

Memo

To: Rick McGuire, Town Manager
From: Kenneth N. Morton, Jr., Fire Chief
Date: 6/22/11
Re: Ambulance Transport Rates

This MEMO is written in response to your request for recommended Ambulance Transport rates to be charged effective July 1, 2011.

Attached is a spreadsheet listing neighboring community rates charged for Ambulance transports. As you will see, the average charge for BLS transports is \$525.00, the average for ALS transports is \$618.75, and the average rate for mileage is \$14.21. My proposed rate for BLS is \$525, ALS is \$625, and Mileage is \$14. All rates are very close to those currently being charged in neighboring communities. I would expect that during the one year our rates are in effect, the neighboring community rates will increase, leaving us below the local average.

Also attached are two Revenue Calculations. Each assumes a call volume of 825 (our current year projection), and a transport rate of 70%. The two scenarios assume collection rates of 65 and 70 percent. Using the new fee schedule and a collection rate of 65%, the Town will see revenue of \$283,408. At a collection rate of 70%, the projected revenue would increase to \$305,209. I feel that 70 percent range for collections is attainable, based on the proactive procedures we have instituted in the past month, and the successful increase in collected fees we have realized. Our numbers moving forward, however, are based on a 65% collection rate.

The new EMS Billing Policy, which is also attached to this memo with a flow chart outlining our procedure, will strictly monitor and assist with collections.

2011 Neighboring Community Ambulance Rates

| Agency | BLS | ALS | Per Mile |
|---------------------------|------------|---------------|-----------------|
| Richmond | 525 | 625 | 15 |
| Charlotte | 625 | 700 | 15.85 |
| Shelburne | 425 | 525 | 11 |
| Essex | 525 | 625 | 15 |
| Average | 525 | 618.75 | 14.21 |
| Williston Proposed | 525 | 625 | 14 |

WILLISTON FIRE DEPARTMENT
FY12 Ambulance Revenue Calculations

Assumptions:

Call volume 825
90% ALS @ \$625
10% BLS @ \$525
Mileage @ \$14

Math:

| | |
|--|---------------------|
| 825 x 70% transports x 10% BLS x \$525 | \$ 30,319.00 |
| 825 x 70% transports x 90% ALS x \$625 | \$324,844.00 |
| 825 x 70% transports x 10 miles x \$14 | <u>\$ 80,850.00</u> |
| <i>Subtotal</i> | \$436,013.00 |

At an 65% Collection - Projected Revenue \$283,408.00

825 calls do not include any % increase in calls, which has averaged 8% over the past ten years, including the year we are in.

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