

The Madison County Board of Commissioners met in special session on Monday, December 2, 2019 at 6:00 p.m. at the Madison County Public Library Marshall Branch, 1335 N. Main Street, Marshall, North Carolina.

In attendance were Chairman Norris Gentry; Vice-Chairman Wayne Brigman; Commissioners Matt Wechtel, Craig Goforth, and Mark Snelson; County Manager Forrest Gilliam; County Attorney Donny Laws; Clerk Mandy Bradley.

The meeting was called to order at 6:00 p.m. by Chairman Gentry.

Agenda Approval

Upon motion by Vice-Chairman Brigman and second by Commissioner Goforth, the Board voted unanimously to approve the agenda as presented.

Agenda Item 1: EMS Bid Proposals Review

County Manager Forrest Gilliam discussed with the Board, the current EMS contract as well as EMS bids that were received and opened on November 14, 2019. The three bidding entities were: American Medical Response (AMR), Watauga Medics Inc., and Mission Health/HCA. Present to speak at the meeting were representatives from AMR and Watauga Medics Inc. No representative was present from Mission Health/HCA. (Attachment 1.1)

Wes Harold, National Director of Public Affairs for AMR and Dempsey Whitt, Regional Director for AMR each discussed with the Board, operations information regarding AMR, contract information, and answered questions from the Board regarding their services.

Craig Sullivan, Owner of Watauga Medics, Inc. and Doug Helms, Nurse Paramedic for Watauga Medics, Inc. each discussed with the Board, operations information regarding Watauga Medics, Inc., contract information, and answered questions from the Board regarding their services.

Agenda Item 2: Personnel

Upon motion by Chairman Gentry, pursuant to § 143.318.11 (a) and second by Vice-Chairman Brigman, the board voted unanimously to enter into closed session for personnel.

Upon motion by Chairman Gentry and second by Vice-Chairman Brigman, the Board voted unanimously to enter into open session.

Agenda Item 3: Adjournment

Upon motion by Commissioner Goforth and second by Vice-Chairman Brigman, the Board voted unanimously to adjourn.

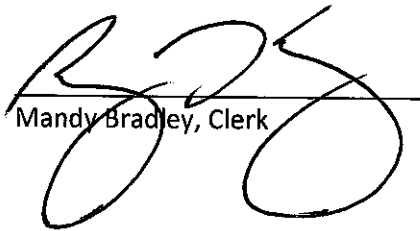
This the 2nd day of December, 2019.

MADISON COUNTY



Norris Gentry, Chairman
Board of Commissioners

ATTEST:



Mandy Bradley, Clerk



Madison County Administration

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Marshall, NC 28753
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www.madisoncountync.org

Attachment 1.1

Date: December 2, 2019

To: Board of Commissioners

From: Forrest Gilliam

Re: EMS Service Bids

Contract Background

- Madison County has contracted with Mission Health for EMS service since 1990.
- The current annual contract amount is **\$1,126,670**.
- The contract approved in 2014 included a two percent annual increase, which equaled \$20,000 to \$21,000 per year.
- The multi-year contract with Mission expired at the end of FY 2017, at which point Mission desired to continue the contract on a year to year basis, with two percent increases being negotiated for FY 2018 and FY 2019.
- When the Attorney General approved the acquisition of Mission Health by HCA Health Care earlier in 2019, he required that HCA continue its existing EMS contracts with counties through June of 2020 at the existing rate. As a result, there was no increase from FY 2019 to FY 2020.
- In August, Mission/HCA notified Madison County that they would submit a bid for continued service, but would not simply extend the existing contract beyond June 2020.

RFP Process

- Madison County issued a request for services in early October, with an initial due date of November 4. The deadline was extended to November 14 at the request of some of the likely responsive bidders.
- **The request for services asked for proposals to continue the current level of service for a contract period of five years:**
 - Contractor provides all equipment and personnel
 - Contractor responsible for compliance with all NC Office of EMS (OEMS) regulations
 - Contractor will operate three trucks at all times, with one backup truck
 - Trucks and crews will be based in the Hot Springs, Mars Hill, and Marshall areas. The contractor will arrange for bases in Hot Springs and Mars Hill, and the County will continue to provide space in Marshall.
 - Contractor will provide one Quick Response Vehicle
 - Contractor will provide standby at sporting and other large events in the county
 - All trucks/shifts will be staffed with two paramedics
 - Contractor will employ a full time manager/coordinator to be based in the county

- Contractor will provide periodic performance and financial reports to the County
- Contractor responsible for all customer service and quality assurance issues
- **Each proposal should include:**
 - Proposed fee schedule to patients (limited to 115% of CMS approved rates)
 - Annual subsidy amount from the County
 - This was requested on a flat annual basis for each of the five years. This could likely be negotiated as a phased in increase, with a lower amount in year 1 and a higher amount in year five.
 - Proposed staffing structure

Bids Submitted

- Three bids submitted:
 - AMR/Lifeguard Ambulance Service: \$1,500,000
 - Ashe/Watauga Medics: \$1,695,000
 - Mission Health: \$1,871,409 (Mission submitted a phased in set of numbers over five years, but for the sake of comparison the number was converted to the flat five year amount.)

Evaluation

- Cost
- Service quality/track record/references