

THESE MINUTES ARE A SUMMARY OF THE MEETING. FOR A FULL WORD-FOR-WORD DISCLOSURE OF THE MEETING PLEASE ASK TO REVIEW THE TAPE RECORDED MINUTES.

The July 11th meeting was cancelled due to lack of quorum and a special meeting was scheduled for July 18, 2012 at 6:30 p.m.

Only two items are on the agenda for this special meeting and they are: ALS service for Bromley and the Bromley Volunteer Fire Department contract.

This meeting began at 6:40 p.m. with a pledge to the flag.

ROLL CALL: Present: Gail Smith, Mike Denham, Mayor Radford, Dan Gardiner (Dan), Patty Grimes and Donnie Jobe. Absent: Rob Gardiner.

FIRE DEPARTMENT CONTRACT

Grimes moves to accept the fire department contract. Dan seconds. Roll call: all aye. The motion carried.

ADVANCED LIFE SUPPORT (ALS)

Grimes has attended numerous meetings with both Rob Dreyer, Fire Chief for Ludlow, and Ron Walter from Rural Metro (RM) gathering information to present to Council regarding ALS.

She has a letter from Fire Chief Jeff Wendt of Crescent Springs whose department is attempting to go ALS. They state that, at this time, they are unable to enter into a contract with the City of Bromley for ALS services.

Per Grimes all members should have emails related to ALS meetings and discussions. These give comparisons between Ludlow and RM. Ludlow, RM, and, no ALS only BLS, are the only options available to us at this time. RM has given us two options. Ludlow has given us one option and all of the information has been previously distributed to the Mayor and Council for review.

Grimes would not like to make a recommendation at this time. She would rather get questions out of the way first.

Jobe earlier brought to Grimes' attention a clause in Ludlow's Interlocal Agreement under Number 1 at the bottom of the page which states, "During such term it shall be the duty of Ludlow to respond with such equipment that shall be necessary to all EMS calls within the City of Bromley, KY and the unincorporated areas of Kenton County currently covered by Bromley". His question was: Does this mean that they will be responding with a first responder like we do when we get a move up call? Grimes' response was that this will be determined between Chief Dreyer and Chief Weaver. This has nothing to do with the City but will be decided upon by the two chiefs. In Ludlow's contract the insurance is included. The Mayor wanted to know why our name was on there. Grimes explained that this is for our protection. (Insurance terms were discussed briefly at this point).

Grimes stated that, if we go with Ludlow, the \$8,000.00 annual fee will be prorated as the terms of the agreement extend from October 1, 2012 until July 1, 2013. RM will also go with a nine-month contract.

Ludlow was willing to enter into a three-year agreement. Their Attorney said yes to this arrangement. Our City Attorney said no. That is the reason for the nine-month agreement.

Smith asked Chief Dreyer how Ludlow can provide us with ALS for \$8,000.00 per year when our fire department cannot provide BLS for that amount. The Chief responded that Ludlow is going ALS because they have to and the \$8,000.00 is not going to cover their costs, but it will help provide him with some funds to cover his budget, and, the billing money is what will help him the most financially and in providing ALS services the billing rate increases. Chief Dreyer estimates the operation expenses for ALS to be in the neighborhood of \$25,000.00 and the \$8,000.00 for the eighty or so calls that they anticipate making to Bromley seemed fair. He feels that Bromley and Ludlow will work well together because of the working relationship between the two departments and the proximity of the two cities.

Ludlow will have two ambulances. Ludlow will continue to be staffed mainly by volunteers. They will have some stipend people and some part-time and full-time people. Ludlow's plan is to have two part-time persons who will run from 6:00 to 6:00 on the squad, one full-time paramedic by September 15th. to be available 24/7 and to ride on the first-out ambulance. To supplement for sick and vacation days a part-time medic will be available. The second person will be a part-time EMT who will be paid a stipend and who will have to stay at the fire house. Plan B is to have a part-time EMT available 24/7. There will always be two people available to make runs. If a second run is called for and two EMTs are available with no paramedic they will call for a backup medic to respond to the scene. BLS will transport normal cases. Ludlow will have assigned crews for a second-out ambulance every day and they will provide training. There is, however, the potential that the second squad will not get out, per Chief Dreyer. Assigned crews who are not paid a stipend will be responding from their homes.

Smith asked Ron, RM, about their Option 2. Basically, if they respond with ALS the patient is billed, but, what happens if they are not available? The response is that RM is attempting to work out a similar situation with Ryland Heights. Their response truck would have three medics on staff 24/7. They will take their ambulance supervisors and put them on the response truck available at all times.

Chief Weaver would like to keep his squad but stated that we have to have paramedic services and it is up to Council to decide who will provide ALS to Bromley.

Denham feels that Chief Dreyer is the best thing that has happened to Ludlow but Bromley still has to deal with Ludlow administration which has deceived and lied to us. Denham would prefer a three-year agreement. Dreyer stated that Ludlow staff put him out front because he asked to be put out front. As for the length of the agreement, Attorney Vocke has concerns and the amended agreement was changed to reflect this.

The Attorney informed Mayor Radford that some terminology for a three or five-year agreement for budgetary purposes can be mentioned allowing for a possible MCI increase annually.

Dreyer is anticipating a charge of \$700.00 per ALS run. They currently charge \$475.00 for BLS. Both fees are on the low end of across-the-country rates. Ludlow soft bills.

Smith hears what Dreyer is saying but we still would be dealing with Ludlow administration who is his boss. He is asking that Bromley put a little faith in him.

In the event of an accident to the squad or mechanical problems Ludlow would borrow the Kenton

County ambulance and other cities have spare ambulances that they will loan in such cases.

Ron explained to Jobe that RM hard bills. They do not have the luxury of soft billing. They accept Medicare benefits and are required, by Medicare, to bill for co-pay and deductible and it is a compliance violation if they do not bill for these when your choice is to hard bill. Per Grimes, Medicaid only pays \$25.00 for ALS and/or BLS calls. RM bills the patient in three consecutive billings about thirty to forty-five days apart after which time it goes to collections. In hardship cases the bills are either reduced or written off. Their average cost for ALS is between \$650.00-\$1,100.00. The more things done to a patient the higher the cost. Medicare pays about \$300.00 of the ALS charge. Medicare patients get a co-pay and deductible statement at the first of the year. Private insurance companies pay mostly, per Ron, 100%. Grimes stated that Crescent Springs does not get 100% from private insurance companies. Smith stated that her insurance pays up to \$500.00. Ron said it depends on your insurance policy.

Denham asked Chief Weaver if Bromley couldn't take the squad out of service for one year and then put it back in service. Grimes said that you lose your license. (If they do, it can be renewed). Chief Weaver said the squad can't be used if this is done. Smith stated that we would still need ALS a year from now. Dreyer said the proposal on the table is for nine months. If we agree to renew the contract for the MCI, which has been 4.2% for the past three years, we would get service from July 1, 2013 through June 30, 2014. Dreyer stated that ninety days prior to the renewal of the agreement terms can be renegotiated and this is put in there so that he is able to make financial plans for the next fiscal year.

Jobe stated that if ALS is dispatched and the call becomes BLS, per Option 1, RM would not get paid. Ron stated that they provide the paramedic assist. Ryland Heights does their own billing so RM would provide them with the documentation, Ryland Heights would bill out and then pay RM their fee. The Mayor was informed that Ryland Heights charges a rate of \$450.00. Ryland Heights only has Option 1. They do not have Option 2. Grimes is concerned that Option 1 from RM would bankrupt the City. With Option 2 we would keep our squad. When there is a run right now there is a chase car. If ALS is called they go in the back of the squad. Bromley bills for the whole amount. Bromley gets their BLS money and RM gets what is left plus they get a fee that has to be paid (\$43-\$80) as they piggy back on our squad. The payment comes from the billing company. Under Option 2 Bromley agrees to turn treatment and transport over for ALS runs, in which case Bromley would become a first responder and RM would bill for such runs and keep all of the money. Per Grimes, the income would go down to about \$10,000.00 if Option 2 is chosen with RM.

Chief Weaver stated that it would take RM a lot longer to respond than it would with Ludlow. Right now RM responds from Ft. Mitchell. They will be responding from Kenton Lands Road in Erlanger in the near future.

Per Grimes, there is no contract fee with RM. Ludlow's option is for \$8,000.00. The only contract with RM would be to provide the service. If we base expenses on 84 runs it could cost the City \$33,000.00 to go with RM based on a one-year contract. The charge for a refusal or disregard would be \$150.00. Grimes spoke to Matt Allen from Erlanger and they will not break the runs up (ALS vs BLS) and dispatch two different departments to Bromley. If Bromley maintains their fire department it would be up to Ludlow and Bromley chiefs or Bromley Chief and RM (depending on who is chosen for ALS) to determine if another department was needed to respond to a call.

In both Option 1 and Option 2 from RM Bromley would keep their squad. The difference is there is no set annual contract fee. In Option 1 we would have to pay \$400.00 to RM for the run. If we only get a small amount from the patient's insurance company Bromley would have to pay the balance. Bromley's total budget for the squad is currently \$21,050 which does not include gasoline and maintenance. Smith feels that there is a lot of information to digest in so short a time frame. Chief Dreyer stated that he needs to know if we are interested as there are some things Ludlow will do anyway and some things they can only do with the money received from Bromley. Supposedly the offer of \$8,000.00 is off of the table at midnight. The Chief said that this comment was made not to strong arm us but for him to be able to determine his budget.

Chief Weaver has to make up the money if he loses his squad and the contract is to be renegotiated if the squad is gone. Bromley Fire Department pays about \$17,000-\$18,000 for insurance per year. If funds are decreased by the City he may have to close the doors (insurance money from runs basically covers the squad budget for the year).

Dan also expressed his concerns about our dealings with Ludlow's administration. Chief Dreyer said that he would honor the contract with Bromley.

Jobe asked if Ludlow would be willing to negotiate a contract with Bromley if we were to go with RM for the next nine-month period to give Ludlow a chance to set up the ALS system. The Chief could not answer that question. Dreyer did say that Ludlow was offering ALS to Bromley for \$8,000.00. Bromley would not have to deal with any problems that might arise. That would be Chief Dreyer's problem, so, we would get the service without all of the issues that might arise.

An extended contract was discussed again. Per our Attorney, in his opinion, we cannot enter into this contract for more than one year, but Council can do whatever they want. This is just his opinion.

Grimes stated that she is the one who suggested a three-year contract to Chief Dreyer. Not the other way around.

RM would like a decision from Bromley as it is more reasonable for them to enter into a joint agreement, as they are speaking with Ryland Heights, to determine cost factors spread out over a larger population.

Denham suggests going for the nine-month contract with Ludlow and keeping our squad. Chief Dreyer said that if that appeases us Ludlow would surrender Bromley and the Kenton County territory back to us, if so desired, after that period. Our fire department should keep their insurance in case something happened to the building. Grimes stated that she and Chief Dreyer have discussed numerous times that Bromley's EMTs would get the first opportunity to run on the second squad for Ludlow.

Ron, RM, stated several times that he was told to base his proposals on the assumption that Bromley would be keeping their squad. He, therefore, presented no other options.

Denham moves that we accept the nine-month contract with Ludlow. We will keep the squad and will reapply for a license if it is decided to run squad service again. Grimes seconds. **DISCUSSION:** The Mayor suggests that RM continue to include Bromley in any future options that they are pursuing. Greg Rehtin, Shelby Street, asked RM if it would make a difference if they had a contract and Bromley lost their squad. Ron would have to look into the matter under that circumstance. Mr. Rehtin said it makes sense to go with Ludlow as they are so close and RM would be coming from Erlanger.

Kathleen Smith, Boone Street, stated that Ludlow would be the boss over everything. The Mayor stated that this is true but we will have some control after the nine-month period.

Matt Mullins asked if RM were hired would they take over all of the Bromley calls. In both proposals from RM Bromley would keep their squad and RM would take over the call if it was determined that ALS was needed, but, per the Mayor, if this motion is approved it will not matter anyway.

No further discussion. Roll call on the previous motion: Smith-no, Denham-yes, Dan-no, Grimes-yes, Jobe-no. The motion is defeated (3-no, 2-yes). Chief Dreyer stated that it has been a pleasure for him to work with Grimes regarding this matter.

Smith moves to adjourn. Grimes seconds. The meeting adjourned at 8:00 p.m.

MAYOR _____

CLERK _____