

From: chachingb4@aol.com [<mailto:chachingb4@aol.com>]

Sent: Friday, January 30, 2015 9:11 AM

To: Metz, Marcy; Lee, Chris

Cc: doug@gibson-solutions.com

Subject: Mercy's Backup plan

Marcy Metz, Chris Lee

It was so nice to see everyone at the meeting yesterday. Thanks so much for all your time and effort into this contract. I have attached a commitment letter from Mercy regarding the mutual aid. I am certain that we will receive more mutual aid agreements than the ones we put in our RFP. But this letter covers everyone if we are delayed at the beginning of the contract.

Hopefully this meets with your approval. We are very excited about getting started and we are looking forward to a terrific relationship with the County on this contract!

Rick Roesch

Mercy

MERCY

*Medical
Transportation
Inc.*

ADMINISTRTION
5081 Hwy. 104, Ste B
Mariposa, CA
95338
PO Box 5004
Mariposa, CA
95333-5004
(209) 966-5762
Fax (209) 966-4901

January 29, 2015

Marcy Metz
SD County EMS Director
Re: Mercy Medical Transportation, Inc.

Dear Marcy Metz,

Thank you for meeting us today to discuss RFP 6212. During the meeting I was asked to develop a Backup Plan if we did not receive the Mutual Aid Agreements that we listed in our RFP response.

We stated that we would have 7 Mutual Aid Agreements in place by March 1, 2015.

If we do not have any of the 7 agreements signed we will start the contract with 2 additional 24-hour units to make absolutely sure we will perform properly under the terms of the agreement.

If we have 4 Mutual Aid agreements in place we will start the Contract with 1 extra 24-hour unit.

We do not believe this will be necessary but this is a commitment that Mercy will undertake should the need arise. We will not let our patients or the County down!

Sincerely,



Richard F. Roesch
President
Mercy Medical Transportation, Inc.

From: chachingb4@aol.com [<mailto:chachingb4@aol.com>]

Sent: Tuesday, February 03, 2015 11:08 AM

To: Metz, Marcy; Lee, Chris

Cc: allyse.roesch@gmail.com

Subject: Mercy Mutual Aid

Marcy Metz
SD County EMS
Re: RFP 6212

Marcy Metz,
Per your request I have attached the following items:
Letter regarding our Mutual Aid plan.
Map of the County with Locations.
MCI plan for the County
Emails marked "confidential" with various providers regarding Mutual Aid Agreements.
Schaefer signed mutual Aid Agreement.

We do not have an email with Julian Fire as Doug Moriarty spoke directly with the Julian Chief who stated that it was a great idea to have a mutual aid agreement and they would be able to sign one.

We do not have an email with Barona however Doug Moriarty has a great relationship with them and knows we will be able to get one.

In addition to what we put in our RFP response we signed a mutual aid agreement with Schaefer Ambulance. Schaefer is the contracted 911 provider for Imperial Count which borders on our service area.

In further addition to what we put in our RFP response we have also reached out to Lakeside and Santee. Those emails are also attached.

As far as our proposed mutual aid agreements with County Fire I would suggest you contact Chief Mecham with County Fire/Cal Fire.

In addition we have included a couple of emails that show that we reached out to Chief Paskle with Alpine Fire.

We will, without a doubt exceed the requirements of the RFP and look forward to a terrific working relationship with all of our Partners in Zone 2 Rural.

Thank You
Rick Roesch
President
Mercy

MERCY

Medical Transportation Inc.

ADMINISTRATION
5081 Hwy. 104, Ste B
Mariposa, CA
95338
P.O. Box 5004
Mariposa, CA
95338-5004
(209) 966-5762
FAX (209) 966-4901

February 2, 2015

Marcy Metz, Chief
San Diego County EMS

Re: Mercy Medical Transportation, Inc.

Dear Marcy Metz,

As per your request, the following is a detailed description of Mercy's mutual aid agreements and MCI plan for Zone 2 Rural and Otay Mesa Service Area (RFP 6212).

Mercy is the exclusive contracted provider of ALS, 911 transportation services in the Valley Center Fire Protection district in San Diego County, the Pala Indian Reservation, the Rincon Indian Reservation, and Mariposa County, California. In each service area Mercy has the privilege of serving, the company has reached-out and forged partnerships with all key stakeholders in the catchment. Mercy houses their ambulance crews within service area fire stations, thus building long-lasting cohesion, increased camaraderie and seamless teamwork between agencies. Mercy trains with fire agencies on both Emergency Medical Service modalities as well as fire related classes and manipulative exercises. Mercy strives to integrate and work collaboratively with all responding service providers, as the vast majority of the company's medical responders are on the path to the fire service.

Mercy is well integrated with the inherent agencies we respond with on a daily basis and therefore it is necessary to continue to forge deeper alliances. This is why the company continues to take it one step further and forge mutual-agreed instruments (as is done in the fire service) with our partners in order to provide the very best in customer service and quality patient care response. Mercy will secure mutual aid agreements with agencies that are strategically placed to ensure maximum coverage within the Zone 2 Rural and Otay Mesa Service Area. With this said, our vision clearly delineates Mercy from other companies placing Mercy in the forefront of the County's five-year Fire Master Plan as a clear partner with rural setting agencies; servicing the underserved regions.

Mutual aid agreements will be secured between Mercy and the following agencies before March 1, 2015:

- Viejas Fire Department: 19860 Viejas Grade Road, Alpine, CA 91901
- Sycuan Fire Department: 5449 Dehesa Road, El Cajon, CA 92019
- Julian Cuyamaca Fire Protection Ambulance Service: 2645 Farmer Road, Julian, CA 92036
- Barona Fire Department: 1112 Barona Road, Lakeside, CA 92040
- Internal Mutual Aid Agreement with Mesa Grande: 26000 Mesa Grande Road, Santa Ysabel, CA 92070
- Pine Valley Station: 28850 Old Highway 80, Pine Valley, CA 91962
- San Diego Rural Station: 14024 Peaceful Valley Ranch Road, Jamul, CA 91935

In addition to the mutual aid agreements listed above, Mercy is actively working on securing additional mutual aid agreements with agencies located adjacent to the Zone 2 Rural and Otay Mesa Service Area. For a view of mutual aid agreement locations and dedicated system unit locations please see the map attached.

In the highly doubtful event Mercy is not able to secure any of the seven (7) mutual aid agreements listed above, or only one to three agreements, the company will increase the number of system units from four (4) to six (6). Mercy would place one extra system unit at the Sycuan Fire Department and one in the Alpine area. Again, in the unlikely event Mercy is only able to secure four to six mutual aid agreements, the company will increase the number of system units from four (4) to five (5). Mercy would place one extra system unit at the Sycuan Fire Department.

In addition to the company's mutual aid agreements, Mercy's North East San Diego County division maintains a disaster trailer available to assist with Zone 2 Rural and Otay Mesa area operations. The large disaster trailer maintains enough general trauma supplies and backboards to treat a minimum of 20 patients at a major mass-casualty incident. For additional support, Mercy's affiliate company, McCormick Ambulance, maintains 3 disaster units. The disaster unit located in Los Angeles County carries 63 backboards, 64 oxygen tanks/regulators, as well as triage/first-aid support equipment and related supplies for the complete on-scene packaging of over 60 patients. McCormick Ambulance's two State issued disaster units, also located in Los Angeles County, carry 50 backboards, triage equipment and ALS equipment including I.V. infusion supplies.

Just as every other provider in San Diego County (public or private), Mercy is additionally able to utilize the Mass-Casualty Incident (MCI) Annex-D Policy for San Diego County (please see policy attached). The policy allows an Incident Commander (IC) to request the kind, type, and number of resources needed for a MCI, and they will be sent.

Mercy is confident the secured mutual aid agreements with several agencies, along with the company's disaster trailers and disaster training, and the availability of San Diego County's MCI Annex-D policy, Mercy will more than adequately meet the Zone 2 Rural and Otay Mesa area's needs. If you need further clarification or have any other questions, please do not hesitate to contact me.

Sincerely,



Richard F. Roesch
President
Mercy Medical Transportation, Inc.

From: Allyse Roesch <allyse.roesch@gmail.com>
To: chachingb4 <chachingb4@aol.com>
Subject: Fwd: Zone-2
Date: Tue, Feb 3, 2015 10:17 am

----- Forwarded message -----

From: Douglas Moriarty <doug@gibson-solutions.com>
Date: Wednesday, August 20, 2014
Subject: Zone-2
To: Allyse Roesch <allyse.roesch@gmail.com>
Cc: Rick Roesch <CHACHINGB4@aol.com>

Finally....

CONFIDENTIAL

So we have Viejas and Sycuan for our deployment plan....

Begin forwarded message:

From: Mitch Villalpando <mvillalpando@sycuan-nsn.gov>
Date: August 20, 2014 12:02:20 PM PDT
To: 'Douglas Moriarty' <doug@gibson-solutions.com>
Subject: RE: Zone-2

Doug,

My apologies for not getting back to you sooner, I've been on some fires. Thanks for considering us in your proposal, by all means, you can use us in your operating plan. Would you be putting an ambulance in the Alpine station?

Let me know if I can help.

Mitch

Mitch Villalpando

Fire Chief
Sycuan Fire Department
5449 Sycuan Road, El Cajon Ca. 92019
Phone: 619-445-2893
Cell: 619-994-0290

CONFIDENTIAL

-----Original Message-----

From: Douglas Moriarty [mailto:doug@gibson-solutions.com]
Sent: Monday, August 04, 2014 5:45 PM
To: Mitch Villalpando
Subject: Zone-2

Chief:

Mercy will be bidding the Zone-2 contract; again. This time it appears that the timeline is quite a bit quicker that before. Anyway, Rick (the owner of Mercy) and I would love to include Sycuan Fire Department in the proposal plan as we will Viejas Fire Department too. Maybe to keep it simple a Mutual Aid agreement might be quicker easier? I have asked Chief Butz as well as we completely rely upon on the closest unit concept for the very best in patient care. We have just less than a month to submit the proposal. Take care Chief. Thanks for all.
Doug

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From: Douglas Moriarty <doug@gibson-solutions.com>
To: Allyse Roesch <allyse.roesch@gmail.com>; Rick Roesch <CHACHINGB4@aol.com>
Subject: Fwd: Zone-2
Date: Sun, Feb 1, 2015 6:20 pm

Begin forwarded message:

From: Don Butz <DButz@viejas-nsn.gov>
Date: August 14, 2014 2:04:05 PM PDT
To: Douglas Moriarty <doug@gibson-solutions.com>
Subject: RE: Zone-2

CONFIDENTIAL

Doug,

I have been swapped and I can't recall if I replied to your email. We can run the closest unit concept using auto aid or mutual aid. But regardless, we at Viejas want to work to make it better for the entire area.

-----Original Message-----

From: Douglas Moriarty [<mailto:doug@gibson-solutions.com>]
Sent: Monday, August 04, 2014 5:11 PM
To: Don Butz
Subject: Zone-2

Chief:

Mercy will be bidding the Zone-2 contract; again. This time it appears that the timeline is quite a bit quicker than before. Anyway, Rick and I would love to include the Viejas Fire Department in the proposal plan as we will Sycuan Fire Department too. Maybe to keep it simple a Mutual Aid agreement might be quicker easier? I will be asking Chief Villapando as well as we completely rely upon on the closest unit concept for the very best in patient care. We have just less than a month to submit the proposal. Take care Chief.

Doug Moriarty

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From: Douglas Moriarty <Doug@gibson-solutions.com>
To: Rick Roesch <CHACHINGB4@aol.com>; Allyse Roesch <allyse.roesch@gmail.com>
Subject: Fwd: Mutual Aid DRAFT
Date: Sun, Feb 1, 2015 9:14 pm
Attachments: Mutual_Aid_Mesa_Grande.docx (171K)

Begin forwarded message:

From: Curtis La Chusa <mgbomi@mesagrandeband-nsn.gov>
Date: January 30, 2015 10:56:48 AM PST
To: Douglas Moriarty <Doug@gibson-solutions.com>
Subject: Mutual Aid DRAFT

Hey Chief, this is the mutual aid draft we can use. Take a look and make changes as needed.
Thanks, and will get signed with your approval.

 **Curtis V. La Chusa - MGBOMI - Business Committee**
Office: 760-782-3818 Cell: 760-691-6107 Fax: 760-782-0795

CONFIDENTIAL

From: Douglas Moriarty <doug@gibson-solutions.com>
To: Allyse Roesch <allyse.roesch@gmail.com>; Rick Roesch <CHACHINGB4@aol.com>
Subject: Fwd: Zone-2
Date: Sun, Feb 1, 2015 6:21 pm

Begin forwarded message:

From: Andy Parr <aparr@lakesidefire.com>
Date: August 13, 2014 3:14:20 PM PDT
To: Douglas Moriarty <doug@gibson-solutions.com>
Subject: Re: Zone-2

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Doug,

Lakeside would be interested in discussing the issue...however, We do not own the EOA. We (Santee and Lakeside) are simply contractors for CSA-69 for which the EOA is owned by the County of San Diego.

That being said; I think it's wise (and good business) to establish a Mutual Aid agreement with all of our neighbors either from the District's perspective and as a provider for CSA-69.

Thanks for asking.

Andy

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--
Andy Parr, Fire Chief
Lakeside Fire Protection District/CSA-69 EMS District (CA-LKS)
Office 619.390.2350 - aparr@lakesidefire.org
www.lakesidefire.org
Solum potestis prohibere ignes silvarum

On Wed, Aug 13, 2014 at 2:34 PM, Douglas Moriarty <doug@gibson-solutions.com> wrote:
Chief:
Quick question. Mercy Medical will be bidding the Zone-2 contract for East County. If successful in the bid, and as we would touch one another, I was wondering if Lakeside would consider forging a mutual aid agreement with Mercy. Chief, thank you. I truly appreciate your time and consideration.
Doug Moriarty

From: Allyse Roesch <allyse.roesch@gmail.com>
To: chachingb4 <chachingb4@aol.com>
Subject: Fwd: Zone-2
Date: Tue, Feb 3, 2015 9:59 am

----- Forwarded message -----

From: Douglas Moriarty <doug@gibson-solutions.com>
Date: Sunday, February 1, 2015
Subject: Fwd: Zone-2
To: Allyse Roesch <allyse.roesch@gmail.com>, Rick Roesch <CHACHINGB4@aol.com>

Chief From Santee

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Begin forwarded message:

From: Richard Mattick <RMattick@CityofSanteeCa.gov>
Date: August 13, 2014 4:34:54 PM PDT
To: Douglas Moriarty <doug@gibson-solutions.com>
Cc: "'Andy Parr' (aparr@lakesidefire.com)" <aparr@lakesidefire.com>
Subject: RE: Zone-2

Doug-
I agree with Chief Parr's response. We will be talking!

Thanks
Richard

Richard Mattick
Fire Chief
City of Santee
10601 Magnolia Avenue
Santee, CA 92071
619-258-4100 Ext. 200
RMattick@CityofSanteeCa.gov

CONFIDENTIAL

-----Original Message-----

From: Douglas Moriarty [mailto:doug@gibson-solutions.com]
Sent: Wednesday, August 13, 2014 4:05 PM
To: Richard Mattick
Subject: Zone-2

Chief:
Quick question. Mercy Medical will be bidding the Zone-2 contract for East County. If successful in the bid, and as we would touch one another, I was wondering if the Santee (CSA-69) would consider forging a mutual aid agreement with Mercy. Chief, thank you. I truly appreciate your time and consideration. Be safe out there.
Doug Moriarty

From: Douglas Moriarty <doug@gibson-solutions.com>
To: Allyse Roesch <allyse.roesch@gmail.com>; Rick Roesch <CHACHINGB4@aol.com>
Subject: Fwd: Zone-2 RFP
Date: Sun, Feb 1, 2015 6:22 pm

Begin forwarded message:

From: Bill Paskle <bpaskle@alpinefire.org>
Date: August 8, 2014 4:48:57 PM PDT
To: Douglas Moriarty <doug@gibson-solutions.com>
Subject: RE: Zone-2 RFP

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Hi Doug,

Sure you can include in your proposal plan to house a unit in our fire station, subject of course to negotiations and a contract between the District and Mercy. I also feel I must let you know AMR has asked for a letter of reference from me to include with their bid. I have not decided yet if I will submit one.

Good luck with your bid and if there is anything I can help answer please don't hesitate to ask.

Bill F. Paskle
Fire Chief
Alpine Fire Protection District
1364 Tavern Road
Alpine, CA 91901-3831
619-445-2635 ext. 302 office
619-445-2634 fax
619-672-3866 cell
bpaskle@alpinefire.org
www.alpinefire.org

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-----Original Message-----

From: Douglas Moriarty [<mailto:doug@gibson-solutions.com>]
Sent: Friday, August 08, 2014 12:47 PM
To: Bill Paskle
Subject: Zone-2 RFP

Chief:

As you know the RFP for Zone-2 is out and the submittal date is fast-coming. Mercy Medical will be submitting a proposal for the service area. Out of respect to you Chief, and for your long-standing relationship with AMR since the service' inception, I wanted to inquire as to the possibility of Mercy Medical including a paramedic unit at your station for our overall deployment plan. I certainly recognize the strategic location for a paramedic unit that Alpine provides as well as to the benefit to the community which is most pinnacle.

Moreover, I'm certain you know my history working in the east county establishing ALS delivery

@ Sycuan, Viejas and Barona as the EMS Chief(s), and possibly my history @ Mercy. I only hire paramedics and EMTs who have a desire to become a firefighter/paramedic and those who have (at a minimum) a recognized California Fire Academy (i.e. Palomar). These are the folks I only hire in in the Valley Center Service Area, and I fully intend to do the same throughout the Zone-2 catchment. Chief, I truly appreciate your time and consideration into this matter. Should you have any questions or comments (or vision) as the aforementioned I would truly appreciate your key input sir. Thank you again for your time. Take care and be safe out there.

Doug Moriarty
(760) 525-9676

CONFIDENTIAL

From: Douglas Moriarty <doug@gibson-solutions.com>
To: Rick Roesch <CHACHINGB4@aol.com>
Subject: Fwd: Zone-2 RFP
Date: Mon, Feb 2, 2015 2:15 pm

FYI....

Begin forwarded message:

From: Bill Paskle <bpaskle@alpinefire.org>
Date: February 2, 2015 1:48:30 PM PST
To: Douglas Moriarty <doug@gibson-solutions.com>
Subject: RE: Zone-2 RFP

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Doug,

Now that Mercy has been issued an Intent to Award from the County for Zone II, where do you plan on housing your transport units. I'm hearing a lot of scuttle on the street that you will be using CALFIRE stations to house your units. Since I have not heard from you I assume that you are not interested in housing a unit in Alpine? Also Alpine is entered into several side agreements with AMR. Does Mercy have any intention of entering into any agreements with the District?

My Board of Directors and community leaders are asking questions that I don't have answers to. Can you please provide me some details of your plan for Zone II?

Bill F. Paskle
Fire Chief
Alpine Fire Protection District
1364 Tavern Road
Alpine, CA 91901-3831
619-445-2635 ext. 302 office
619-445-2634 fax
619-672-3866 mobile
bpaskle@alpinefire.org
www.alpinefire.org

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-----Original Message-----

From: Douglas Moriarty [<mailto:doug@gibson-solutions.com>]
Sent: Friday, August 08, 2014 12:47 PM
To: Bill Paskle
Subject: Zone-2 RFP

Chief:

As you know the RFP for Zone-2 is out and the submittal date is fast-coming. Mercy Medical will be submitting a proposal for the service area. Out of respect to you Chief, and for your long-standing relationship with AMR since the service' inception, I wanted to inquire as to the possibility of Mercy Medical including a paramedic unit at your station for our overall deployment plan. I certainly recognize the strategic location for a paramedic unit that Alpine provides as well

as to the benefit to the community which is most pinnacle.

Moreover, I'm certain you know my history working in the east county establishing ALS delivery @ Sycuan, Viejas and Barona as the EMS Chief(s), and possibly my history @ Mercy. I only hire paramedics and EMTs who have a desire to become a firefighter/paramedic and those who have (at a minimum) a recognized California Fire Academy (i.e. Palomar). These are the folks I only hire in in the Valley Center Service Area, and I fully intend to do the same throughout the Zone-2 catchment. Chief, I truly appreciate your time and consideration into this matter. Should you have any questions or comments (or vision) as the aforementioned I would truly appreciate your key input sir. Thank you again for your time. Take care and be safe out there.

Doug Moriarty
(760) 525-9676

CONFIDENTIAL

AGREEMENT FOR MUTUAL AID

This agreement made the 2nd day of February 2, 2015 by and between the **Schaefer Ambulance Service dba Gold Cross Ambulance**, herein called SA, and **Mercy Medical Transportation Inc.**, called MMT

WITNESSETH:

WHEREAS:

1. **Schaefer Ambulance(SA)** maintains and operates an ambulance service for the purpose of providing medical aid services to the area known as Imperial County.
2. It is the desires of the parties here to render aid, each to the other to combat the effect of emergency events when such aid is necessary as herein set forth.

NOW THEREFORE, the parties hereto mutually agree as flows:

- 1) To furnish medical personnel and/or equipment and to render such medical services to each other as may be necessary to provide medical emergency response to mitigate an emergency this is beyond the control of either of the parties hereto acting without the assistance of the other and control of which therefore requires assistance from the other. In addition, requests for mutual aid services may be required if response times of each agency is extended and may detrimental in the service of their citizens.
- 2) Such mutual aid shall be provided within the parties District/ Reservation/ Zone/Municipality, as provided in # (9) below, however, that neither party shall be required to reduce its own emergency response resources, personnel, services, and facilities to the detriment of its normal capability, as determined by supervisory personnel on a daily basis.
- 3) No response to a mutual aid request provided for in this agreement will be made by the parties hereto unless such request is received through the established communication channels common to each party and made by a responsible official of the party requesting such aid.
- 4) Any mutual aid extended under this agreement will be extended with the express understanding that the official in charge in charge (in whose jurisdiction of a medical emergency response requiring mutual aid occurs) shall remain in charge at such incident including the direction of personnel and equipment provided through the operation of this mutual aid agreement.
- 5) Except as may be provided by separate written agreement in in # (7) below, between the parties hereto, the assurance of mutual aid set forth herein shall constitute the sole consideration for the performance hereof and neither party shall be obligated to reimburse the other for and use of material, damage, to equipment, or liability, incurred which may occur in the course of rendering assistance herein provide for.

- 6) Both parties agree that full-time paid personnel only will supervise each ambulance unit.
- 7) This agreement shall remain in full force and effect for a period of five (5) years from the date here-in-above written unless sooner terminated by either party giving to the other fifteen (15) days written notice of such termination.
- 8) The MMT (Mercy Medical Transportation, Inc.) shall respond one ambulance to the SA upon a request from **Schaefer Ambulance** or per the dispatch matrix on file. The SA will respond one ambulance to the MMT upon request from MMT or per the response matrix.

IN WITNESS WHEREOF, the parties hereto have caused this agreement to be executed as the day and year written above.

Schaefer Ambulance Service, Inc.
4627 Beverly, Blvd.
Los Angeles, CA 90004

Mercy Medical Transportation, Inc.

Leslie McNeal, Assistant Vice President



Schaefer Ambulance Service, Inc.



Mercy Medical Transportation, Inc.

