

KINGSVILLE TOWNSHIP WORK SESSION

April 11, 2012 – 6:30 pm – Fire Hall

The April 11, 2012 work session of the Kingsville Township Trustees was called to order by Dennis Huey, Chairman at 6:30 pm followed by the Pledge of Allegiance. Rob Ocasio, Administrative Assistant for the Kingsville Township Fire Department, introduced Heath Smedley, Medicount Management representative, to the trustees.

Mr. Smedley gave a presentation of the history of Medicount which was started in 1990 and that it is a family owned company. He also mentioned that they now have over 30 skilled employees on staff, their average management team has 10 + years of service with their company and that they are rated 98 out of 100 on the Dunn & Bradstreet report.

Medicount will be glad to come in and educate the community because they feel that a well informed community is a supportive community.

Some of the benefits to Kingsville Township are that it reduces the burden on taxpayers though its levies and it provides much needed revenue to support fire and ems services.

Revenue is generated from federal and state sources such as Medicare and Medicaid. Commercial Insurances such as Blue Cross Blue Shield, Aetna, etc. and private and self insured non residents.

Medicount does what they call “soft billing” which is 30-60-90 day invoices to non- residents. They believe that “hard billing” which is sending non- payments to a collection agency does not pay off in the long run versus the cost. They said that some clients do send out personal letters to the non- resident that is not paying the invoice asking how they are after the accident with specific information about their injuries that do sometimes help with collecting revenue.

The turnaround for most revenue is 3-6 weeks depending on the source. Medicare and Medicaid usually generate revenue in 3-4 weeks where as commercial and self pay insurance’s generate revenue somewhere between 4-6 weeks.

He ended by saying that he would be in our area at least once a year to review the contract and as always anytime the trustees or the fire department had any questions he was leaving contact numbers with them.

Doug Reed made a motion to go into regular session. Darrell Ensman seconded the motion.

Dennis Huey, Chairman

Sarah Patterson, Fiscal Officer