Regional Ambulance Meeting

Town of Madison, Town Hall

Monday, August 26, 2019

No attendance sheet was circulated, however, based upon a visual survey of those in attendance, present at the meeting were the following:

Town of Freedom: Selectmen Leslie Babb, Ernest Day Jr., Alan Fall; and, Fire Chief Robert Cunio.

Town of Madison: Selectmen John Arruda, William Lord; and, Michael Brooks, Assistant Fire Chief.

Town of Effingham: Selectmen Michael Cahalane, Chuck Fuller; Dan Felix, Fire Capt.;

Town of Eaton: Selectmen Ed Reilly, and, Dick Fortin.

Town of Ossipee: Selectmen’s Representative Richard Morgan, Ossipee Corner Fire Chief Adam Riley; and, West Ossipee Fire Chief Carl Huddleston.

Town of Tamworth: Selectman Rebecca Mason; and, Zach Remick, Firefighter.

Also in attendance were representatives from the ambulance service providers who had submitted proposals.

Chairman Fortin called the meeting to order at 6:00pm.

Fortin stated that he wished to address a couple of items from previous discussions prior to the opening of the proposals in order to maintain the attention of all in attendance.

The first item to a discussion of a review board to deal with issues relative to the contract.

* It was suggested that the board be comprised of 1 EMS or Fire Representative from each participating Town.
* Mr. Morgan suggested that the board meet quarterly to review performance and have any necessary discussion.
* Selectman Mason feels that the board should be comprised of individuals working in the field who interact with the ambulance provider regularly.
* The consensus was that the Selectmen should not micromanage the ambulance issues to avoid interfering with the Fire Chiefs in the performance of their duties.
* It was decided that the joint board would meet every six months to discuss the performance of the ambulance provider. No specific review board was formed.

The next item was the opening of the four proposals that had been received prior to the deadline of 6:00 PM. Chairman Fortin requested the ambulance representatives to come forward one at a time to open their respective packages and distribute copies of their proposals to the respective Towns. Four copies were provided to the Towns of Eaton, Effingham, Freedom, Madison and Ossipee. Six copies were provided to the Town of Tamworth.

Chairman Fortin read aloud the ambulance provider names and their respective proposals for the first year of the contract period. The proposals were as follows:

* **Lifestar Emergency Medical Services, LLC**, West Ossipee, New Hampshire – Proposed three (3) ambulances staffed 24-hours a day (1 Paramedic truck; and, 2 trucks at the AEMT level) for a total of **$1,152,015.00**;
* **Brewster Ambulance Service**, Weymouth, Massachusetts – Proposed three (3) ambulances staffed 24-hours a day (1 Paramedic truck; and, 2 trucks at the AEMT level) for a total of **$1,500,000.00**; and, three (3) ambulances staffed 24-hours a day (all 3 trucks at the AEMT level) for a total of **$1,450,000.00**;
* **Action Ambulance Service, Inc.**, Wilmington, Massachusetts - Proposed three (3) ambulances staffed 24-hours a day (1 Paramedic truck; and, 2 trucks at the AEMT level) for a total of **$904,427.00**; and, three (3) ambulances staffed 24-hours a day (all 3 trucks at the AEMT level) for a total of **$764,428.00**; and,
* **CarePlus Ambulance Service, Inc.**, Merrimack, New Hampshire – Proposed three (3) options with a separate figure for Paramedic services.
* Option #1, three (3) ambulances (all 3 trucks at the AEMT level) staffed from 7:00 AM to 5:00 PM 7-days a week; two (2) ambulances staffed from 5:00 PM to 7:00 AM 7-days a week; and, the third ambulance on-call from 5:00 PM to 7:00 AM 7-days a week for a total of **$773,331.00**;
* Option #2, three (3) ambulances staffed 24-hours a day (all 3 trucks at the AEMT level) for a total of **$811,239.00**;
* Option #3, three (3) ambulances (all 3 trucks at the AEMT level) staffed from 7:00 AM to 5:00 PM 7-days a week; two (2) ambulances staffed from 5:00 PM to 7:00 AM 7-days a week; and, the third ambulance provided by the Towns of Tamworth, Madison or Ossipee from 5:00 PM to 7:00 AM 7-days a week for a total of **$684,831.00**; and,
* Paramedic Option to be added to any of the above options for a total of **$68,952.00** per ambulance changed to Paramedic level.

The next meeting with be September 16th at 6:00 PM at the Freedom Town Hall to review and discuss the proposals and to discuss the scheduling of meetings with the individual providers in accordance with the discussion that night.

Selectmen Cahalane from Effingham wanted to discuss the response statistics that this reporter had tabulated from the quarterly reports submitted to the member Towns by CarePlus. He stated that there were errors and the numbers were not right. It was explained that the numbers were entered directly from the quarterly reports and while entry errors were possible, the entries had been reviewed and were believed to be accurate in accordance with the data received from CarePlus. It was clarified that all Towns had submitted the actual reports from CarePlus with the exception of Tamworth, who Selectman Mason had tabulated their totals and submitted totals only. The concerns centered on how the data was presented in CarePlus reports and what was the proper representation of the number of responses to each Town. Eric Damon of CarePlus came forward to clarify. After seeing one of the printed reports, he stated that the number of responses were indicated in the four categories of the first pie chart on each report. This reporter agreed to calculate those totals for each Town and re-present the statistical summary with added notes explaining how the calculations were made. After some discussion regarding the fact that the Town of Tamworth had transported numerous times with their own ambulance, resulting in the need to adjust their reporting, it was decided that the reports from CarePlus would be required in order to ensure that the statistical information was as accurate as possible for all Towns with respect to the services received from CarePlus. Selectmen Mason agreed to submit the quarterly reports for the Town of Tamworth.

Meeting adjourned at 7:30pm.

Respectfully submitted,

Michael R. Brooks

Madison, Assistant Fire Chief