

## NOTICE OF MEETING

*Public notice is hereby given that a public meeting of the Board of Directors of the St. Charles County Ambulance District will be held at the District's Offices, 2000 Salt River Road, in St. Peters, Missouri, on Thursday November 4th, 2021 at 7:00 p.m., to consider and act upon the matters on the following tentative agenda and such other matters as may be presented at the meeting and determined to be appropriate for discussion at that time.*

### 7:00 P.M. –BOARD MEETING

- I CALL TO ORDER
- II PLEDGE OF ALLEGIANCE
- III PUBLIC COMMENTS
- IV AWARDS & ANNOUNCEMENTS
- V CONSENT AGENDA
  - A. November 4<sup>th</sup> Agenda Approval
  - B. October 21st Approval of Meeting Minutes
- VI STAFF REPORTS
  - A. Call Volume & Revenue Report
- VII OLD BUSINESS
- VIII NEW BUSINESS
  - A. Request to Purchase Lucas Device
  - B. Presentation/Discussion of Base 22 & 23 Construction Bids
- IX ADJOURN PUBLIC PORTION

Raymond Bauer  
Secretary of the Board of Directors

Date/Time Posted: 11.03.2021 @  
12 noon



## NOTICE OF MEETING

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- I CALL TO ORDER – PUBLIC PORTION
- II MOTION TO CLOSE MEETING – PUBLIC PORTION  
Pursuant to: Attorney Client Sec.610.021(1) RSMo (1986),
- III ADJOURNMENT - PUBLIC PORTION

Raymond Bauer  
Secretary of the Board of Directors

Date/Time Posted: 11.03.2021 @ 12 noon

By: 

**ST. CHARLES COUNTY AMBULANCE DISTRICT  
BOARD MEETING MINUTES  
THURSDAY OCTOBER 21, 2021**

**I. CALL TO ORDER**

Ronald Reguly called the meeting to order at headquarters at 7:00 p.m. In attendance were; Ronald Reguly, Teresa Reynolds, Abigail Drezek, Raymond Bauer, James Cooke and Kenny Biermann.

**II. PLEDGE OF ALLEGIANCE**

**III. PUBLIC COMMENTS**

**IV. AWARDS AND ANNOUNCEMENTS**

Chief Lewis announced that three of our paramedics received the Missouri Advisory Council East Central Committee Life Saving Award for a patient with a cardiac arrest that occurred on New Year's Eve 2020.

**V. CONSENT AGENDA**

A. Agenda Approval

Teresa Reynolds moved to approve the agenda as presented for Thursday, October 21st, 2021. Raymond Bauer seconded, the motion carried 6 to 0.

B. Meeting Minute Approval

Teresa Reynolds moved to approve the Board minutes from Thursday, October 7th, 2021. Raymond Bauer, the motion carried 6 to 0.

**VI. STAFF REPORTS**

A. September Financial Report

Rick Rognan from Rognan & Associates presented the September Financial Report.

B. Community Relations Q3 Report

Included in the Board Packet was the Community Relations Q3 Report from Kyle Gaines.

**VII. OLD BUSINESS**

**VIII. NEW BUSINESS**

A. Authorizing Property Sale – Resolution 21-07

Teresa Reynolds made the motion to approve Resolution 21-07 Authorizing Chief Kelly Cope as signator for closing documents on property located at 4149 Old Mill Parkway, St. Peters, MO., dated October 21,2021, Raymond Bauer seconded, the motion carried 6 to 0.

**IX. ADJOURN – PUBLIC PORTION**

Teresa Reynolds moved to adjourn the Board Meeting, Raymond Bauer seconded, the motion carried 6 to 0.

**ST. CHARLES COUNTY AMBULANCE DISTRICT  
BOARD MEETING MINUTES  
THURSDAY OCTOBER 21, 2021**

**I. CALL TO ORDER – PUBLIC PORTION**

Ronald Reguly called to order the Public Portion. In attendance were Teresa Reynolds, Abigail Drezek, James Cooke, Ronald Reguly, Kenny Biermann and Raymond Bauer.

**II. MOTION TO SUSPEND MEETING – PUBLIC PORTION**

Teresa Reynolds moved to suspend the open meeting and go into Closed Meeting-Public Portion pursuant to Attorney Client Sec.610.021(1) RSMo(1986), Real Estate Section 610.021(2) RSMo(1986), Personnel Section 610.021(3) RSMo(1986); Raymond Bauer seconded; roll call vote was taken. Ronald Reguly- yea, Teresa Reynolds-yea, Abigail Drezek-yea, James Cooke-yea, Raymond Bauer-yea, Kenny Biermann-yea, the motion carried 6 to 0.

**III. ADJOURNMENT – PUBLIC PORTION**

Teresa Reynolds moved to adjourn the Board Meeting. Raymond Bauer seconded, the motion carried 6 to 0.

*Next Regular Board Meeting  
November 4th, 2021*

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Ronald Reguly, Chair

Submitted by Tammy Dixon

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Raymond Bauer, Secretary/Treasurer

# Memo

**To:** Kelly Cope, Chief; Dave Lewis, Assistant Chief  
**From:** Jeremey Hollrah, Deputy Chief  
**Date:** 10/28/2021  
**Re:** Approval to Purchase LUCAS 3 Chest Compression System

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As the District continues to improve and maintain our medical equipment, Administration is requesting authorization to purchase 26 LUCAS 3 Chest Compression Systems. These devices will replace our current mechanical CPR devices that are approaching 13 years of service. The Districts' Product Development Committee researched current available devices and performed a 2-month trial of the LUCAS device. The committee received positive feedback from all field crews that utilized the device. The Product Development and Steering Committee's unanimously approved the recommendation to proceed with the project.

If approved the District will be utilizing the NASPO State Contract – CC181185003

This project was slated for the 10-year capital plan in 2022. Due to increasing failures of our current devices the recommendation is to utilize remaining capital funds from the 2021 budget to immediately begin the transition. The quote includes \$3,000.00 trade in value per device.

Management is requesting the purchase of 26 – LUCAS 3 Chest Compression Systems per the specification for a total of \$562,751.80 from Stryker Medical utilizing the NASPO State Contract CC181185003

Cost Breakdown;

QTY	ITEM	EACH	TOTAL
26	LUCAS 3 Chest Compression System	\$ 13,876.50	\$ 360,789.00
26	Desk-Top Battery Charger	\$ 994.50	\$ 25,857.00
26	External Power Supply	\$ 391.00	\$ 10,166.00
26	LUCAS 3 Battery	\$ 605.20	\$ 15,735.20
26	LUCAS Disposable Suction Cup (12 pack)	\$ 423.30	\$ 11,005.80
26	Zoll Autopulse Trade in	\$ (3,000.00)	\$ (78,000.00)
26	ProCare LUCAS Prevent Service	\$ 8,353.80	\$ 217,198.80
		<b>\$ 21,644.30</b>	<b>\$ 562,751.80</b>



## ST CHARLES COUNTY AMB

Quote Number: 10409943

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Prepared For: ST CHARLES COUNTY AMB DISTRICT

Chicago, IL 60673-3308

Attn:

Rep: Christina Elias

Email: christina.elias@stryker.com

Phone Number:

Quote Date: 10/20/2021

Expiration Date: 11/30/2021

### Delivery Address

Name: ST CHARLES COUNTY AMB DISTRICT

Account #: 1532234

Address: 2000 SALT RIVER RD

ST PETERS

Missouri 63376-3956

### End User - Shipping - Billing

Name: ST CHARLES COUNTY AMB DISTRICT

Account #: 1532234

Address: 2000 SALT RIVER RD

ST PETERS

Missouri 63376-3956

### Bill To Account

Name: ST CHARLES COUNTY AMB DISTRICT

Account #: 1532234

Address: 2000 SALT RIVER RD

ST PETERS

Missouri 63376-3956

### Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	26	\$13,876.50	\$360,789.00
2.0	11576-000060	LUCAS Desk-Top Battery Charger	26	\$994.50	\$25,857.00
3.0	11576-000071	LUCAS External Power Supply	26	\$391.00	\$10,166.00
4.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	26	\$605.20	\$15,735.20
5.0	11576-000047	LUCAS Disposable Suction Cup (12 pack)	26	\$423.30	\$11,005.80
				Equipment Total:	\$423,553.00

### Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-ZAP-LUC3	TRADE-IN-ZOLL AUTOPULSE TOWARDS PURCHASE OF LUCAS 3.1	26	-\$3,000.00	-\$78,000.00

### ProCare Products:



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Chicago, IL 60673-3308

Attn:

Rep: Christina Elias

Email: christina.elias@stryker.com

Phone Number:

Quote Date: 10/20/2021

Expiration Date: 11/30/2021

#	Product	Description	Years	Qty	Sell Price	Total
6.1	78000020	ProCare LUCAS Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	7	26	\$8,353.80	\$217,198.80
ProCare Total:						\$217,198.80

### Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
<b>Grand Total:</b>	<b>\$562,751.80</b>

#### Comments:

PRICING REFLECTS NASPO STATE CONTRACT.  
CONTRACT NUMBER: CC181185003.

Prices: In effect for 90 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

**Capital Terms and Conditions:**

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at [https://techweb.stryker.com/Terms\\_Conditions/index.html](https://techweb.stryker.com/Terms_Conditions/index.html). A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <https://www.strykeremergencycare.com/terms>.





State of Oklahoma

Office of Management and Enterprise Services

**ADDENDUM 2 TO**

**STATE OF OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD WITH  
PHYSIO-CONTROL INCORPORATED**

This Addendum 2 modifies the Master Agreement Award OK-SW-300 ("Master Agreement") awarded to Physio-Control, Inc ("Contractor") by the Lead State in connection with Solicitation No. SW17300 and is effective as of the date of the last signature below. All terms of the Master Agreement not modified in this Addendum remain in full force and effect.



**Addendum Purpose.**

This Addendum amends Exhibit C which provides an updated price list.

**Modification of Master Agreement.**

- A. The price schedule attached to the Master Agreement as part of Exhibit C is hereby updated, attached hereto and incorporated herein.

**NOW, THEREFORE,** in consideration of the foregoing and mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties agree as follows:

<b>STATE OF OKLAHOMA</b> Ferris J. Barger, State Purchasing Director	<b>CONTRACTOR</b> Physio-Control, Inc.
By: 	By: 
Date: 11-14-18	Date: 10/30/18
	Title: MGR, PRICING & CONTRACTS

*\*The person signing for Contractor hereby swears and affirms that he or she is authorized to act on Contractor's behalf and acknowledges that the Lead State is relying on his or her representation to that effect.*



**TO:** ST. CHARLES COUNTY AMBULANCE DISTRICT BOARD OF DIRECTORS  
**FROM:** COLLETTE KOSCIELSKI, PROJECT MANAGER  
**SUBJECT:** BID RESULTS AND CONTRACTOR SELECTION FOR  
NEW BASE 22 AND NEW BASE 23  
**DATE:** NOVEMBER 1, 2021  
**CC:** CHIEF KELLY COPE, SCCAD  
CRAIG MECKFESSEL, SCCAD FACILITIES DIRECTOR  
ROY MANGAN, ARCHIMAGES  
TODD SWEENEY, NAVIGATE

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The St. Charles County Ambulance District solicited bids for construction of a new Base Station No. 22 in St. Charles County and a new Base Station No. 23 in St. Peters on October 1, 2021. Advertisements were made in local publications and notice of bid was sent to several known local contractors. A pre-bid meeting was held on October 7, 2021 in order to reiterate the bid requirements to the prospective bidders and to address bidders' questions. Twenty persons attended the pre-bid meeting, including at least 14 general contractors, which indicated positive interest in the projects.

Bids for each base station were received on October 21, 2021 at 2:00 PM at SCCAD Headquarters. A total of eight (8) sealed bids were received. Bids were opened and read aloud publicly at SCCAD Headquarters immediately following the receipt of bids. NAVIGATE and SCCAD reviewed the bid documents to confirm that the bidders submitted all required information in accordance with the bid requirements.

The bids received were from the following contractors:

1. Aspire Construction Services, LLC
2. Demien Construction Co.
3. Hankins Construction Company
4. ICS Construction Services Ltd.
5. Integra Construction
6. LCS, LLC
7. Plocher Construction Company, Inc.
8. Wright Construction Services, Inc.

In addition to their Base Bid, bidders were required to provide pricing for 3 Bid Alternates:

1. Aluminum soffit, fascia and gutterboard in lieu of Hardiboard material
2. Fiber-reinforced plastic in lieu of ceramic wall tile in Gear Room
3. Sod in lieu of seed

Bidders were also required to propose a schedule duration and to propose a credit for award of both projects concurrently.

Based on the proposed values for the Bid Alternates, the District is interested in accepting Bid Alternate #3 only. Thus, the bids were evaluated with the value for Bid Alternate #3 in addition to the Base Bid.

Attached is a tabulation reflecting the bids and the proposed schedule duration for both projects.

Bidders were required to attest that all contractors and subcontractors on the project will have an apprenticeship program.

**We request the following actions from the Board:**

1. Select a General Contractor from the bid submittals that were received for Base Station No. 22 and Base Station No. 23.
2. Approve the award of a Contract for each Base Station to the selected General Contractor(s); each Contract to include the Base Bid and Alternate No. 3. If a single Contractor is selected for both projects, the proposed credit will be applied to one project or split between both projects. Contracts to be issued by November 22, 2021 in order to maintain the proposed schedule durations for completion.

Following the Board's selection of a General Contractor, NAVIGATE will prepare a Total Program Budget for both projects, using the selected General Contractor's contract value. The Total Program Budget for both projects will be presented for the Board's approval in December.

Thank you.

*Attachments:*

- a. Bid Tabulation for total combined bids*
- b. Bid Tabulation for Base Station 22*
- c. Bid Tabulation for Base Station 23*

**St. Charles County Ambulance District**

**BASE STATION NO. 22 and BASE STATION NO. 23, combined**

Bids Received October 21, 2021

BIDDER	BASE STATION NO. 22 BASE BID + ALTERNATE 3	BASE STATION NO. 23 BASE BID + ALTERNATE 3	TOTAL BOTH PROJECTS	CREDIT IF AWARDED Base 22 and Base 23	TOTAL COMBINED BID	
Aspire	\$2,292,600	\$2,418,700	\$4,711,300	-\$10,000	\$4,701,300	
Demien	\$2,223,600	\$2,315,300	\$4,538,900	-\$10,000	\$4,528,900	
Hankins	\$2,217,000	\$2,287,700	\$4,504,700	-\$30,000	\$4,474,700	Lowest combined bid
ICS	\$2,378,100	\$2,412,200	\$4,790,300	-\$25,000	\$4,765,300	
Integra	\$2,440,873	\$2,502,400	\$4,943,273	-\$49,195	\$4,894,078	
LCS, LLC	\$2,226,039	\$2,291,184	\$4,517,223	-\$40,000	\$4,477,223	2nd lowest combined bid
Plocher	\$2,555,500	\$2,587,500	\$5,143,000	-\$10,000	\$5,133,000	
Wright	\$2,237,000	\$2,344,800	\$4,581,800	\$0	\$4,581,800	

**St. Charles County Ambulance District**

**BASE STATION NO. 22**

Bids Received October 21, 2021

BIDDER	BID SECURITY INCLUDED (Y/N)	ADDENDA RECEIVED (3)	BASE BID \$	Project Duration (calendar days)	Alternate No. 1 - Provide aluminum in lieu of Hardiboard	Alternate No. 2 - FRP in lieu of wall tile in Gear Room	Alternate No. 3 - Sod in lieu of seed	TOTAL BASE BID + ALTERNATE 3
Aspire	Yes	Yes	\$2,285,400	270	(\$6,000)	(\$2,200)	\$7,200	\$2,292,600
Demien	Yes	Yes	\$2,216,000	310	(\$6,100)	(\$4,800)	\$7,600	\$2,223,600
Hankins	Yes	Yes	\$2,206,000	300	(\$4,000)	(\$3,000)	\$11,000	\$2,217,000
ICS	Yes	Yes	\$2,364,000	280	(\$5,800)	(\$500)	\$14,100	\$2,378,100
Integra	Yes	Yes	\$2,429,473	365	(\$5,800)	(\$4,800)	\$11,400	\$2,440,873
LCS, LLC	Yes	Yes	\$2,218,381	300	(\$5,826)	(\$2,305)	\$7,658	\$2,226,039
Plocher	Yes	Yes	\$2,547,000	242	(\$5,800)	(\$1,400)	\$8,500	\$2,555,500
Wright	Yes	Yes	\$2,228,000	240	\$28,000	(\$4,300)	\$9,000	\$2,237,000

**St. Charles County Ambulance District****BASE STATION NO. 23**

Bids Received October 21, 2021

BIDDER	BID SECURITY INCLUDED (Y/N)	ADDENDA RECEIVED (3)	BASE BID \$	Project Duration (calendar days)	Alternate No. 1 - Provide aluminum in lieu of Hardiboard	Alternate No. 2 - FRP in lieu of wall tile in Gear Room	Alternate No. 3 - Sod in lieu of seed	TOTAL BASE BID + ALTERNATE 3
Aspire	Yes	Yes	\$2,410,700	270	(\$6,300)	(\$2,700)	\$8,000	\$2,418,700
Demien	Yes	Yes	\$2,307,000	310	(\$6,300)	(\$5,800)	\$8,300	\$2,315,300
Hankins	Yes	Yes	\$2,276,000	300	(\$4,000)	(\$3,000)	\$11,700	\$2,287,700
ICS	Yes	Yes	\$2,397,000	280	(\$6,000)	(\$1,500)	\$15,200	\$2,412,200
Integra	Yes	Yes	\$2,490,000	365	(\$5,800)	(\$5,500)	\$12,400	\$2,502,400
LCS, LLC	Yes	Yes	\$2,282,859	300	(\$6,023)	(\$685)	\$8,325	\$2,291,184
Plocher	Yes	Yes	\$2,578,000	242	(\$6,000)	(\$1,500)	\$9,500	\$2,587,500
Wright	Yes	Yes	\$2,335,000	240	\$34,000	(\$5,600)	\$9,800	\$2,344,800