





Ambulance Application

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Ambulance Service



TONIGHT

- Previous Work Session
- Certificate of Necessity Process
- Financial modeling
- Phased in approach
- Ambulance Service in the Region
- Questions

Ambulance Update



REVIEW OF PREVIOUS WORK SESSION

- Work session on May 2015 to review ambulance feasibility
- Certificate of Necessity (CON), is a fully regulated ambulance industry
- Bureau of Emergency Medical Services regulates ambulance service
- Currently two vendors hold CON authorization to operate in Goodyear
 - American Medical Response (AMR)
 - Maricopa/Priority Ambulance

Overview of Tonight



SUMMARY OF PREVIOUS MEETINGS

- By owning and operating the ground ambulance service the City could provide quality assurance and continuity of care to its citizens.
- In 2015 the Ambulance Feasibility study recommended a deployment model that uses four ambulances.
- Units dedicated to the area and creates an adaptive emergency medical delivery system specific to the citizens of Goodyear.

Overview of Tonight



SUMMARY OF PREVIOUS MEETINGS

- The City receives the following financial benefits:
 - Status Quo - \$125,000
- Financial next steps are complete evaluation and prioritization through CIP and budget process
 - December - CIP and Supplemental submittal
 - January/February - Budget and City Manager's Office Review
 - March/April – City Council Review, Discussion and Resource Allocation

Application Process



Task	Owner	Timeframe	Completed	One Time Costs	On-going Costs
CON Application for emergency response CON.	EMS division		Yes		Current Staff
Construction of Financial Ambulance Revenue and Cost report (ARCR)	Finance and EMS division		Yes		Current Staff
Certificate of Insurance and Professional Liability	Risk Management, EMS division		Yes		\$2000
Written agreement with current CON holders to not contest application	Fire Chief, Legal		No		Current Staff
Construct agreement for Ambulance billing	EMS division, Legal, Procurement		No	Medicare fee \$554	8% of net collection and Lockbox Bank Account \$5,500
Consultant to review application and Financial Summaries	Fire Chief, Legal, Finance		Yes	\$6,000	
CON Submission	EMS division		No	\$125 (non-refundable)	
Total		4-6 months		\$8,679	\$7,500 + 8% of net collection.

Application Process



CON SUBMISSION

Process	Timeframe for Approval	Anticipated Costs
Contested CON	Up to 2 years	\$450,000 Legal, Consulting and registration fees
Non contested CON	6 to 18 months	\$150,000 Legal, Consulting and registration fee

Financial Modeling



AMBULANCE RATES

- Ambulance rates are regulated by Bureau of EMS.
- Current insurance payer mix in City of Goodyear is strong in comparison to other Cities in the Metro Phoenix area.
- Medicare/AHCCCS sets its own reimbursement schedules
 - Medicare is a fixed amount.
 - AHCCCS is currently at 68.59% of the state approved rate.
- Financial modeling looked at last five years to develop an accurate trend in call volume.

Financial Modeling



AMBULANCE SYSTEM

- Phased in approach of the ambulance service over the next 4 fiscal years.
 - Occurs only after the approval of the CON application.
 - 1-24 hour ambulance first FY, additional deployments annually.
 - Ambulance phasing: FY1 1-24 hour, FY2 1-12 hour, FY3 1-24, FY4 1-12 hour.
 - The ambulances would be staffed with civilian employees.
 - Civilian EMS coordinator, Mechanic and Contract Monitor would be added.

Financial Modeling



PRO FORMA MODEL

- Models developed based on consultant report, city practices and information from other agencies
- Major assumptions
 - Level of Bad Debt
 - Employee Rate of Pay
- Annual general fund subsidy of \$425,500 - \$844,300

Financial Modeling



- This slide will be shown on Elmo

Maintaining Status Quo



AMBULANCE SERVICE

- Contract with Rural Metro/Southwest Ambulance provides for Paramedic ride in fee any time that a Goodyear Fire Paramedic rides in with the patient to the hospital.
- Payments over the last two fiscal year averages \$125,000.
- We still have an agreement with Buckeye Valley Fire District for emergency back up in the event of a failure of the system.

Current State



AMBULANCE RESPONSE TIMES

Month	Code 3 on-scene Goal is 90% compliance	Transports to Hospital
October	94%	388
November	93%	398
December	91%	434

Ambulance Update



PRIVATE AND FIRE AMBULANCE SERVICE

- Fire Departments that have obtained their CON
 - Peoria (8 months)
 - Queen Creek (1 year)
 - Gilbert (18 months)
 - Sun City Fire (1 year)
 - Surprise (6 months)
 - Mesa (6 months)
 - Tempe (2 years)
 - Yuma (2 years)

Options



1. Submit CON as presented in February 2017
2. Include as part of budget discussion for council consideration when allocating available resources
 - CON submittal based on funding allocation
3. Look for partnerships with other Cities
 - Each City needs to have it's own individual CON
4. Look for partnerships with our current or future transport providers
 - The City would NOT need its own CON

Ambulance Update



THANK YOU

Questions