

# Town of Colchester, Connecticut

127 Norwich Avenue, Colchester, Connecticut 06415

**Board of Selectmen and Board of Finance  
Special Meeting Minutes  
Wednesday, April 18, 2018  
Colchester Town Hall @ 7PM**

**MEMBERS PRESENT: BOS:** A. Shilosky, D. Mizla, S. Soby, J. Ford and (via phone) R. Coyle **BOF:** R. Tarlov, R. Lepore, T. Kane, A. Migliaccio and A. Bisbikos

**MEMBERS ABSENT:** M. Egan

**OTHERS PRESENT:** PW Director J. Paggioli, BOE B. Bernier, R. Besaw, M. Bylone, CFO M. Cosgrove, Chief Cox, J. Walsh and Clerk J. Campbell

**1. Call to Order**

First Selectman A. Shilosky called the meeting to order at 7:00 pm  
Board of Finance Chair R Tarlov called the meeting to order at 7:02 pm

**2. Presentation on Paramedic Program by Laura Steinmeyer**

(See attached presentation & spreadsheets) Discussion included an overview of the benefits and costs associated with the program and the requirements to equip and run the program.

**3. Citizens' Comments**

None

**4. Adjourn**

S. Soby moved to adjourn at 8:11 p.m., seconded by D. Mizla. Unanimously approved. MOTION CARRIED.  
A. Migliaccio moved to adjourn at 8:11 p.m., seconded by T Kane. Unanimously approved. MOTION CARRIED.

Respectfully submitted,

*Joanie Campbell*, Clerk

Attachments: Paramedic Presentation & Spreadsheets

RECEIVED  
COLCHESTER, CT  
2018 APR 20 PM 2:49  
*Joanie Campbell*  
Clerk

# Paramedicine

WHY COLCHESTER NEEDS  
ADVANCED LIFE SUPPORT (ALS)

April 18, 2018



## SYNOPSIS

What we have now – **BLS** (Basic Life Support)

Where we want to be – **ALS** (Advanced Life Support)

What it will cost – **Options**

How we can get there – **The Plan**



# What we currently offer

## **Basic Life Support Services (BLS)**

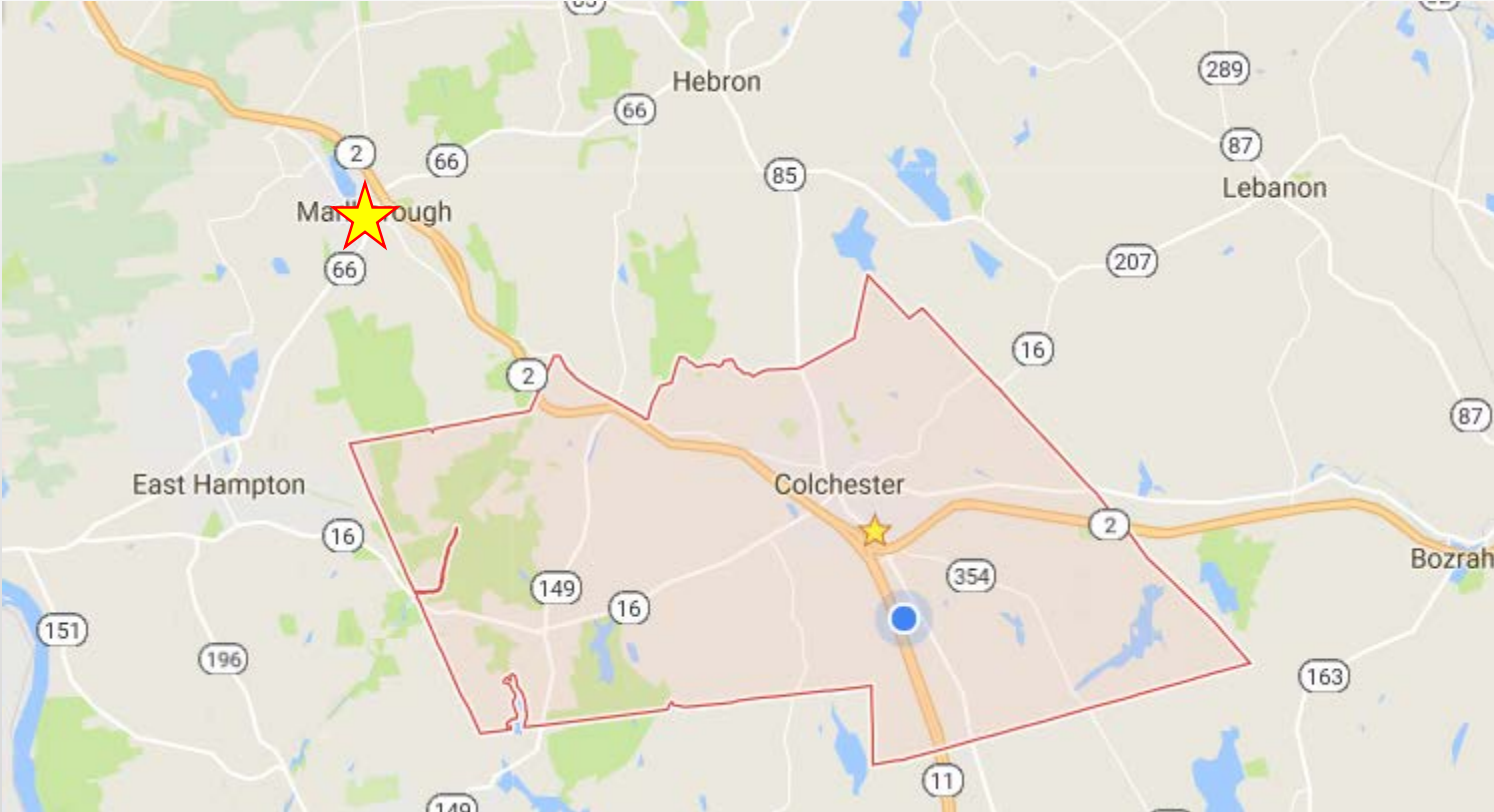
- Emergency Medical Responder
- Emergency Medical Technician

Arrange for needed Advanced Life Support (ALS) services through agreements with nearby providers... *when available.*

# Current ALS Provider

ONE PARAMEDIC 9 MILES AWAY COVERING MULTIPLE TOWNS

# Current ALS Services



- **Skills**

- Basic Medical/Trauma Assessments
- Oxygen Administration
- Splinting and essential First Aid
- CPR
- AED use
- Aspirin, EpiPen, Narcan, assist with inhalers or nitroglycerine tablets

- **Training**

- 150-180 hours initial
- 35 hours every 3 years



**Basic Life Support**  
certification

## ▪ Skills

- Advanced Medical/Trauma Assessments
- Pain Control and Many Medications
- Intravenous and Intraosseous Access
- Manual Pacer / Defibrillator use
- Cardiac Monitoring & EKG interpretation
- Basic Surgical Procedures (airway)
- Intubation
- Fluid Resuscitation

## ▪ Training

- 4 semesters
- 35+ hours every year



# Advanced Life Support

licensure



# Calls where a paramedic is needed

- Abdominal pain
- Allergic reaction
- Altered mental status
- Anaphylaxis
- Breathing problems
- Burns
- CO poisoning
- Cardiac arrest
- Chest pain
- Diabetic problems
- Drowning
- Electrocutation
- Failure of Medical Devices
- Heart problems
- Heat/Cold Exposures
- Hemorrhage/Lacerations
- Industrial accidents
- Ingestion/poisoning
- Overdoses
- Stroke
- Serious Motor Vehicle accidents
- Traumatic injuries
- Fainting/unconscious
- Unknown problems
- Untimely death



# Why a paramedic might be just what you need.

Something as simple as a diabetic issue can better be handled by a paramedic.

If your blood sugar is too low and 911 is called early enough an EMT can give oral glucose.

But if your blood sugar is too low only intravenous dextrose and/or a hormone injection will help. And only a paramedic can administer these medications before the hospital.

# Another example.

You can't seem to get rid of the flu and your doctor has prescribed antibiotics which you have been taking faithfully. But one morning you wake up vomiting and too weak to get out of bed. You are wheezing and having trouble breathing.

An EMT can give you oxygen and transport you to the hospital.

A paramedic can nebulize albuterol to open your air passages to make breathing easier. He can administer epinephrine and diphenhydramine to stop an allergic reaction. If necessary he can stick a tube down your throat to physically keep your air getting to your lungs. And if all else fails, he can create a surgical incision thru your throat to maintain your airway.

# And one more.

You have never had kidney stones before. But you are pretty sure you have one now. You are in 10/10 pain and curled up in a ball on the floor but you can't lie still because it hurts too much.

An EMT can come and help you onto the stretcher and take you to the hospital. But you will be in pain for the entire (bumpy) trip. While it may only be 9-14 miles it will feel like 100.

But a paramedic can give you pain medications like fentanyl or morphine or midazolam to help with pain. And they can start an IV and fluids to help start to flush your kidneys and reduce the amount of time at the hospital before you can receive treatment.

**In 2017, almost 30%  
of all transports  
required a  
paramedic.**

**UTILIZATION WILL BE HIGHER IF A MEDIC IS READILY AVAILABLE.  
DEMAND FOR SERVICE IS RISING.**

# Average Response Times

Unit	Location	Average Response Time
Middlesex	Marlborough	11:00
American	Norwich	11:45
CHFD	Colchester	5:59

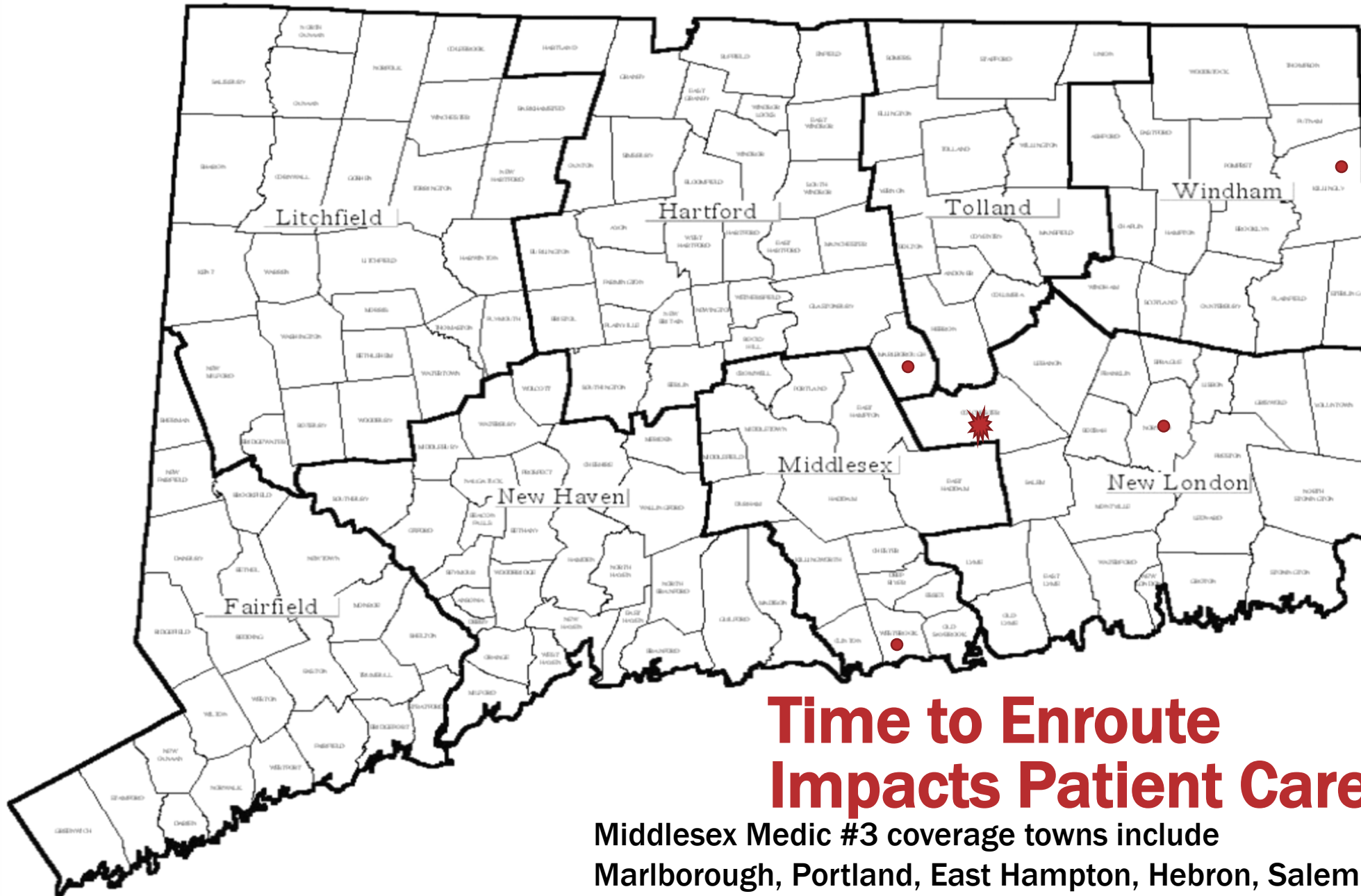
Time from Enroute to On Scene From 11/1/2016 - 4/30/2017

# Responding to On Scene Arrival Times

Response Time by Provider



\* National Fire Protection Association



# Time to Enroute Impacts Patient Care

Middlesex Medic #3 coverage towns include  
 Marlborough, Portland, East Hampton, Hebron, Salem,  
 Colchester, parts of Hebron and Haddam.



# Providing ALS is a Win

**Scope of Control**  
**Cost Containment**  
**Enhanced Revenue**  
**Customer Service**

**Improved Response Times**  
**Increased Availability**  
**Improved Medical Care**

**In future years, evaluate expanding service to other towns.**

# REVENUE & EXPENSES

# Start Up Costs

## **Initial One Time \$100,000 Expense**

- **General ALS Supplies**
  - Gear Bags, Tools, LifePak Leases
- **Initial Medications Inventory**
- **Narcotics and Chain of Custody Implementation**

Going forward replenishing supplies is included in ongoing expense estimates.

- **Minimal** **\$371,238**  
Half Time (paid) EMS Chief for QA/QC reviews.  
Medical oversight, narcotics management, training coordinator
  
- **Acceptable** **\$434,767**  
Full Time (paid) EMS Chief
  
- **Optimal** **\$589,671**  
Paramedic Response Car  
with Gear and Medications  
Replaces converted FF/EMT  

\* See Appendix I for details

## Estimated Expenses



Projected ALS Billable:	\$514,610
Projected BLS Billable:	\$336,920
<b>Total Projected:</b>	<b><u>\$851,531</u></b>

Current Revenues:	\$525,000
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<b>Projected Increase in Revenue Related to Paramedic Services:</b>	<b><u>\$326,531</u></b>
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\* See Appendix II for details

# Revenue Projections

2017 Calls Broken Down into ALS/BLS

# Cost of Implementation\*

	<b>MINIMAL</b>	<b>ACCEPTABLE</b>	<b>OPTIMAL</b>
<b>Revenue</b>	<b>326,531</b>	<b>326,531</b>	<b>326,531</b>
<b>Expenses</b>	<b>371,238</b>	<b>434,767</b>	<b>589,671</b>
<b>Cost to Implement</b>	<b>44,707</b>	<b>108,236</b>	<b>263,140</b>

\* Does not include initial start up costs.

# WHO else is LICENSED to provide ALS in Connecticut?

Aetna Ambulance Service

Ambulance Service of Manchester, LLC

American Ambulance Service, Inc

American Medical Reponse of CT, Inc

Bethel Police Dept

Bloomfield Volunteer Ambulance

Bradley Internations Emergency Services Division

Bristol Hospital EMS, LLC

Brookfield Volunteer Fire Company

Burlington Volunteer Fire Company

Campion Ambulance

City of West Haven Fire Department

Danbury Fire Department

East Hartford Fire Department

East Haven Fire Department

East Windsor Fire Department

Enfield EMS

First Fire Taxation District of West Haven

Granby Ambulance

Greenwich EMS

Hamden Fire Department

Hunter's Ambulance Service

KB Ambulance Corps

Lawrence & Memorial Hospital

Madison EMS

Middlesex Hospital

Milford Fire Department

Mohegan Tribal Fire Department

Monroe Volunteer EMS

Naugatuck Ambulance Corps

New Canaan Volunteer Ambulance Corps

New Haven Fire Department

Newington Emergency Medical Services

Newtown Volunteer Ambulance Association

North Haven Fire Department

Norwalk Hospital Association

Ridgefield Fire Department

Rocky Hill Volunteer Ambulance

Simsbury Volunteer Ambulance Associations

South Manchester Fire Department

Stamford EMS

Stratford EMS

Suffield Volunteer Ambulance Association

Thomaston Volunteer Ambulance Association

Town of Canton Vol. Fire & EMS Department

Town of Guilford FD Ambulance

Trumbull EMS

UConn Health Center Fire Department

Valley EMS

Wallingford Department of Fire Services

West Hartford Fire Department

West Shore Fire District

Wethersfield Volunteer Ambulance Association

Wilton/Weston ALS Association

Windham Community Hospital

Windsor Locks Lions Club Ambulance

Wolcott Volunteer Ambulance Association

- Procure Medical Control ... Arranged**
- On site narcotics license... Obtained**
- Mutual aid agreements... In Process**
- Town Approval... end of April**
- Town Funding... May 22 referendum**
- State of CT Authorization... Aug 2018**
- 24 x 7 x 365 Coverage ... Sep 2018**
- Full Implementation... Fall 2018**

## **Implementation Time Frames**



# Paramedicine:

**Colchester  
needs  
ALS Services**

**THANK YOU FOR YOUR SUPPORT**

April 18, 2018





Advanced  
Life  
Support

## REVENUE PROJECTIONS Post Paramedic Implementation

2018 Rates

Payor		# Of Calls	Base Rate	Per Mile	Total Mile Charge Per	Total Per Call	Total for Year
Medicare 776	ALS	466	\$454.75	\$7.09	\$92.17	\$546.92	\$254,619.70
	BLS	310	\$382.94	\$7.09	\$92.17	\$475.11	\$147,458.94
Medicaid 140	ALS	57	\$317.30	\$2.88	\$37.44	\$354.74	\$20,350.44
	BLS	83	\$267.20	\$2.88	\$37.44	\$304.64	\$25,148.88
Private / 3rd 356	ALS	178	\$1,149.00	\$15.13	\$196.69	\$1,345.69	\$239,640.48
	BLS	178	\$726.00	\$15.13	\$196.69	\$922.69	\$164,312.64
Total # ALS Calls		701					
Total # BLS Calls		571					
			Total Calls	1272		0.5511	
Total ALS Billable			\$514,610.62				
Total BLS Billable			\$336,920.46				
Total Billable			\$851,531.08				
Total Projected			\$851,531.08				

**Assumptions for Projection**

Average Miles Per Call 13

Rates are Constant for Year

## Paramedic Program Estimated Expenses - Detail

StartUp	Minimal	Acceptable	Optimal
Conservative Estimate for Gear includes operating lease of 2 LifePak Monitors and ALS ambulance medications & supplies 100,000			
<b>1/2 time EMS Chief</b>	38,216 *	99,870 *	99,870 *
QA/QC reviews, Medical Oversight, Narcotics Mgmt, Training Coordinator at 50%x71k + + 7.65% FICA/Medicare + FT only [+7% 401(a) +\$123 LTD+ \$216 Life + \$2000 HSA + 16129 Health Ins]			
<b>Hire FT FF/EMT</b>	68,118 *	68,118 *	68,118 *
entry level FF/EMT w 7% 401(a) + 7.65% FICA/Medicare+ \$123 LTD+ \$216 Life + \$2000 HSA + 16129 Health Ins			
<b>Replace Staff FF/EMT Position</b>			68,118 *
<b>Additional Hours Req'd to cover 24x7</b>	149,860 *	149,860 *	149,860 *
Need 88=(8*5+2*24) more hrs for 1 deep coverage Else \$38/hrTemp Staffing Resources=173,888			
<b>Bump for Medic Duties</b>	50,079 *	50,079 *	50,079 *
\$5/hr * 24 hrs/day x 7days/wk x 52wks/yr + 7% 401(a) + 7.65% FICA/Medicare			
<b>CT License Fees (annual) @ \$150/medic/yr</b>	750	750	750
<b>Training ACLS, PALS, CPR, Refresher, conferenc</b>	6,225	6,225	6,225
<b>Uniform Allowances</b>	4,500	4,500	4,500
<b>Medications &amp; Supplies</b>	20,000	20,000	20,000
<b>Increase to Town Worker's Compensation</b>	7,500	7,500	7,500
<b>Increase to Town Liability Insurance</b>	1,500	1,500	1,500
<b>Increase to Billing Company Fees (7.5%)</b>	24,490	26,365	26,365
<b>Paramedic Response Car with Gear, Meds - Set Aside Replacement Cost (7 yrs)</b>			75,000
			11,786
100,000	371,238	434,767	589,671

\* Figures derived with CFO inputs based upon current FY 17/18 costs, and all are subject to change, due to possible cost increases, and the fact that the fire union contract expires on 6/30/18 and a new contract has not yet been negotiated.