



TOWN OF GILFORD

BOARD OF SELECTMEN
47 Cherry Valley Road
Gilford, NH 03249
TEL 603.527.4700
FAX 603.527.4711
selectmen@gilfordnh.org

**NOTICE OF PUBLIC HEARING
BOARD OF SELECTMEN
AMBULANCE SERVICE FEE SCHEDULE**

Wednesday, March 28, 2018
7:00pm
Gilford Town Hall – Conference Room

The Gilford Board of Selectmen will be holding a public hearing pursuant to the provisions of RSA 41:9-a on proposed changes to the Ambulance Service Fee Schedule as approved by the Board of Fire Engineers. If adopted by the Selectmen, the new fees are scheduled to take effect as of April 1, 2018. The last times fees were increased was April 1, 2015.

The proposed fee changes are as follows:

<u>TYPE OF SERVICE</u>	<u>CURRENT RATE</u>	<u>PROPOSED NEW RATE</u>
BLS Emergency	\$561.90	\$746.00 (32.7% increase)
BLS Non-Emergency	\$351.19	n/a (to be eliminated)
ALS Non-Emergency	\$421.42	n/a (to be eliminated)
ALS-1 Emergency	\$878.18	\$1,066.00 (21.4% increase)
ALS-2 Emergency	\$1,314.15	\$1,578.00 (20% increase)
Specialty Care Transport	\$1,141.37	\$1,141.37 (no change)
Mileage	\$15.23	\$15.23 (no change)
Auto Extrication	\$357.00	\$357.00 (no change)
Treat & Release	\$244.80	\$244.80 (no change)

Copies with an explanation of the fee proposal are available at the Selectmen's Office or on line at www.gilfordnh.org. Copies will also be made available at the public hearing.

Any interested person may attend this public hearing and/or submit testimony related thereto.



Gilford Fire-Rescue

Stephen M. Carrier, Chief

Bradley A. Ober, Deputy Chief

Community, Safety, Professional Service

January 22, 2018

RE: Ambulance Billing Rate Increase Proposal

Dear Gilford Fire Engineers and Board of Selectmen,

Ambulance billing rates have been increasing steadily during the last decade. Although rates in our state are more reasonable than those in some neighboring states, we find our local charges to be well below the average of our neighboring communities. Many of those communities are conducting rate surveys and attempting to increase their billing rates. I have attached a spreadsheet produced by the Bristol FD after a survey of ambulance services across the State of NH. This information shows that our billing rates are considerably lower than most others in the sample.

In an effort to maintain market parity with other fire department-based ambulance services, I have focused on five other services; the same departments we compared ourselves to when we had a significant adjustment in rates in 2013 and a smaller adjustment in 2015. The departments are Laconia, Belmont, Sanbornton, Franklin, and Tilton-Northfield. I propose to raise our ambulance billing rates to the average billing rates of these 5 other communities, as outlined below:

BLS	\$ 746.00	30% increase
ALS-1	\$1,066.00	21% increase
ALS-2	\$1,578.00	20% increase
Mileage	\$ 15.23	no increase

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Phone (603) 527-4758 E-mail gilfordfirerescue@gilfordnh.org

Even with significant increases, we are still below the billing rates of our closest neighbor, Laconia. And, again, many departments continue to explore raising their own billing rates. We do not expect our increase to have a negative impact on collection rates. Over the years, we have realized a collection rate that hovers near or above 70%, despite increases in billing rates. Much of the money we collect is from health insurance plans. Forty percent of that money is deposited into the Ambulance Special Reserve account, while 60% returns to the general fund. The Ambulance "fund" is used to purchase equipment and supplies used on our ambulances and has purchased ambulances, in the past, as well.

Thank you for considering this request. Your approval will help assure the long-term health of the Ambulance "fund", keep us in-line with the local market, and allow us to continue delivering high-quality emergency ambulance service to the residents and visitors of our community.

Sincerely,

Stephen M Carrier, Chief
Gilford Fire-Rescue

Approved by Board of Fire Engineers:

CR Akerby 2/20/18

Approved by Board of Selectmen: _____

Current 2017 Ambulance Billing Rates

Agency	BLS	ALS-1	ALS-2	Milage
Bedford FD	\$ 1,157.00	\$ 1,841.00	\$ 2,773.00	\$ 27.95
BestCare Ambulance	\$ 1,300.00	\$ 1,500.00	\$ 1,800.00	\$ 38.00
Bow FD	\$ 675.00	\$ 900.00	\$ 1,525.00	\$ 15.00
Bristol FD	\$ 775.00	\$ 1,326.77	\$ 1,940.85	\$ 14.22
Comstar Top 50	\$ 1,403.00	\$ 2,234.00	\$ 3,391.00	\$ 35.05
Derry FD	\$ 617.00	\$ 1,152.00	\$ 1,614.00	\$ 17.00
Dover FD	\$ 885.90	\$ 1,644.92	\$ 2,598.98	\$ 14.98
Epping FD	\$ 1,205.00	\$ 1,950.00	\$ 3,010.00	\$ 32.00
Franklin FD	\$ 651.00	\$ 1,226.70	\$ 1,833.65	\$ 15.00
Gilford FD	\$ 561.90	\$ 878.18	\$ 1,314.15	\$ 15.23
Hooksett FD	\$ 516.42	\$ 613.26	\$ 887.60	\$ 13.88
Laconia FD	\$ 949.00	\$ 1,127.00	\$ 1,631.00	\$ 18.00
Londonderry FD	\$ 885.29	\$ 1,051.30	\$ 1,521.60	\$ 17.09
New Hampton FD	\$ 602.38	\$ 1,044.72	\$ 1,636.75	\$ 13.53
Salem FD	\$ 1,313.12	\$ 1,775.63	\$ 2,666.06	\$ 17.00
Sanbornton FD	\$ 934.04	\$ 1,074.41	\$ 1,612.08	\$ 11.04
Tilton/Northfield FD	\$ 626.17	\$ 1,226.70	\$ 1,833.26	\$ 15.00
Tri-Town Ambulance	\$ 600.00	\$ 800.00	\$ 1,000.00	\$ 18.00
Windham FD	\$ 1,137.00	\$ 1,893.00	\$ 2,932.00	\$ 30.00

Mean	\$ 883.91	\$ 1,329.45	\$ 1,974.79	\$ 19.89
Standard DeviationS	290.72	447.75	708.69	8.19

Page 2 below looks at each rate relative to Standard Deviation. Averages are then created using those rates remaining in a range of deviation to exclude high and low outliers.



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**GILFORD FIRE-RESCUE DEPARTMENT
AMBULANCE SERVICE FEE SCHEDULE**

Effective April 1, 2018

<u>TYPE OF SERVICE</u>	<u>RATE</u>
BLS	\$746.00
ALS-1	\$1,066.00
ALS-2	\$1,578.00
Specialty Care Transport	\$1,141.37
Mileage	\$15.23
Auto Extrication	\$357.00
Treat & Release	\$244.80

Approved by the Fire Engineers on February 20, 2018.

Approved by the Board of Selectmen on March 28, 2018, following a duly posted, public hearing.

ATTEST:

Gus Benavides, Selectman

Richard Grenier, Selectman

Dale Channing Eddy, Selectman