

**MINUTES OF BOARD OF COUNTY COMMISSIONERS  
OF GUILFORD COUNTY  
WORK SESSION**

Greensboro, North Carolina  
May 30, 2019

The Board of County Commissioners met in a duly noticed Work Session at 9:00AM in the Blue Room located on the 1<sup>st</sup> floor of the Old County Courthouse, 301 W. Market St., Greensboro, NC.

**PRESENT:** Chairman Alan Branson, presiding; Vice Chairman Jeff Phillips; Commissioners Justin Conrad, Carolyn Q. Coleman, Kay Cashion, Melvin “Skip” Alston (in at 9:28AM) and J. Carlvena Foster (in at 9:34AM).

**ABSENT:** Commissioners Hank Henning and Alan Perdue.

**ALSO PRESENT:** County Manager Marty Lawing; County Attorney Mark Payne; Deputy County Manager Clarence Grier; Scott Baillargeon, Deputy Clerk to Board; Ariane Webb, Deputy Clerk to Board; Michael Halford, Budget Director; Harley Will, Finance Director; Merle Green, DHHS-Public Health Division Director; Dr. Iulia Vann, DHHS-Public Health Assistant Division Director; Heather Skeens, DHHS-Social Services Division Director; Jim Albright, Emergency Services Director; Dan Durham, Property Management/Facilities/Parks Director; Doug Logan, Guilford County Juvenile Detention Director; Jorge Ortega, Animal Services Director; Angela Liverman, Child Support Enforcement/Pre-Trial Services Director; Leslie Bell, Planning & Development Director; Yvonne Moebs, Risk Management Director; Karen Fishel, Human Resources Director; Jeff Fowler, Security Director; members of the staff, community and media.

**I. WELCOME AND CALL TO ORDER**

Chairman Branson called the meeting to order at 9:15AM and welcomed those present.

**II. NEW BUSINESS**

**A. MEDICAID MANAGED CARE CONTRACTS**

Merle Green, DHHS-Public Health Division Director, introduced the item and discussed the Medicaid Transformation model. She stated the purpose of the agenda item was to contract with two (2) of the four (4) insurance companies that will provide coverage for Medicaid beneficiaries who chose Guilford County Public Health as their care provider during the state’s transition from fee-for-service to a managed care model. Green noted the approaching deadline to approve contracts and ensure coverage for these recipients.

Commissioner Coleman questioned the difference between a privatization model and the state's model to contract for managed care services.

Green explained the differences between managed care and the fee-for-service model and confirmed patients seeking care will not experience any changes in the level of care. She noted the differences will be experienced on the business end, as payments for services rendered will no longer be received directly from the state, but from the contracted insurance companies.

Commissioner Coleman questioned if there would be any changes to services offered.

Green reiterated there would be no changes in services offered and commended the state for its continued focus on social determinants of health.

County Attorney Mark Payne referenced the Guilford County addendums to the standard contracts and noted they require the insurance companies to recognize and provide compensation for unique services and functions offered by local health departments. He confirmed these contracts must be completed to ensure compensation from Medicaid and explained the potential consequences of not meeting certain deadlines. Payne shared failure to approve these contracts could affect timely payment for services upon implementation of the managed care model.

Commissioner Cashion questioned if the department will be allowed to carry-over funds from reimbursements that exceed the costs of service.

Green confirmed the department will be allowed to carry-over funding and noted that incentive payments will also be offered to ensure provision of quality services. She confirmed Medicaid fee schedules will not change and spoke to the level of direction received from the state regarding billing practices under the managed care model.

Dr. Iulia Vann, DHHS-Public Health Division Assistant Director provided an overview of managed care implementation within Guilford County beginning November 2019. She noted the addendums to the original contracts ensure compensation for services typically offered by local health departments, specifically those for at-risk children and high-risk pregnancies. Vann stated Public Health has the experience and capacity to offer case management services, in addition to primary care, and Guilford County Public Health will be certified as an advanced care medical home, which allows for reimbursements outside of standard Medicaid rates. She confirmed the addendums follow state guidelines and include language that ensures the prepaid health plan (PHP) insurers will cover these services.

Commissioner Alston arrived to the meeting at 9:28AM.

Vice Chairman Phillips questioned when staff become aware of these requirements and the need to revise the contracts to ensure reimbursement for services.

Vann stated the contracts were awarded to PHPs at the end of February 2019, and they began developing their contracts and working with providers in March 2019. She noted the generic contracts were available for viewing in April 2019, but the state only provided clarification on

language to ensure compensation for additional services within the past few weeks. Vann shared the state has not offered additional guidance regarding enhanced fee schedules for higher level services.

Vice Chairman Phillips questioned the deadline for the contracts.

Payne stated the deadline was the end of May as vendors require provider approval to ensure payments are aligned with program implementation.

Commissioner Foster arrived to the meeting at 9:34AM.

Heather Skeens, DHHS-Social Services Division Director stated open enrollment for beneficiaries begins June 28, 2019 and confirmed if contracts have not been approved and signed, Guilford County Public Health cannot be listed as a primary care provider under PHPs.

Commissioner Phillips expressed concerns with the abbreviated timeframe to review the contracts and addendums.

Payne echoed his concerns and shared some of the challenges associated with review of the contracts and development of the addendums.

Vann shared she would be available throughout the managed care implementation process in Guilford County to provide explanations and offer additional information.

**Motion made by Commissioner Carolyn Q. Coleman, and seconded by Commissioner Justin Conrad, to approve proposed contracts, in substantial form, with AmeriHealth Caritas North Carolina, Inc. and Blue Cross and Blue Shield of North Carolina for direct management of certain health services and financial insurance risks associated with the Medicaid Managed Care program, beginning November 1, 2019 through October 31, 2020.**

**VOTE: Motion carried 6 – 0**

**AYES: Alan Branson, Jeff Phillips, J. Carlvena Foster, Kay Cashion, Carolyn Q. Coleman, Justin Conrad, Melvin “Skip” Alston**

**NOES: None**

**ABSENT: Hank Henning and Alan Perdue**

Commissioner Cashion noted the state is considering a comparable scenario for mental health services.

## **B. REVIEW OF GENERAL FUND REVENUE PROJECTIONS AND FUND BALANCE APPROPRIATION**

County Manager Marty Lawing introduced the purpose of the remainder of the work session – to review the recommended FY 2019-20 budget. He spoke to the slow rate of revenue growth over the past year, along with speculations of an economic slow down in 2020. He invited Budget Director, Michael Halford, to review revenue projections.

Halford introduced the presentation and discussed the guiding principles used to develop the budget, which obtained from Board discussions over the prior years. He spoke to the need to address certain services or protect existing services, in light of slow revenue growth. Halford shared that all budget presentations, along with the recommended FY 2019-20 budget, were available on the county website.

Halford spoke to the scale of services offered through the county budget and reviewed Board focus areas. He shared that the total general fund budget increased by approximately \$12.3 million, or 1.9%, over the FY 2018-19 adopted budget. Halford noted \$312 million of the total budget is dedication to the focus area of Education and reviewed budget allocations by remaining focus areas.

Halford discussed revenues and noted the primary source of county revenues is property taxes at \$380 million. He shared the FY 2019-20 recommended budget includes no increase in the property tax rate and projected around 2% growth in tax value over the next year. Halford spoke to the effects of the 2008 recession upon the tax base and noted this stagnant growth trend will continue to pose a challenge, as a half of the county's revenues are derived from property taxes.

Commissioner Conrad questioned if the stagnant growth could be attributed to commercial property development and requested the breakdown between commercial and residential property tax revenue.

Halford stated approximately 60% of property tax revenue could be attributed to residential properties, but noted the trend has been observed with commercial and residential properties.

Commissioner Alston questioned how our growth rate compared to peer counties across the state.

Halford noted the majority of comparably-sized counties report observing an average of 3% growth in property values.

Commissioner Alston reflected on the stagnant growth trend and how other jurisdictions have increased property tax rates to gain recurring revenue, despite their rate of growth.

Vice Chairman Phillips spoke to the need for further discussion with the Tax Director for more extensive review of residential and commercial property values. He expressed his concerns with providing conservative revenue projections in light of the level of construction and sales observed in the area.

Halford confirmed 39% of the properties within the county are commercial and discussed the sales assessment ratio. He reviewed how the projections are developed for the recommended budget.

Vice Chairman Phillips questioned the disparity between market value and assessed value for commercial properties.

Halford discussed tax collection rates and their role in revenue projections.

Commissioner Cashion cited recent findings from the NC Department of the State Treasurer which identified Guilford County as a slow growth area and questioned if property values and tax revenue would be affected by the length of time between revaluations.

Halford explained the process for determining property tax revenue at the state and local levels.

Lawing reiterated the need for additional discussions with the Tax Director regarding the differences between the county's assessment of value and sales prices to ensure we're capturing market value.

The Board discussed the property valuation process and recent commercial property sales.

Halford reviewed sales tax revenues and noted the recommended budget maintains this revenue at the FY 2018-19 adopted budget amount. He discussed the observed trend of sales tax growth combined with an increase in sales tax refunds requested by eligible entities and its affect upon the revenue distribution. Halford noted that a \$0.01 increase in municipal ad valorem property tax levy decreases annual sales tax revenue allocation for the county by \$500,000.

Commissioner Conrad questioned the impact of internet sales.

Halford noted internet sales information is only reported at a state-wide level and sales should be proportionately distributed to the county, but this revenue will not be sufficient to offset the observed trend.

Commissioner Alston questioned the potential revenue generated from a ¼ cent sales tax levy.

Halford shared approximately \$16-\$17 million could be generated from this levy and shared the results of a UNC-Greensboro study that attributed approximately 40% of sales tax revenue to non-residents entering Guilford County to shop, dine or participate in other activities.

Halford reviewed federal and state revenues. He shared this revenue source is restricted and is typically received on a reimbursement basis for services rendered. Halford referenced the increase in user charge revenue included the in the recommended budget primarily driven by changes to the Emergency Medical Services (EMS) fee schedule.

Halford shared the need to adjust investment earnings revenue due to recent decreases in interest rates and noted this revenue will be allocated to the capital fund. He discussed fund balance and the potential to reduce the amount required to balance the budget by identifying sources of recurring revenue or decreasing services.

### **C. REVIEW 5-YEAR CAPITAL IMPROVEMENT PLAN/FUNDING OPTIONS**

Halford reviewed the 5-year Capital Improvement Plan (CIP) and noted the FY 2019-20 recommended budget decreases the funding allocation from \$2 to \$1.5 million. He shared that the bulk of the FY 2019-20 projects are associated with Public Safety initiatives.

Jim Albright, Emergency Services Director, discussed a colocation opportunity between City of Greensboro Fire Department and Guilford County EMS beginning FY 2019-20.

Halford continued his review of capital projects and associated sources of revenue. He noted an additional \$1.5 million is required to accomplish all FY 2019-20 projects and spoke to the need for further development of the “pay-as-you-go” plan to fund future capital projects.

Commissioner Coleman questioned pending sales of county properties.

Lawing discussed pending sales activity and noted this information would be presented to the Board at a future meeting. He confirmed the Bellemeade Center property was purchased by the City of Greensboro in February 2019.

Commissioner Cashion questioned the remaining amount in the County Building Construction Fund if all FY 2019-20 projects were accomplished.

Halford confirmed all available funding would be required to encumber elections machines and accomplish other identified projects. He noted that in prior years, debt financing was reserved primarily for large dollar projects, but decreases in capital fund allocations have required the use of financing to accomplish smaller projects. Halford shared the need to develop a long-term CIP strategy.

### **D. DEBT SERVICE BUDGET**

Halford reviewed the debt repayment schedule and discussed debt leveling options that would allow the county to address additional needs. He noted a debt leveling policy implemented over the next ten (10) years could generate approximately \$56 million to potentially support approximately \$700 million in upcoming capital projects.

Commissioner Alston questioned if a property tax rate increase would be required to support this policy, in light of the upcoming bond referendum to support school capital needs.

Halford spoke to the need to either generate recurring revenue or cut certain services to ensure the debt leveling policy is effective.

Commissioner Alston reiterated the need for recurring revenue for future debt issuances. He noted the need for further discussion regarding the school bond referendum and revenue needed to pay for this debt.

Halford stated discussions regarding revenue will also depend upon when the bonds are released. He confirmed the funding generated by debt leveling could assist with major capital needs for the schools.

Commissioner Coleman questioned if re-building the school demolished during the April 2018 tornado would be prioritized.

Lawing shared that the Guilford County Schools (GCS) Superintendent stated the re-building of this school would be included in the bond referendum package.

Payne confirmed the school system received the insurance settlement for tornado-damaged schools.

Lawing stated the schools would be a primary topic at the next work session.

Commissioner Alston questioned if the insurance settlement would be placed in a restricted fund designated towards re-building these schools.

Lawing noted a portion of these funds had already been used towards securing the damaged schools.

Halford introduced the Capital Projects dashboard housed within the budget website and noted all active projects could be viewed and subset by location and project type.

Commissioner Conrad questioned how the schools prioritized certain projects.

GCS Board of Education member Winston McGregor stated GCS staff had created a proposed master plan that included project prioritizations and more consolidation recommendations. She noted the insurance settlement would serve as reimbursement for funds already spent to renovate and restore tornado-impacted schools. McGregor confirmed the remaining balance would be placed in a restricted fund towards capital design and construction.

Commissioner Coleman questioned the potential impact to these schools if the bond referendum was not approved.

McGregor shared that costs to secure the tornado-damaged schools exceeded the insurance settlement funds.

Vice Chairman Phillips requested additional clarification regarding the debt leveling policy.

Halford spoke to the potential of the debt leveling policy to return the county to paying cash for smaller-scale projects and utilizing debt only for larger-scale projects.

Vice Chairman Phillips discussed the need to evaluate all options, including potential debt issuances, when considering the recommended debt leveling policy.

Chairman Branson noted the need to inform the public of the amount of education-related debt service incurred by the county.

Halford stated that approximately \$75-\$76 million of the \$96 million included in the FY 2019-20 recommended budget for debt service is attributed to education.

## **E. REPORT ON BOND SALE RESULTS**

Finance Director Harley Will reviewed the bond sale completed on May 21, 2019. He confirmed the County received a AAA bond rating and twelve (12) bids were submitted for consideration. Will noted the interest rate offered by the winning bid was 2.39% and confirmed that the debt premium was higher than anticipated. He shared that a portion of the premium will be used to pay towards upcoming debt service and the remainder could be allocated towards allowable expenses such as public buildings or schools. Will stated that the bond settlement date is June 6, 2019.

The Board thanked Will for his efforts during the process.

## **F. RATE AND FEE INCREASES**

Halford reviewed the proposed fee changes, updates and corrections.

Commissioner Coleman questioned the Fire Marshal fee updates.

Albright clarified these are existing fees that must now be specified due to the implementation of new permitting and review software. He noted the fee schedule is identical to City of Greensboro and City of High Point schedules.

Commissioner Foster questioned if the removal of certain fees meant those services had been eliminated.

Alright shared that these fees have been standardized and consolidated into a single fee.

Halford noted that the presentation only highlights fee changes and the full fee schedule is available in the budget document.

Halford discussed EMS Service Fee changes and confirmed that the recommended schedule would generate an additional \$1.3 million in annual revenue.

Commissioner Coleman questioned the fee revenue generated by the Sheriff's department when they assist with special events.

Captain Daryl Loftis with the Sheriff's Department stated events, like golf tournaments, are typically staffed by county-funded positions. He noted other events are not covered by county-funded positions, but by positions funded through special duty pay.

Commissioner Coleman requested the total amount of county funds expended when county staff assist with special events.

Halford confirmed he would provide this information.

Albright stated he was fully reimbursed for EMS coverage of the Wyndham Golf Tournament.

The Board discussed compensation received by departments who provide coverage during special events.



Commissioner Conrad requested staff have Economic Development Organizations (EDO) who submitted applications for grant funding to email the Board, Lawing and Halford regarding their total economic impact within the community during the prior fiscal year.

Commissioner Coleman requested staff clarify the EDO grant application process.

Halford stated that while the Budget office previously handled these requests, the application process is now managed by the Economic Development department.

Leslie Bell, Planning & Development Director, reviewed the grant application and final recommendation processes.

Commissioner Coleman questioned when the grant applications would be available for Board review and consideration.

Bell confirmed the applications are currently available for review.

#### **G. MAJOR CAPITAL OUTLAY/FACILITY MAINTENANCE**

Halford reviewed major capital outlay and facility maintenance projects included in the FY 2019-20. He noted the major equipment budget was \$747,000 a decrease by \$205,000 from the FY 2018-19.

Halford discussed the vehicle replacement needs and shared the budget decreased by \$431,000 from FY 2018-19. He confirmed special facility maintenance funding decreased by \$500,000 and noted this budget will not allow the county to meet industry standards for routine funding and major maintenance needs per square footage.

#### **H. ECONOMIC DEVELOPMENT ORGANIZATION FUNDING**

Halford reviewed the EDO funding requests for FY 2019-20 and stated the information requested earlier in the meeting will be presented during an upcoming work session.

#### **I. FIRE DEPARTMENT TAX RATES**

Halford discussed the fire district budget and noted only two districts, Horneytown and Northeast, requested property tax rate increases towards personnel and general operations.

#### **J. BUDGET DRIVERS IN GENERAL FUND**

Halford reviewed the primary general fund drivers in the FY 2019-20 recommended budget which include: \$4.1 million towards education and a total of \$8.5 million to support quality services. He stated \$620,000 is dedicated to debt repayment, but noted the recommendation includes \$2.2 million in reductions.

Halford shared that the recommended budget includes a \$5 increase in per pupil funding and confirmed that any changes to the recommended GCS operating or capital budgets would require the addition of recurring revenue. He noted that the recommended budget places us at 6<sup>th</sup> in the state for per pupil funding amongst the ten largest counties.

Vice Chairman Phillips questioned if the peer comparison includes debt service.

Halford confirmed and reviewed the comparison data. He also reviewed per student operating funding for the ten largest counties and noted that, when comparing total operating funding to real property valuation, Guilford County ranks 5<sup>th</sup> in the state.

Halford discussed the GTCC FY 2019-20 funding request and recommended budget.

Halford shared recommendations for updating the county's compensation plan and proposed budget for performance merit. In comparison to other counties with a higher ratio of employees per 1,000 residents, Guilford's current staffing levels achieve \$54 million of work value.

Chairman Branson thanked staff for their hard work and effort on behalf of Guilford County citizens.

Halford discussed the reductions in major equipment, facility maintenance, transfer to capital and other areas required to balance the budget.

#### **K. DEPARTMENT DIRECTORS OPPORTUNITY TO ADDRESS COMMISSIONERS**

Leslie Bell, Planning & Development Director, presented the request from the Inspections Division for an additional electrical inspector. He discussed the department's current staffing and percentage of total inspections conducted by each inspections team. Bell stated that, to continue providing good customer service, the division temporarily reassigns inspectors from other trade teams to assist the electrical team with their inspections. He confirmed the volume of electrical inspections has increased by 19% during the first seven (7) months of FY 2018-19, in comparison to this same time period in FY 2017-18, and reviewed state legislation that allows citizens access to marketplace inspectors if county staff fail to conduct an inspection within a specified timeframe. Bell expressed concerns with potential loss of revenue and dissatisfaction if the customer chooses to work with a marketplace inspector, as this option will require the county a refund of the inspection fee.

Chairman Branson questioned potential compensation for this position.

Bell noted the cost of the position would be dependent upon the experience, credentials and qualifications of the new hire. He confirmed pay could range between \$40,000 to \$65,000, not including benefits, and spoke to the potential revenue that could be generated by this position to offset costs. Bell stated the department, to date, has generated an additional \$50,000 in inspection fee revenue above the amount included in the FY 2018-19 adopted budget.

Commissioner Foster questioned the total number of credentialed inspectors.

Bell reviewed the credentials of inspectors within the division.

Vice Chairman Phillips questioned the net amount of revenue generated by this position.

Bell estimated a net increase of approximately \$40,000 based upon the current year's revenue trends.

Halford spoke to the need to include a source of recurring revenue that would generate this net increase, if the position was approved by the Board.

Vice Chairman Phillips opined on the potential for this position to generate sufficient revenue to cover the associated personnel and operating costs, and spoke to its importance for economic development.

Jorge Ortega, Animal Services Director, introduced his request for additional positions on the Animal Care and Customer Service teams, in addition to his request for a Foster Care Coordinator to provide active daily care for shelter animals. He discussed his attempts to reassign positions to ensure sufficient staffing for daily care activities and spoke to his reliance upon the contract with Malachi House for additional staff to manage these needs. Ortega spoke to concerns with the level of care offered and potential for staff injuries, as sufficient staff are not always available through Malachi House.

Ortega stated volunteers and foster care opportunities are currently managed on a part-time basis by staff, but noted the level of organization required manage a total of 571 hours of volunteer time and 13,000 hours of foster care. He confirmed a coordinator could double or triple foster care opportunities that could save the lives of additional animals. Ortega shared Internal Audit findings which referenced national guidelines recommending fifteen (15) minutes of daily direct care per shelter animal. He noted that, based upon this standard and the current volume of shelter animals, a total of twenty-one (21) staff are required to provide direct care each day. Ortega stated the current staffing model is not sustainable and did not recommend transferring staff from other areas, as this would compromise those services.

Vice Chairman Phillips questioned the contract with Malachi House.

Deputy County Manager Clarence Grier confirmed the total cost of the contract is approximately \$300,000 annually, and reimburses the organization based upon the number of individuals that report to work.

Ortega spoke to recent decreases in the number of Malachi House staff reporting to work and payment is based upon staff attendance.

Vice Chairman Phillips questioned the potential to cap daily attendance requirement for the Malachi House contract and utilize these savings to cover costs associated with the requested positions.

Ortega confirmed his request includes this recommendation and noted Malachi House staff are included in all trainings and staff meetings. He shared the only challenge is the lack of consistency related to staffing.

Commissioner Conrad thanked Ortega for his presentation and questioned if his request to increase Animal Service fees could offset costs associated with the requested positions.

Ortega spoke to the potential for the fee increases to generate an additional \$60,000 in revenue.

Halford stated the fee increases, and additional revenue, were included in the recommended budget and would not offset costs associated with the requested positions.

Commissioner Alston left the meeting at 12:11PM.

Commissioner Coleman expressed concerns with the Malachi House contract and questioned if county staff worked with the organization to ensure the salaries for these employees allowed for better housing and other opportunities.

Ortega shared his experiences with the Malachi House staff.

Grier shared he would work with county and Malachi House staff to ensure the contract would benefit these employees.

Commissioner Coleman reiterated her interest in a contract that allowed these staff to be paid above minimum wage to ensure opportunities for better housing.

Vice Chairman Phillips spoke to the improved level of service he had observed at the Animal Shelter and thanked Ortega and his staff for their hard work.

Ortega thanked County department directors and staff for their support.

Commissioner Foster questioned recent rabies cases.

Ortega noted the reported rabies incidents listed on the website have occurred over a period of time, since January 2019.

Green introduced Public Health position requests not included in the recommended budget. She spoke to the need for Environmental Health (EH) inspections in the Water Quality Division to replace positions lost during the economic downturn and to address water availability needs driven by increased development. Green confirmed EH staff are currently achieving an inspection rate of 71%, which is below state requirements. She shared staff have begun prioritizing sewage and sanitation needs for new developments, due to a 58% increase in requests, but noted existing sewer and septic systems are beginning to fail. Green shared the request for two (2) EH inspectors in the Water Quality Division will allow staff to achieve state inspection requirements and generate an additional \$81,000 in revenue.

Green reviewed the request for an EH inspector in the Food/Lodging/Institutions Division. She spoke to the need for this position to achieve state-required mandates for these inspections and confirmed these services cannot be outsourced to the private sector. Green shared staff are currently achieving an inspection rate of 70% and spoke to the loss of incentive revenue resulting from staff inability to achieve 100% of inspections.

Commissioner Conrad questioned if one (1) inspector position would be sufficient to assist the division in achieving 100% of inspections.

Green stated the division would require two (2) positions to achieve this inspection rate.

Commissioner Conrad questioned the potential revenues generated from EH Water Quality inspectors.

Green reiterated the potential to generate an additional \$81,000 in additional inspection revenue with these positions and noted the potential to cover personnel costs for all three (3) positions in the 2<sup>nd</sup> year, if approved.

Albright reviewed his department position requests not included in the FY 2019-20 recommended budget. He referenced the results of a FY 2010-11 budget performance study that recommended the addition of twelve (12) EMS positions annually and spoke to the rise in call volume due to the opioid crisis and increasing incidents involving violence. Albright discussed EMS as a safety net for the medically fragile and noted that the increases in volume creates issues with workforce recruitment and retention. He confirmed the recommended fee increases would offset existing operational expenses, but would not cover total costs associated with expanding the workforce.

Albright discussed opportunities to phase in the request over the fiscal year and reviewed the various positions requested. He reviewed the option to increase fees to 200% of Medicare allowable amounts which will maintain Guilford County user fee charges within the top five throughout the state. Albright noted the decline in traditional Medicare claims and the increase in Medicare advantage claims and confirmed commercially insured clients would continue to bear the brunt of the costs for services.

Commissioner Coleman left the meeting at 12:36PM.

Albright reviewed his positions requests and spoke to the need for incremental review of positions compared to revenue generated, in addition to review of associated contracts.

Angela Liverman, Child Support Enforcement/Pre-Trial Services Director introduced Child Support Enforcement position requests not included in the recommended budget. She discussed the state mandate under NC House Bill 631 requiring the department to maintain certain performance measures and shared challenges with the High Point office achieving these requirements. Liverman shared existing concerns with establishing child support cases through NCFAST technology and noted the associated delays create a ripple effect that affects staff ability to place cases under order and initiate the collections process.

Liverman discussed the potential to receive additional incentive funding if state-mandated performance measures were achieved, and confirmed the state reimburses 66% of total Child Support Enforcement position and operational costs to the county. She reviewed her request for a Child Support Enforcement agent in the High Point office and noted the net cost to the county would be approximately \$15,000 to \$16,000, after state reimbursement. Liverman reviewed her request for an Assistant/Deputy Director position and noted this role would work to ensure the Greensboro and High Point office staff were meeting performance measures, complying with federal requirements and providing excellent customer service.

Commissioner Cashion questioned the net county costs for these positions.

Liverman confirmed the net county cost for the agent position as \$15,000 to \$16,000, while the net cost for the deputy director position would be \$27,000 - \$28,000, following reimbursement from the state. She noted the deputy director position could be hired later in the year.

**M. SCHEDULE NEXT BUDGET WORK SESSION**

The Board discussed potential dates for their next work session.

By unanimous consent, the Board scheduled the next work session on Monday, June 10, 2019 at 2:00PM.

**IV. ADJOURN**

There being no further business, the meeting was adjourned by unanimous consent at 12:54PM.

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Chairman J. Alan Branson

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Clerk to Board