Who Is South Country Ambulance?

• South Country Ambulance is a DBA for Brookhaven Ambulance Company Inc.

• Established on July 2\textsuperscript{nd}, 1940

• Federally Recognized (IRS) Not For Profit 501 C(3)

• NYS Tax Exempt Organization
What is the Corporate Structure Of South Country Ambulance?

- Board of Directors
- President
- Secretary
- Treasurer
- Membership
South Country Ambulance

Highlights

Protecting Southaven, South Yaphank, South Medford, Brookhaven, Bellport, Hagerman & East Patchogue

- Protects 41,000 Residents
- ALS Initial Response 95% of all alarms
- 28 Square Miles
- 21 Miles of Canals, Bay & Ocean
- Federal Wildlife Preserve

- Suffolk County Police Headquarters
- Suffolk Fire Training Academy
- South Country Schools & BOCES
- 3 Nursing Homes
- Suffolk County Park (Southaven)
How Many Volunteers Does South Country Ambulance Have?

- We have a total of 126 volunteers
- We have 8 Paid employees
South Country Ambulance Volunteers
2001 New York State EMS Agency of the Year
What do the Volunteers Do?

• The volunteers handle all of the 911 EMS alarms along with stand by’s and large scale events.

• In a typical year we handle between 2600 and 2700 911 requests.
Training

• Paramedic: 1500 Hours

• EMT Critical Care: 450 Hours

• EMT Basic: 160 Hours
Volunteer Hours

- 52 x 10 hour shifts per year = 520 hours
- 8 x 14 hour shifts per year = 112 hours
- Training, Parades, Work Details, CME = 150+hrs

Approximately **800** hours a year.

South Country Ambulance
Awards Received By Our Volunteers

• NYS EMS Agency of the Year

• Suffolk County EMS Agency of the Year

• Suffolk County Leadership Award

• Suffolk County Advanced Life Support Provider of the Year

• Suffolk County Basic Life Support Provider of the Year

• Town of Brookhaven Volunteer’s of the Year
What is LOSAP?

• LOSAP is the volunteer retirement program set up in 2000 to retain and recruit volunteers.

• A volunteer who receives a good year gets $20 towards retirement.
  – Example: if a person has 5 good years they will receive $100 a month at age 65.

• This program is run by the Town of Brookhaven an administered by a company called Penflex from Latham, NY.

• Data is collected by the ambulance company by default.
Volunteer Retirement Credit

• At the direction of Penflex the NYS LOSAP Administrator.
  – November 2003
  – No other agent
What Do the Paid Employee’s do?

• They handle the maintaining of records and the entire infrastructure of the ambulance company from vehicles to the buildings.
# Titles and Salaries of Paid Positions

<table>
<thead>
<tr>
<th>Title</th>
<th>Salary</th>
<th>Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ambulance Services Manager</td>
<td>91,765</td>
<td>13 years</td>
</tr>
<tr>
<td>ALS Equipment Manager</td>
<td>41,343</td>
<td>6 years</td>
</tr>
<tr>
<td>BLS Equipment Manager/ Treasurer</td>
<td>33,600</td>
<td>2 years</td>
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<tr>
<td>Secretary</td>
<td>35,280</td>
<td>6 years</td>
</tr>
<tr>
<td>Facility Maintenance Manager</td>
<td>31,500</td>
<td>1 year</td>
</tr>
<tr>
<td>Maintenance Worker #1</td>
<td>26,250</td>
<td>2 years</td>
</tr>
<tr>
<td>Maintenance Worker #2</td>
<td>25,000</td>
<td>1 Year</td>
</tr>
<tr>
<td>Maintenance Worker #3</td>
<td>25,000</td>
<td>1 Year</td>
</tr>
</tbody>
</table>
Employee Benefits

• Established by using a variety of Municipal contracts as a guide:
  – Same Medical Provider as Town of Brookhaven and County of Suffolk (Empire)
  – Vacation
  – Holidays Off – As established by the Federal Gov
  – Work Week 40 hrs. –
  – Pay Raises set by US Dept of Labor CPI Index
What South Country Ambulance IS NOT

- We are not municipal government
  - School District, Local Towns and Villages, Fire Districts
- We are not a taxing entity
- We are not an arm of the government
- We are not the Ambulance District
Who Manages the Ambulance District?

• Town Council of the Town of Brookhaven

• Ambulance Commissioners that are elected by the community and serve as Town Elected Officials.
How Do We Get Paid?

• Primary source of revenue is a contract with the Town of Brookhaven

• Secondary sources include grants and donations.
How Do We Determine Our Budget Submission?

- In May Committees Submit to The Chief’s Office a request for supplies or items to be included in budget.
- In May-June The Chief’s Office prepares a budget to submit to the Board of Directors.
- In June the Board of Directors Submits the Budget to Town Ambulance District Commissioners, for review, and who either approve or reject it.
- In August Town Ambulance Commissioners forward the Budget to the Town Finance Department.
- In September the Town Finance Department and Ambulance Coordinator meet with the Ambulance Company.
- In late October early November entire Town Board votes on budget.
What is Our Budget?

- In 2006 our contract service fee with the Town of Brookhaven is 1.28 million dollars.
- The town taxed our community for $1,397,072.
- Difference of $117,072
- The Town calls this their administrative charge for handling the special usage district.
Local Taxing Entities
Based on $3,000 Assessment

- South Country Schools: $4,866.90
- Suffolk Country Police: $913.50
- Local Fire Dept: $389.40
- South Country Library: $296.10
- South Country Ambulance: $165.00

South Country Ambulance
Local Taxing Entities
Based on $3,000 Assessment

- South Country Schools: 74%
- Suffolk County Police Dept: 14%
- Local Fire: 6%
- South Country Library: 4%
- South Country Ambulance: 2%
Are We Cost Effective?

• Two Thirds (66%) of our community pay 20% less for EMS today than they did in 1999.

• Last Year our budget produced a 1% tax decrease for our community.

• This year’s proposed increase would cost each home a total of $8.00 for the entire year.
Amount Of Money South Country’s 2007 Budget Would Cost over 2006 Budget

FY2007 $1,347,000
FY2006 $1,280,000
$67,000
What Our Proposed Budget Increase Would Cost the Taxpayer

Grand Total of $8.00 a Year
.65 Cents a Month
2.19 Cents a Day

These costs are for a home assessed at $3000.00
Towns Idea of Money Well Spent on Administering a Paper District

73% increase in money spent on Town Management Employees (1310)

25% Increase Reimbursed Administrative (4722)

33% Increase in Accounting Cost (4606)

New Line that cost $111,780 labeled Other Contract Expenditures (4999)

Total for all lines associate with the Town
FY 2007 $432,437.00

Total Cost for FY2006 $101,960

That is a 424% Increase!
South Country’s FY2007 Request

$1,347,000 Requested

$850,000 Approved

If not fixed this will mean South Country Ambulance will go out of business after 66 years on January 1, 2007.
Why Do We Replace Vehicles?

- Safety
- High Maintenance
- Damaged
How Does the Ambulance Company Buy Vehicles?

• We develop a BID Spec. and forward it to vendors for competitive bidding.

• We use pre existing government contracts that have pre established prices. Examples of this are BOCES, NYS Contract, Suffolk County or Federal GSA

• All of our First Responder vehicles have been bought at the same place the Town of Brookhaven buys their vehicles from.
Bidding Process

- Under General Municipal Law that pertains to municipalities, all items over $10,000 must be bid out.
- South Country is not a municipality but follows this concept.
- Only 3 items bought in the last three years have hit the $10,000 mark.
  - 2 Ambulances
  - 2 First Responders- BOCES BID
  - 5 Life Pack 12 Monitor Defibrillators- Federal GSA
What Bid Lists Can We Use?

- Federal GSA
- NYS Contract
- BOCES Contract
- Suffolk County Contract
Who’s Bid List Cant We Use?

- Town Of Brookhaven
Town vs. South Country 2005

- Town First Responder Purchase & Equipped $64,000
- South Country First Responder Purchase & Equipped $36,500

- Town Ambulance Purchase $146,000
- SC Ambulance Purchase $123,000

- Town LP-12 Purchase $23,000
- SC LP-12 Purchase $17,000

- Town Total = $233,000
- South Country Total = $176,500

- Difference = Savings of $56,500
Why Should South Country Own Vehicles?

• Streamlines documentation
• Creates a legal buffer for Taxpayers
• Past Problems with Town of Brookhaven
  – Years of lost files – Ret. program
  – No one gets back to you - everyone
  – Previous partnerships have failed - gas
  – Bureaucracy that doesn’t protect community – cutting our budget while increasing their own.
What Happens To Vehicles When They Are Decommissioned by South Country?

• First we try to reuse them in our community, give them to other agencies.
• The we look for communities in need outside of our own.
• Last we either trade them in or sell them.
  – Money from sale is place into an interest bearing account for the purchase of vehicles in the future.

South Country Ambulance
Town Owned Decommissioned Vehicles
Why Sue The Town?

• Town has breached contract
• Breach has caused Ambulance Company to lose lower vehicle prices.
• Public Safety
• Volunteer Safety
If Brookhaven Town fails to Sufficiently Fund South Country, there WILL NOT be a 911 Ambulance

- Effective December 31, 2006 there **will not** be an ambulance coming when you dial 911.
- Town Slashed 32% of our budget.
- Can not pay bills needed to run the department.
- Town consulted no one about this.
- Only found out through a person who works for the Town who was appalled.
Questions from our Community

Thank You!.... Any Questions?