

# Ambulance Service Proposal

Lamoille Ambulance Service, Inc & Town of Ticonderoga, NY

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January 11, 2023

Town of Ticonderoga  
132 Montcalm Street  
Ticonderoga, NY 12883

**FILED**  
TOWN OF TICONDEROGA

JAN 12 2022

Time 4:10 PM  
Town Clerk *[Signature]*

Dear Board Members,

Lamoille Ambulance Service (LAS) is happy to present this proposal for service to the wonderful residents of Ticonderoga. We are a fully licensed, for-profit ambulance service with Basic, Advanced, Critical Care and Paramedic Life Support. A little background on our company history. LAS was created in 1974 by Chuck and Lee Hoag of Johnson, Vermont and began providing emergency medical services in Lamoille County, Vermont as a solution to a shortage in service. In 1987 we were approached by the University of Vermont Medical Center (formerly the Medical Center of Vermont) seeking our services to provide quality, non-emergent transports for the greater Burlington area, a service we still provide and pride ourselves in. Then, in 1996 we were approached by Moses Ludington Hospital about providing interfacility transport services for them. We received our NYS Operating Authority in 1996 and began with placing one ambulance in New York.

By early 1997 the need increased, and we hired Matthew Watts as our Operations Manager to manage our growth in New York. We had two Advanced Life Support staffed ambulances and began servicing all hospitals in Essex County. In the early 2000s we expanded our Operating Authority to include all of Essex County. With the expanded Operating Authority we were able to then become a part of the Essex County EMS Mutual Aid System and added a third ambulance. We soon realized that the greatest need of service was the Southern Essex County area and we then moved our multiple offices to a permanent location currently in Ticonderoga. Our mission has always been to deliver high quality, ambulance service to the areas where an increase of services have been needed the most.

We currently staff two ambulances daily. One ambulance is staffed with ALS level EMTs 24 hours a day, 7 days a week. The second is staffed by BLS level EMTs who work 10 hours a day, Monday through Friday and 8 hours on Saturdays, and Sundays. We have a third ambulance that is available to be staffed as needed. If awarded the contract we would have the resources to expand our services and create jobs for area EMS Providers. Our plan would be to create additional positions to have a dedicated backup ALS Crew if the primary crew was unavailable due to other calls. If Lamoille is awarded the contract we would provide a 24/7 ALS crew, we would also continue to have a second BLS crew available which we would extend their hours from 10 hour shifts to 12 hour shifts, then we would also schedule a third crew available which

would be a 24/7 On Call crew with ALS available. In the event that our ALS crew were unavailable due to our providers being on 911 calls and transporting patients to other area hospitals we would utilize The County of Essex's Medic Car to be able to provide the highest quality of care possible.

We pride ourselves in having highly trained, experienced and competent providers at all levels of certification. Our staff go through initial competency training on the use of equipment and their skills. They all receive annual Continuing Medical Education both in house and by various other means such as conferences and monthly in person and online trainings. Each EMT-Critical Care and Paramedic have several years of experience as well as thousands of patient contacts. Furthermore they each have ACLS (Advance Cardiovascular Life Support) and PALS (Pediatric Advanced Life Support) certifications. Each person operating as a driver has completed an Emergency Vehicle Operators Course as well.

At this time, we would like to offer our services to the town on a contractual agreement to secure our ability to continue providing care and to accommodate the increase in demand. The contract would include full primary response to all 911 EMS calls within the town on a 24 hour a day, 7 days a week. We are willing to provide full coverage for \$2000.00 per month to begin February 1, 2023 and will be up for renewal and renegotiation this time next year. During 2023 we will monthly evaluate our costs versus our revenue and give a report. Should our costs exceed our revenue we will openly and fairly negotiate a 2024 contract.

Please feel free to contact us with any questions.

Sincerely,



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