

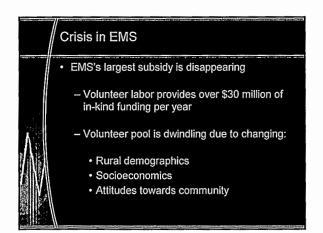
Evolution of EMS Funding • 2006 - NDEMSA Developed a Looming Tragedy - Identified three major EMS Issues • Personnel • Education • Funding - Identified an immediate plan • Emergency funding • Keep services open until a permanent solution was developed

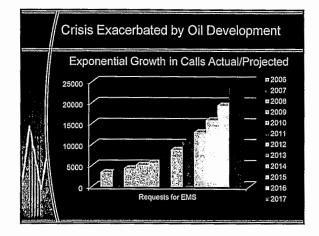
Evolution of EMS Funding (cont.) • 2007 - 2008 - Legislative initiative for Emergency Funding • Secured \$1.25 Million for EMS staffing • Helped to staff 30 ambulance services • 14 services from the Oil & Gas Producing Counties

Evolution of EMS Funding (cont.) • 2009 - 2010 - Legislative initiative to increase Emergency Additional \$1 Million for staffing - Developed the North Dakota Rural EMS Improvement Project to help identify a permanent solution Evolution of EMS Funding (cont.) 2011 - Public Safety and Transportation Committee identified a \$12 million long-term need. • Transition from Staffing Grant to Funding Areas • Total appropriation of \$4.25 million • \$1.25 million to be used for 2011-12 Staffing -16 of 38 awarded to services in Oil and Gas Producing Counties • \$3 million for the Rural EMS Assistance Fund, 2012-2013 Other Funding Sources Reimbursement - Medicare, Medicaid & Private Insurance · Counties & Cities - Property and sales tax - Budgeted Energy Infrastructure and Impact Fund Other Granting Sources

Energy Infrastructure & Impact Funding - 2007-2008 - Requested: \$496,637 - Awarded: \$98,900 - Ambulance vehicles, equipment and training - 2008-2009 - Requested: \$324,550 - Awarded: \$112,500 - Ambulance vehicles, equipment, training and buildings - 2009-2010 - Requested: \$314,012 - Awarded: \$158,000 - Ambulance vehicles, equipment, training and buildings

Energy Infrastructure & Impact Funding (cont.) 2010-2011 Requested: \$2,669,300 - Awarded: \$230,000 Ambulance vehicles, equipment, training, buildings and staffing Current Grant Cycle \$2,000,000 available for Emergency Services \$30 million Special Session Appropriation with an emergency services priority Needs survey (22 Ambulance Services) Identified a need of \$3.29 million Staffing - 56% Equipment & training - 32% Facilities - 12%





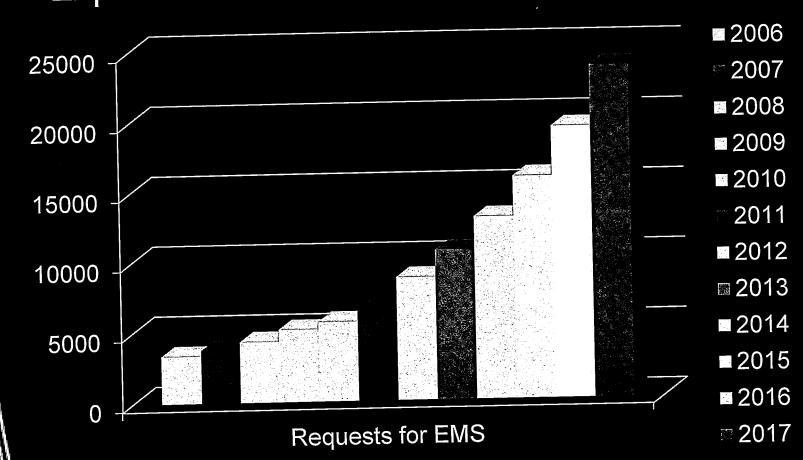
Crisis: Volunteers and Staffing Volunteers are stressed and hard to find — Increased time commitments Larger demand & long-distance transfers — Changing severity has become physiologically taxing Securing staffing is challenging — Lack of funding — Insufficient funding to pay competitive wages — Housing crisis

Crisis: Equipment and Training Changing call acuity is adding equipment and training needs Burn treatment, mass causality incident planning and training, hazardous gases, etc. Lack of trained trainers Specialized extrication equipment Road conditions are shortening the useful life of ambulance vehicles Proper personal protective equipment

Crisis: No-Payment Increased demand does not necessarily correlate with increased revenue. - Increase in underinsured and uninsured - Insufficient addressing for billing - Patients providing false addresses Crisis: Summary Underfunded Understaffed · Increasing call volumes An unsustainable volunteer system - cannot keep pace with growth Solutions Short-term - Energy Infrastructure and Impact Grants - Rural EMS Assistance Fund Long-term - Regional Planning & Development - Community Paramedicine

Crisis Exacerbated by Oil Development





Oil Producing Counties' Ambulance Services

- Billings
 - Medora (Billings Co. Ambulance)
- Bottineau
 - o Bottineau
 - o Lansford (Substation of Mohall)
 - o Westhope
- Bowman
 - o Bowman
- Burke
 - o Bowbells
 - o Portal
 - o Powers Lake
- Divide
 - o Crosby (Divide Co. Ambulance)
 - o Grenora
- Dunn
 - o Halliday
 - o Killdeer
- Golden Valley
 - Beach (Community Ambulance Service of Beach)
- Hettinger
 - o Mott
 - o New England
 - o Regent
- McHenry
 - o Towner
 - o Upham
 - o Velva
- McKenzie
 - Watford City (McKenzie Co. Ambulance)

- McLean
 - o Garrison-Max
 - o Riverdale
 - o Turtle Lake
 - o Underwood
 - o Washburn
 - o Wilton
- Mercer
 - Beulah/Hazen (Mercer Co. Ambulance)
- Mountrail
 - o New Town
 - o Parshall
 - o Plaza
 - o Stanley
- Renville
 - o Glenburn
 - o Mohall
 - o Sherwood
 - Tolley (Substation of Mohall)
- Slope
 - o Marmarth
- Stark
 - o Belfield
 - o Dickinson
 - Richardton
- Ward
 - o Berthold
 - o Carpio
 - o Kenmare
 - Makoti-Ryder
 - Minot (Community Ambulance Service of Minot)
- Williams
 - o Ray
 - o Tioga
 - o Willistion

	Total Call Volume					
Affiliate	2006	2007	2008	2009	2010	2011
Belfield Ambulance - 0005	61	62	64	68	88	123
Billings County Ambulance Service - 0084	47	43	32	57	79	159
Bowbells Ambulance Service - 0015	16	29	21	32	12	21
Dickinson Area Ambulance Service, Inc 0029	969	927	1080	1479	1569	1880
Divide County Ambulance Service - 0027	68	94	109	74	117	175
Grenora Ambulance Service - 0049	20	34	25	52	24	44
Halliday Ambulance Service - 0050	13	22	39	25	38	32
Killdeer Area Ambulance Service, Inc 0062	56	116	129	114	174	200
McKenzie County Ambulance Service - 0129	93	270	279	330	376	639
New Town Community Ambulance Service District - 0097	413	478	669	877	889	1090
Parshall Rural Ambulance Service, Inc 0102	114	170	190	243	239	284
Plaza Ambulance Service - 0104	6	9	10	6	10	N/A
Portal Ambulance Service - 0105	15	18	23	33	18	19
Powers Lake Ambulance Association - 0106	35	54	44	31	33	29
Ray Community Ambulance District - 0107	70	53	55	55	69	117
Richardton-Taylor Ambulance Service - 0109	76	62	80	76	109	84
Stanley Ambulance Service - 0116	196	244	308	300	302	344
Tioga Fire Department/Ambulance Service - 0118	134	166	207	202	210	279
Williston Ambulance Service - 0131	979	902	963	1105	1319	1675
Total Reported Calls for Area	3381	3753	4327	5159	5675	7194
Average Annual Increase, 2007-2011	16.46%					

Total Reported Calls for Area	3381	3/53	4327	5159	56/5	7194
Average Annual Increase, 2007-2011	16.46%					
Projected increases	2012	2013	2014	2015	2016	2017
Projected Increase at 16.46%	8378	9757	11363	13233	15411	17947
Projected Increase at 21.61%	8749	10639	12938	15734	19134	23269
Projected Increase at 26.77%	9120	11561	14656	18580	23553	29859
Average Projected Increase	8749	10652	12986	15849	19366	23692

Trend Analysis						
2007	2008	2009	2010	2011	2006-2011	
1.64%	3.23%	6.25%	29.41%	39.77%	101.64%	
-8.51%	-25.58%	78.13%	38.60%	101.27%	238.30%	
81.25%	-27.59%	52.38%	-62.50%	75.00%	31.25%	
-4.33%	16.50%	36.94%	6.09%	19.82%	94.01%	
38.24%	15.96%	-32.11%	58.11%	49.57%	157.35%	
70.00%	-26.47%	108.00%	-53.85%	83.33%	120.00%	
69.23%	77.27%	-35.90%	52.00%	-15.79%	146.15%	
107.14%	11.21%	-11.63%	52.63%	14.94%	257.14%	
190.32%	3.33%	18.28%	13.94%	69.95%	587.10%	
15.74%	39.96%	31.09%	1.37%	22.61%	163.92%	
49.12%	11.76%	27.89%	-1.65%	18.83%	149.12%	
50.00%	11.11%	-40.00%	66.67%	N/A	N/A	
20.00%	27.78%	43.48%	-45.45%	5.56%	26.67%	
54.29%	-18.52%	-29.55%	6.45%	-12.12%	-17.14%	
-24.29%	3.77%	0.00%	25.45%	69.57%	67.14%	
-18.42%	29.03%	-5.00%	43.42%	-22.94%	10.53%	
24.49%	26.23%	-2.60%	0.67%	13.91%	75.51%	
23.88%	24.70%	-2.42%	3.96%	32.86%	108.21%	
-7.87%	6.76%	14.75%	19.37%	26.99%	71.09%	
11.00%	15.29%	19.23%	10.00%	26.77%	112.78%	