



May 24, 2019

Dave Evans, Chair  
Nominating Committee  
Association of Air Medical Services  
909 N. Washington Street, Suite 410  
Alexandria, VA 22314

Dear Mr. Evans,

I am writing to inform you of my interest in the Association of Air Medical Services (AAMS) Board of Directors, Region 6 position. You'll find attached my resume, along with related and required documents.

I presently serve as Vice President for Business Operations and Chief Financial Officer for HealthNet Aeromedical Services, Inc., headquartered in Charleston, West Virginia. I've served in my current role since March 2016 but began employment within the organization in March 2012.

While in my current role, I have advocated at the state level for increased air medical and ground ambulance reimbursement. This effort has been successful in that this year aeromedical providers serving West Virginia have seen a 137% increase in Medicaid reimbursement. This is the first increase Medicaid has allocated since 2000. I also have broad experience in negotiating in-network contracts with large commercial providers.

Within my community and state, I have served on the Boards of Directors for a variety of non-profit organizations. My finance background combines with strong negotiation skills and a broad understanding of the critical care transport industry. I'm confident these attributes would enhance the AAMS Board of Directors. I look forward to the opportunity to serve constituents within the region and our broader transport community.

If you have any further questions, please feel free to contact me at your convenience.

Yours sincerely,

Brian A. Doughty  
VP Business Operations/Chief Financial Officer

Fully accredited by



Air transportation provided by



A not-for-profit shared service of



WVU Medicine



**HealthNet Aeromedical Services**

# BRIAN A. DOUGHTY

Vice President Business Operations/CFO  
HealthNet Aeromedical Services, Inc.  
110 Wyoming St., Suite 101  
Charleston, West Virginia 25302  
(O) 304.340.8000  
(C) 304.610.8330  
[Brian.Doughty@healthnetcct.com](mailto:Brian.Doughty@healthnetcct.com)

## EDUCATION

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### **WEST VIRGINIA UNIVERSITY**, Morgantown, WV

Bachelor of Science in Business Administration: Major in Management Information Systems, 2006

Bachelor of Science in Business Administration: Major in Accounting, 2005

## PROFESSIONAL EXPERIENCE

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### **HealthNet Aeromedical Services, Inc.**, Charleston, WV, March 2016 - Present

Vice President Business Operations/CFO

- Oversee the management and coordination of all fiscal reporting activities for the organization including, financial statement reporting, monitoring of organizational and contractual budgeting and revenue cycle management.
- Assist with the development of strategic vision including fostering and cultivating stakeholder relationships on city, state, and national levels, as well as assisting in the development and negotiation of contracts.
- Oversee the implementation, development and execution of business development and information technology management.

### **HealthNet Aeromedical Services, Inc.**, Charleston, WV, March 2012 – March 2016

Director of Accounting/Compliance

- Oversee the management and coordination of all fiscal reporting activities for the organization including, financial statement reporting, and the development and monitoring of organizational and contractual budgeting.
- Develop and maintain systems of internal controls to safeguard organizational assets.
- Oversees accounts payable and accounts receivable.
- Maintain responsibility for maintenance and continuity of all regulatory compliance standards.

### **ARNETT & FOSTER CPA, PLLC.**, Charleston, WV, September 2006 – March 2012

Supervisor – Accounting & Auditing Services Department

- Oversee audit planning, field work, and financial reporting for Healthcare Entities, Financial Institutions, Employee Benefit Plans, and Governmental Entities (A-133 Compliance); and communicate findings and recommendations to managers and members.
- Review audit work papers prepared by audit staff to ensure sound theory and compliance with the firm's methodology and procedures, including generally accepted accounting principles.
- Responsible for the daily supervision and development of audit staff. Coordinates with client management to obtain information necessary to conduct the audit.

## **PROFESSIONAL ASSOCIATION MEMBERSHIPS AND ACTIVITIES**

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- Executive Vice-President, Buckskin Council Boy Scouts of America Executive Board, March 2019 – Present
- Treasurer, Buckskin Council Boy Scouts of America Executive Board, March 2017 – 2019
- Board Member, Buckskin Council Boy Scouts of America Executive Board, March 2008 – March 2017
- Treasurer, Kanawha-Charleston Humane Association Board of Directors, March 2013 – June 2015
- Treasurer, Charleston Regional Spay Neuter Center, February 2018 - Present
- Leadership Kanawha Valley, Spring 2015
- Leadership West Virginia, Fall 2017
- Eagle Scout – March 2001

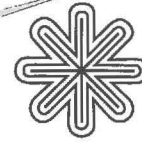
## **STATEMENT OF GOALS**

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***Reimbursement*** – Working in concert with AAMS government relations professionals, I would advocate for increased reimbursement from governmental payors.

***Safety*** – Engage those whom I would represent to identify best practices in operational safety within the region. Once compiled, this information would be shared with all AAMS members.

***Regional Engagement*** – Develop common deliverables for local programs to enhance the understanding of the critical role our programs play within the healthcare delivery system.



May 16, 2019

**Nominating Committee**  
Association of Air Medical Services  
909 N. Washington Street, Suite 410  
Alexandria, VA 22314

Committee Members:

On behalf of our program's member hospitals, I'm pleased to offer support to Brian Doughty's candidate submission for a seat on the Association of Air Medical Services' Board of Directors.


During his tenure with our organization Brian has emerged as a leader in the business of critical care transport. Passionate about these operations, he has brought a robust background in finance and public accounting and molded it into a perfect fit within our space.

I have every confidence that if elected by his peers, Brian would represent them well, bringing a financial and business mindset and voice to the Board. It is an honor to endorse his pursuit of this seat.

Should there be questions please do not hesitate to contact me at your convenience.

With best wishes, I am,

Professionally,



Clinton Burley  
President and CEO

cc: Correspondence File

CB/jw

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May 22, 2019

Association of Air Medical Services  
909 N. Washington Street, Suite 410  
Alexandria, VA 22314

Dear AAMS Board of Directors and Nominating Committee,

I am honored to offer my support and recommendation, and that of Air Methods, to Brian Doughty for nomination to the position of AAMS Board of Directors – Region 6.

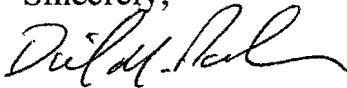
Mr. Doughty is a perfect candidate for this position in an era where the whole healthcare industry is facing tremendous financial issues. As the Chief Financial Officer for the non-profit HealthNet Aeromedical Services program, he brings extensive experience in understanding the financial underpinning of the air medical industry and what it takes to remain viable, while providing the best and safest critical care possible. His current program operates 2 different service models and he melds the operations seamlessly. Through challenging times, he has worked to find creative solutions to ensure the continued success of his program and this critical service.

Mr. Doughty is engaged in the political arena and is an avid advocate for the value air medical services brings to the rural based population and works to ensure continued access to those who need this highly specialized service.

I have worked with Mr. Doughty for several years and have always appreciated his direct and candid approach, while working collaboratively to find mutually beneficial solutions.

He has my highest recommendation for the position of AAMS Board of Directors – Region 6.

Sincerely,



David M. Poulsen  
Vice President