



May 17, 2024

Dave Johnson, Director of Emergency Services
Indian River County
4225 43rd Avenue
Vero Beach, FL. 32967

Via email: djohnson@indianriver.gov

National Health Transport objects to Elite Medical Response obtaining a class B COPCN in Indian River County. At the present time there are seven COPCN holders, National Health Transport, All County Ambulance, American Ambulance, Coastal Ambulance, East Coast Ambulance, AMT Ambulance (Cleveland Clinic) and HCA Ambulance.

Ambulance services are not like restaurants and other businesses. If there were an infinite number of customers, or in our case patients, then perhaps an open COPCN process would make sense. Because this is not the case, there are a finite number of ALS and BLS transports. There are three hospital systems; HCA ambulance handles their own transports from the stand-alone Emergency Department located in Vero Beach, Cleveland Clinic handles their own transports from Cleveland Clinic Indian River hospital, thus leaving five providers to fight for the transports of one hospital.

Also, unlike other businesses, your current providers must staff ambulances 24 hours per day, 7 days per week, and 365 days a year. Adding another provider will further dilute what very limited revenue is available to those that have invested in your community, not shipping the proceeds out of the state to New York.

As a comparison, St Lucie County has five COPCN holders and the call volume is twice that of Indian River. St Lucie COPCN application process is closed to any additional ambulance applications. Martin County has four COPCN holders and their COPCN application process is also closed. Okeechobee County has five COPCN holders.

Elite Medical Response has stated in their factual statement that more ambulances are needed in Indian River County. Elite alluded to responding to Skilled Nursing and Assisted Living Facilities thus led them to believe there are far more transports in Indian River County than truly exist. In fact, the response to these types of facilities is prohibited by ordinance in Indian River County. The factual statement was clearly derived from a study that was not produced in Indian River County.

May 17, 2024

Dave Johnson, Director of Emergency Services

Page 2

I would also believe that if there truly was an outcry for additional ambulances in Indian River County, yourself and the Board of County Commissioners would have been aware prior to this self-serving interest trying to barge their way in.

Sincerely,

A handwritten signature in black ink that reads "Mike DeSouza". The signature is written in a cursive, flowing style.

Mike DeSouza

Operations Manager



530 2nd St SW Vero Beach, FL. 32934
(772) 874-3147

May 15, 2024

Indian River County Commissioners

Dear Commissioners,

As a company that has been servicing the citizens of Indian River County for approximately seven months and built a report with HCA Vero Beach freestanding Emergency Room. We feel that bringing another service into this market would cause significant issues with transporting your citizens in this county. With HCA Hospital placing their vehicles in service, there seems to be a lack of business with the four inter-facility agencies already in this county, with HCA Hospital doing most of their own inter-facility transports. Bringing in another agency would put a tremendous strain on the business of the existing companies already servicing your citizens.

We would like you to take a long look at this issue and prevent another agency from entering this market, especially since HCA and Cleveland Clinic have their own transportation.

Thank you for your consideration of our objection to allowing another service in your county.

Sincerely,

Andrew Pappas, Owner, Paramedic