



DATE: September 28, 2020

ISSUE: Renewal of AirMedCare Network Municipal Site Membership Agreement for Emergency Air and Ground Ambulance Service in an amount not to exceed \$205,085.00; update term of agreement to calendar year renewal; and

RECOMMENDATION: Authorize Renewal of Public/Private Partnership Agreement with the AirMedCare Network to continue to provide residents living within the City of Gulf Shores corporate limits prepaid membership for ground ambulance and helicopter/air emergency transport through the AirMedCare Network Municipal Site Membership; update term of agreement to calendar year; and payment for continued service during last quarter of 2020.

BACKGROUND: The City of Gulf Shores' Vision 2025 Key Strategy to provide leading edge healthcare for our citizens was the starting point of this project. Identifying ways to improve the health, safety, and general wellbeing of our residents is paramount. One issue identified by staff is the high cost of non-covered emergency transport service via ambulance and helicopter. We are aware through our personal and professional experience that residents have experienced exorbitant out of pocket medical bills for air and ground ambulance even after co-pays. Looking for solutions to this issue, we approached MedStar Emergency Medical Services. They are the exclusive ground ambulance provider in Baldwin County, who also operate two medical helicopters. The AirMedCare Network is a program that allows cities to participate and offer the provision of ground ambulance and air emergency transport services at a substantially reduced rate to citizens who live within the corporate limits of Gulf Shores. In September, 2019, the City Council authorized the initial agreement to offer this healthcare membership to local citizens.

PREVIOUS COUNCIL ACTION: In order to participate in this program, the City Council adopted Resolution No. 6189-20 to approve a one year municipal site membership agreement with AirMedCare Network to provide ground ambulance and air emergency transport services to citizens who live within the corporate limits of Gulf Shores.

Residents are covered under an AirMedCare Network municipal site membership when transported by Medstar Air Care 1 and Medstar Emergency Medical Services (or any other AirMedCare Network Provider). City of Gulf Shores Corporate Limit Resident Benefits:

- NO OUT OF POCKET EXPENSE for the City of Gulf Shores Corporate Limit Residents insured at the time of transport when pick up location is in Baldwin County, Alabama.
- DISCOUNTED TRANSPORT BILL for City of Gulf Shores Corporate Limit Resident's uninsured at the time of transport when pickup location is within Baldwin County, Alabama. Bill reduced to the Medicare Allowable Rate.



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- Residents are eligible to upgrade to full member status at \$45/yr (\$35/yr over 60) providing a \$40 to \$50/yr discount! If you are a current member, and your membership is set to expire within the next year, you will be able to renew for the \$45 rate as well.

BUDGET IMPLICATIONS: This is a budgeted annual expense of \$164,000.00 in the 2021 General Fund Budget for the Fire Department – Account #01-535-65250; and payment for service during last quarter of 2020 in an amount not to exceed \$42,000.00 from General Fund Budget for the Fire Department – Account #01-535-65250.

ATTACHMENTS:

- AirMedCare Network Municipal Site Membership Agreement
- Draft Resolution

DEPARTMENT: Fire and Emergency Services

STAFF CONTACT: Chief Mark Sealy