

Minutes for a Ticonderoga Town Board Workshop regarding EMS services in the Town held on February 2, 2023 commencing at 6:00 p.m.

Present: Mark A. Wright, Supervisor
Dave Woods, Councilman
Joyce Cooper, Councilwoman
Tom Thatcher, Councilman
Tom Cunningham, Councilman
Tonya M. Thompson, Town Clerk

Others: Essex County (Rob Wick), Essex County Emergency Services (Matt Watts, Mike LaVallie), Ticonderoga Emergency Medical Service (Renee Kennedy, Patty Cook, Brian Caza), Lamoille Ambulance Service (Courtney Brown, Josh Gijanto), UVM ECH Ticonderoga Campus (Bruce Barry), Former Essex County Emergency Services EMS Coordinator (Bryse Taylor), Billing Company Representative (Peter Barry) Corinna Woods, Samantha Montville and others, Michael Watts via Go-To-Meeting.

Supervisor Wright opened the workshop explaining the purpose of which to hear from EMS services. His concern is that the public has no idea the money it takes to run an EMS services. He would like to have this information to bring to the public, there has been a public hearing scheduled for next week at the Board meeting.

The board heard from all the attendees invited on the panel to speak on their specific knowledge regarding EMS services.

I Introduction & Goals

- A Goal: Determine Funding Amount and Way Forward
- B Goal: Develop Information for Public Hearing

II Review of Modern EMS Costs (data gathering for public hearing)

- A What has Changed?
- B Options for Reducing/Controlling Costs
- C Discussion on Transports

III Review Basic EMS Operating Costs Provided by Ti EMS

IV Review & Discuss Proposals/Budgets

- A Ticonderoga Emergency Medical Service
- B Lamoille Ambulance Service, Inc.

V Town Appropriation Discussion

- A Service Provider
- B Proposed 2023 Funding Level/Payment Schedule
- C Expenditure Review/Evaluation Process and Milestones
- D Procurement Policy Considerations

VI Upcoming Events/Actions

- A Public Hearing (Feb 9, 2023, 6 PM)

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B Recommendations for 2024 Budget

Attached are some handouts from the evening.

No Decisions were made as a result of this workshop.

Workshop closed at 7:27 p.m.

Respectfully submitted, Tonya M. Thompson, Town Clerk

From Ticonderoga EMS: (Requesting \$140,000.00 from the Town)

As we all know, fire, police, and EMS services are a necessary part of a healthy working community. This is not a problem unique to only our community.

Ticonderoga EMS has been servicing the residents of our community for over 74 years. Through difficult times and even pandemics, Ticonderoga EMS has been there, even when its members have placed their own physical and mental well-being at risk. Currently, some of the biggest concerns for the EMS system revolves around a lack of volunteerism. People are reluctant to spend hours of their own time training in a high risk but high rewards organization that provides thousands of volunteer hours annually helping other people at their greatest time of need.

In order to provide quality care to our fellow neighbors, we need the Town's support and monetary assistance. Four years ago, I spoke to the board and made the statement that within five years, we will need to become a fully paid agency. I am proud to say that this isn't entirely the case. Our volunteers spent 4,485 additional hours on EMS calls in 2022 and look forward to doing the same in the future. Our agency has a proud history. Tonight, two men are home with their families due to the fantastic efforts from our volunteer members who did not hesitate to help at the perfect time.

Here we are, five years later. We are very fortunate to have a second volunteer crew available during 8-6pm seven days a week.

A challenge for every EMS agency in the United States right now is providing cost-effective treatment for patients when they need it. Just like every other business that was affected by inflation, the cost of providing help to others has increased. The cost of medications, supplies and insurances have increased by at least 9% this year. Most of these medication, and supplies are mandated by the Department of Health in the state of NY.

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Ticonderoga EMS has some fantastic ideas for fund raising events for 2023. We have applied for equipment grants in order to repair and update our current lifesaving equipment. We have increased our billing rates and explored the option of following up with those patients that have not met their financial obligations. However, these efforts will only cover a small amount of our expenses at Ticonderoga EMS.

Ticonderoga EMS is asking for your continued support. I know there will be questions related to the operational control of our district. As stated in last month's meeting by Mr. Hannigan, our attorney, more transparency will be awarded to the board and questions can be more readily asked and answered. Ticonderoga EMS is a not-for-profit organization. We are here for one reason only, to provide help to those in need.

Report from 2022 – Volunteer Hours

| | |
|--------------------|------------|
| Richard Stonitsch | 386 hours |
| Zach Stagg | 516 hours |
| Corinna Woods | 1026 hours |
| Patty Cook | 356 hours |
| Cory Lake | 24 hours |
| Renee Kennedy | 456 hours |
| Josh Gijanto | 228 hours |
| Michael Thomsen | 163 hours |
| Jeff Greenough | 68 hours |
| Cole Plumstead | 136 hours |
| Dave Woods | 30 hours |
| Scott Cook | 30 hours |
| Dale Quesnel | 249 hours |
| Jordan Quesnel | 95 hours |
| Samantha Montville | 375 hours |
| Emilee Martin | 60 hours |
| Eman Qamer | 55 hours |
| Brennon Waldron | 73 hours |
| Brian Caza | 6 hours |
| Joelle Stonitsch | 38 hours |
| Tracy Christmas | 17 hours |
| Jeremy Gijanto | 3 hours |
| Marissa Sours | 12 hours |
| Cheryl Holman | 56 hours |
| Sean Fredrick | 19 hours |
| Craig Batman | 8 hours |

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Total 911 Calls: 698 Transports : 15 ALS Intercepted by Lamoille: 10
Second calls by Lamoille 8 Third Calls by Lamoille 1
Total Volunteer hours for 2022: 4,485

The remainder of Ti EMS's projected numbers will be on file in the Town Clerk's office attached to the Minutes.

From Lamoille (Requesting \$2,000.00 a month from the Town)

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.

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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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