

TOWN OF CONSTANTIA  
**MINUTES– WORKSESSION - TOWN BOARD – July 20, 2010**  
9:00AM – Constantia Town Hall

Present: Charles Gilkey – Supervisor  
Richard Colesante, Thomas Moran, and Frank Tomaino – Council Members  
Clare Haynes –Town Clerk

Others Present: Nancy Butler – Supervisor’s Clerk  
Wayne Woolridge – Highway Superintendent  
David Butler – TLC  
Lon Fricano – TLC

**CALL TO ORDER:**

At 9:00 a.m. Mr. Gilkey called the work session to order with the Pledge of Allegiance.

**PURPOSE:**

The purpose of this meeting is to gather additional ambulance information.

**DISCUSSION:**

Mr. Colesante asked Mr. Butler and Mr. Fricano to give a little background of what TLC does. TLC is divided into two corporations, medical and transportation service, they currently cover 85% of Cortland County, all of Onondaga and Brewerton plus the City of Auburn. Mr. Fricano and Mr. Butler are on the CNY Emergency Council and they are willing to answer any questions that the Board might have. A lengthy discussion was held with information shared between all sources.

The question of the Certificate of Need was answered, this is required before any health care type of business can be formed. This certificate is issued by the State of New York and is in place to make sure that medical care is not degraded by having competition. This can be adjusted by filing an expansion application, the problem with doing it this way is if there is a competing interest the Certificate of Need holder can make this difficult. The best way would be to merge with other areas where all are interested to do so, this might cut costs. Usually the more call volume, the lower the rate.

The biggest question is the community that borders the Town of Constantia pays such a lower rate than the Town and the Board is looking into possible solutions. There are many variables that go into the cost of service, equipment, number of calls, number of people and the payer mix. The biggest problem is the State of New York tells the ambulance service how much they can charge, for example if a person is on Medicare and is transported, the cost of service is more than the company gets reimbursed. It is a New York State Law that an ambulance must transport a patient, even if the service is going to be provided for free. They also require many unfunded mandates that the ambulance service must do, that along with the required training that is not necessary available locally, makes it difficult to keep the service going at a reasonable rate.

Both Mr. Butler and Mr. Fricano feel that the best way to save money would be to make sure they are running their business cost efficiently, is the company that does their billing charging too much, grant writers, and what about fund raising, with difficult financial times, thinking out of the box is the best way to go.

Mr. Gilkey thanked Mr. Butler and Mr. Fricano for their information.

**CLOSE:**

At 10:45 am, meeting adjourned.