to be the sole health care provider for the county and city in all aspects, not just via the provision of medical services at the Jail and Prison.

Mr. Cannon stated that negotiations regarding the health care proposal had been ongoing for 6 months.

Mr. Matney noted that the proposal did not include Human Immunodeficiency Virus (HIV) prescriptions, and stressed that these costs would be absorbed by the county.

Captain Julius Cox stressed the importance of understanding that the Jail and Prison are two separate facilities. Captain Cox explained that while Prison inmates are subject to medical diagnostic screenings before transport, the Jail must accept all inmates twenty-four hours a day, seven days a week, regardless of their current condition or medical background.

Mr. Cannon noted that aside from the obvious annual cost savings, medical services would also be streamlined, resulting in the elimination of duplicative services through the utilization of a local vendor.

Mr. Cannon presented overall health care expenditures for FY 14-15, for a total of $4,899,564.00.

Warden Billy Howell stated that mental health costs were beginning to impact the Prison. As a result of the proposal from CRMC, Warden Howell stated that the Prison would have access to local mental health facilities, resulting in a reduction in transportation costs.

Warden Howell also stated that the Prison had the luxury of receiving inmates after diagnostic testing had been performed. In addition, Warden Howell stated that Prison inmates were subject to medical reimbursement from the State of Georgia, excluding the first $1,000.00 of care. Warden Howell stated that he preferred the idea of local health care, stating that in his opinion, the proposal was a no brainer.

At this time, Mr. Matney introduced representatives and employees of CRMC, as well as Hospital Authority board members.

Robert Spruill, M.D., board certified Physician with The Kirk Clinic, stated that his medical practice was passionate about the health of the citizens of Colquitt County. Dr. Spruill stated that The Kirk Clinic began operations eight years ago, with one physician and one nurse practitioner. He further stated that since, the clinic has grown to four physicians and two nurse practitioners, with a support staff of eighteen individuals.

Dr. Spruill declared that all physicians at The Kirk Clinic were board certified in family medicine, and stated that services provided at the clinic were broad ranged, from newborn and pediatric care to care of the elderly, while holding fast to traditional family medicine values. Dr. Spruill stressed that patient relationships were important to The Kirk Clinic, with all physicians residing locally and maintaining a vested interest in the local community.

Dr. Spruill stated that many city and county employees were already patients of The Kirk Clinic, and further stated that knowing these individuals both inside and outside of the clinic breeds trust and ensures a strong doctor/patient relationship.

Dr. Spruill presented statistical information regarding all four physicians on staff at The Kirk Clinic, stating that emphasis is placed on staying current regarding the most efficient medical practices. Dr. Spruill stated that many of the physicians at The Kirk Clinic, in addition to the area of family medicine, have different areas of interest and specialty.

Dr. Spruill noted that the nurse practitioners at the clinic are constantly supervised, with constant accessibility to resident physicians at the clinic. He also noted that the nurse practitioners at The Kirk Clinic are dedicated solely to the clinic, and do not travel to other offices or medical facilities.

Dr. Spruill noted that customer service was especially important to The Kirk Clinic, stating that once a problem was discovered, every effort was made to rectify that problem immediately.

Dr. Spruill presented a list of services provided by the clinic, including same day sick visits, a patient scope ranging from newborns to geriatrics, preventative immunizations, surgical clearance visits, and allergy testing and immunotherapy injections.

Dr. Spruill noted that the medical community in Colquitt County has grown recently, stating his confidence in the ability to refer patients to local, trusted specialists. Dr. Spruill also discussed the clinic's twenty-four hour Physician Call Coverage and online patient portal, facilitating online access to medical records and lab results.

Dr. Spruill explained that the staff at The Kirk Clinic was well versed and specialized in the main chronic disease focus areas of BMI, Hypertension, Hypothyroidism, Cholesterol, and Diabetes.

Regarding a patient's access to care, Dr. Spruill explained that the clinic's goal was to see patients within ten minutes of their scheduled appointment time, again emphasizing the

availability of same day sick visits. Dr. Spruill vowed that a physician would always be available to speak with patients, stressing that a well patient was a productive patient.

Dr. Spruill discussed the streamlined appointment system available at the clinic, stating that patients would speak to a local operator, as opposed to out of town personnel or a voice recording.

At this time, Mr. Matney called upon Matthew Clifton, Director of Pharmacy at CRMC, to explain the distribution of prescription medications at the hospital pharmacy.

Mr. Clifton explained that only licensed physicians or pharmacists should be distributing medications to patients, stating that at the clinic currently utilized by the county, medicines were distributed without taking an overall, comprehensive look at a patient's medical history. Mr. Clifton explained this process greatly increased a patient's risk of drug interactions.

Mr. Clifton proposed full access to the pharmacy at CRMC, granting the same access currently provided but with a comprehensive approach and pharmacist availability seven days a week. Mr. Matney noted that this service included only the formulary prescriptions provided at the local employee health clinic.

Mr. Matney stated that during a recent meeting amongst local leaders facilitated by the Archway program, it was discovered that one of the most important issues faced today was the substantial cost of health care.

Diane Sprunger, Director of Human Resources with CRMC, presented and discussed changes to the employee health plan at the hospital. Ms. Sprunger noted that the health care changes implemented at the hospital resulted in substantially lower health care costs. Plan specifics discussed by Ms. Sprunger included individual and family calendar year deductibles, co-pays, out of pocket maximums, wellness premium discounts, and nicotine surcharges.

Ms. Sprunger explained that the overall restructuring of the employee health plan, combined with incentivizing employees to utilize CRMC, resulted in a substantial decrease in health care costs at CRMC.

Mr. Matney presented data obtained from Taylor Benefit Resources, stating that out of $4,000,000.00 in health care costs, only $911,000.00 of those funds were spent at CRMC, emphasizing the fact that over 60% of county employees were utilizing hospitals outside of Colquitt Regional Medical Center.

Mr. Matney stated that CRMC prided itself on being the lowest charging hospital in the state of Georgia. He further stated that CRMC would grant all city and county employees a 15% discount on claims, much higher than that of surrounding hospitals.

Mr. Matney stated that he was requesting that the county and city support their local hospital, and requested that both the city and county direct their employees to CRMC,

noting that the larger discount offered to patients should incentivize employees to utilize their local hospital.

Mr. Matney stated that CRMC's proposal also included an on site Health and Wellness Coach, and called upon Blake Williams, Health and Wellness Coach, to elaborate.

Mr. Williams began by stating that his mission was to get employees healthy. He explained that he would travel and perform group exercises on site with individual departments, and in addition would provide personal training and one on one visits. Mr. Williams explained that department exercise breaks increased camaraderie, while placing an emphasis on an employee's overall health and well being.

Mr. Matney stated that Mr. Williams would travel to both city and county departments in order to perform exercise activities, and stated that he would also instruct employees on exercises that could be performed while at their desk.

Mr. Matney vowed that CRMC would commit to reducing medical costs, while increasing productivity and employee satisfaction.

At this time, Howard Melton, M.D, FACS, and Hospital Authority board member, stated that he recognized many county employees as patients. He stated that with the county's current employee clinic provider, a physician travels from out of town to provide care.

Dr. Melton stated that, as an out of town physician, the current employee clinic physician refers to those individuals she knows and trusts, not local providers. Dr. Melton explained that although this was common practice among physicians, the quality of local physicians in Colquitt County was reason enough to remain local. Dr. Melton stated that he would trust physicians at The Kirk Clinic to care for his own family.

Dr. Melton declared that high quality medical care would be received locally, resulting in lower costs without compromising the quality of care received.

Dr. Melton thanked the commission for their time and consideration.

Kirk Friedlander, Chairman of the Hospital Authority, stated that the proposal submitted by Colquitt Regional Medical Center presented an excellent service model, while increasing the quality of care to be provided to city and county employees.

Mr. Cannon questioned if labs were included in the proposal. Mr. Matney stated that they were, as well as annual Health Fair screenings and employee physicals.

Mr. Cannon stated that most of the work that the county performs is service oriented, and stated that the length of time an employee spent, starting with their visit and ending with prescription fulfillment, must be expedited in order to maintain an acceptable level of productivity.

Mr. Matney stated that he and his staff were extremely conscious of this fact, even with their own employees, and affirmed that CRMC was committed to a ten minute appointment waiting period.

Captain Cox stated that he recently had an employee who needed physician certification, but could not be scheduled at the current employee health clinic until the following week. Captain Cox stated that upon contacting The Kirk Clinic, the patient was immediately seen and back to work within a fifteen minute time period.

Mr. Cannon voiced his reluctance to leave the City of Moultrie with Transform Health Rx, the current employee health clinic provider. Mr. Cannon voiced his opinion that he would prefer to see the City of Moultrie agree to the proposal as well.

Mr. Matney explained that the proposal currently submitted included the city as well, and explained that if the city were not on board, that the proposal would have to be reconsidered.

Mr. Matney thanked the board for the opportunity to present.

The board adjourned for a five minute break at 6:02 p.m.

ABM PROJECT FINANCING: Mr. Cannon stated that ABM Building Solutions was very familiar with the financing process for Energy Services Contracting and, as a result, recommended Ameris Bank due to ability, capacity, and skill.

Mr. Cannon presented two financing options for the board's consideration: Qualified Energy Conservation Bonds and a Tax Exempt Lease.

Mr. Joel Lowery, ABM Building Solutions, discussed Qualified Energy Conservation Bonds (QECB). He explained that this basically consisted of money set aside in the form of Federal funds, for the purpose of energy retrofits. Mr. Lowery explained that there were extra costs associated with QECB, stating that the biggest challenge would be available money to cover the entire project. Mr. Lowery noted that this option has been around for several years, with good interest rates but the downside of extra costs.

Commissioner DeMott stated his understanding was that the interest rate was not fixed. Jason Anderson, ABM Building Solutions, confirmed that the rate was a variable rate.

Mr. Cannon stated that he desired for the board to be aware of the advantages and disadvantages of each financing option, and proceeded to list these for QECB.

Mr. Cannon stated that the QECB would not be enough to cover the entire cost of the energy project, and further stated that Davis – Bacon wages would have to be paid, in addition to extra costs to procure the bond. Mr. Cannon noted that QECB financing was recently obtained successfully by Glynn County.

Mr. Cannon discussed the advantages and disadvantages of a Tax Exempt Lease, stating that funding would be pooled from a consortium of local banks, with Ameris Bank

remaining the owner of the lease. Mr. Cannon stated a fixed rate of 2.65% would remain for the term of the lease, with no pre-payment penalty and the possibility of closing by the end of July.

Mr. Cannon explained that the lease would be a private place instrument, and stated that Ameris Bank has experience with financing Energy Service Contracts, to include both the Irwin and Colquitt County School Systems.

Mr. Cannon stated that timeliness, overall cost, experience, and local impact all made the Tax Exempt Lease a desirable option. Mr. Cannon noted that local banks were also given the opportunity to sign on, again noting that Ameris Bank would remain the lease owner.

Mr. Anderson reminded all that the Library would be eligible for state grant funding if all work related to the energy project was completed by September 1, 2015, thus emphasizing the need for timely commencement of the project.

Mr. Cannon stated that the overall recommendation was Ameris Bank, with ABM also recommending this financing option.

Mr. Cannon informed the board that two resolutions representing the two financing options were prepared for the board's consideration.

Mr. Anderson stated that, from a local standpoint, Ameris Bank granted every local bank the opportunity to buy into the lease. Mr. Anderson further stated this granted much more cash flow and flexibility.

Mr. Anderson also noted that Ameris Bank was the only financial institution that he was aware of that did not have a pre-payment penalty.

Mr. Cannon requested that Mr. Lowery inform the board of the process to follow financing option approval.

Mr. Lowery explained that the only remaining step in the process would be to finalize contractual documents.

Mr. Cannon stated that he would update the board on the final version of the contract.

Wayne Putnal, Finance Director, indicated that timeliness was a key factor due to repair issues at the Courthouse and the eligibility of grant funds for the Library.

Commissioner Hardin stated that there were still parts of the energy contracting proposal that he wasn't certain of, but indicated that the county must maintain its facilities.

APPROVAL OF MOTION TO ADOPT RESOLUTION AUTHORIZING BANK QUALIFIED TAX EXEMPT FINANCING WITH AMERIS BANK: Commissioner Hardin made the motion to adopt Resolution 2015-R-7 authorizing Bank Qualified Tax Exempt financing with Ameris Bank, in accordance with the terms set forth in

the letter of July 1, 2015 from Doug Strange to ABM Building Solutions. Commissioner Nagy made a second. Those in favor were Commissioners Hardin, Nagy, Herndon, Giddens, and Chairman Clark. Commissioner DeMott abstained due to a conflict of interest resulting from his employment with Ameris Bank. (Resolution 2015-R-7 is hereby made a portion of the minutes by reference thereto.)

Mr. Cannon stated that while he understood that the energy performance contracting project would be very expensive, he expected ABM to be cost conscious during every stage of the project.

Mr. Cannon stated that ABM would provide periodic updates to the board.

OTHER COUNTY BUSINESS: At this time, Mr. Cannon announced that an appointment to the Moultrie – Colquitt County Planning Commission was necessary due to the untimely passing of Richie DeMott, board member. Mr. Cannon stated that Mr. Brab Young had indicated his willingness to serve on the board.

APPROVAL OF APPOINTMENT TO THE MOULTRIE – COLQUITT COUNTY PLANNING COMMISSION: Commissioner Hardin made the motion to appoint Mr. Brab Young to the Moultrie – Colquitt County Planning Commission for a three year term extending through July 1, 2018. Commissioner DeMott made a second. The motion carried unanimously.

HEALTH CARE DISCUSSION: At this time, the board discussed the health care proposal presented by Colquitt Regional Medical Center.

Discussion ensued regarding cost savings and how the health care proposal would affect employees that live outside of Colquitt County.

Mr. Cannon stated that the agreement with the City of Moultrie regarding the current employee clinic was a joint agreement, and declared his preference that the City of Moultrie be agreeable to any changes in the current employee health clinic structure.

Commissioner Nagy stated that as commissioners, what is best for the taxpayers of Colquitt County must be taken into consideration.

Mr. Cannon reviewed the substantial cost savings that the county could realize by contracting with Colquitt Regional Medical Center.

Mr. Cannon discussed the way forward, stating that if the board chose to do so, the new health care plan would take effect January 1, 2016.

Commissioner DeMott recommended making a decision fairly early in order to grant ample time to inform and educate all employees. Commissioner DeMott also suggested letting the hospital assist in this endeavor.

Jason Anderson, ABM Solutions, announced that ABM was still searching for an office location in Colquitt County, and announced that they have also taken on janitorial services for the Colquitt County School System.

The recreation program, specifically the swim team and diving team, were briefly discussed.

There being no further business to come before the board, the meeting was adjourned at 6:41 p.m.

_____	_____
Terry R. Clark	Melissa Lawson
Chairman	County Clerk

Approved:

_____

RESOLUTION

WHEREAS, the Colquitt County Board of Commissioners recognizes the importance of providing best-in-class facilities to support the county's service needs and goals; and,

WHEREAS, the Colquitt County Board of Commissioners recognizes that this can best be achieved by providing modern, energy efficient and technologically superior infrastructure for our facilities, through a Guaranteed Energy Savings Contract; and,

WHEREAS, the Colquitt County Board of Commissioners has chosen ABM Building Solutions, LLC as its partner in providing such infrastructure improvements;

IT IS THEREFORE RESOLVED that the Colquitt County Board of Commissioners enter into a contract with ABM Building Solutions, LLC, for an amount not to exceed $7,750,000 to provide upgrades to Colquitt County Facilities through a Guaranteed Energy Savings Contract, with financing (15 year lease) of the project to be negotiated and presented to the commission, and the Chairman is hereby authorized to sign appropriate contractual and lease agreement documents, once approved by the commission's attorney.

IT IS FURTHER RESOLVED, that the Colquitt County Board of Commissioners obtain Bank Qualified Tax Exempt financing with Ameris Bank, in accordance with the terms set forth in the letter of July 1, 2015 from Doug Strange to ABM Industries, copy of which is attached hereto and incorporated herein by reference, and the Chairman is authorized to sign appropriate financing documents consistent with said proposal, once approved by the board's attorney.

RESOLUTION APPROVED AND ADOPTED, this 9th day of July 2015.

COLQUITT COUNTY, GEORGIA

BY: Terry Clark

Terry Clark, Chairman
Board of Commissioners
Colquitt County, Georgia

ATTEST: Melissa Lawson

Melissa Lawson, County Clerk

CLERK'S CERTIFICATE

I, Melissa Lawson, the undersigned County Clerk of the Board of Commissioners of Colquitt County, Georgia, keeper of the records and seal thereof, hereby certify that the foregoing Resolution is a true and correct copy approved and adopted by a unanimous vote of the said Board of Commissioners of Colquitt County, Georgia, in a public meeting, duly called and advertised, on the 9th day of July 2015, the original of which has been entered into the official records of Colquitt County under my supervision and is in my official possession, custody, and control.

I further certify that the meeting was held in conformity with the requirements of Title 50, Chapter 14 of the Official Code of Georgia Annotated.

This 9th day of July 2015.

Melissa Lawson

Melissa Lawson, County Clerk
Colquitt County, Georgia