



**GARDINER CITY COUNCIL
AGENDA ITEM INFORMATION SHEET**



Meeting Date	12/01/2021	Department	Fire/Ambulance
Agenda Item	4.d) Discussion of Ambulance Service presentation		
Est. Cost			

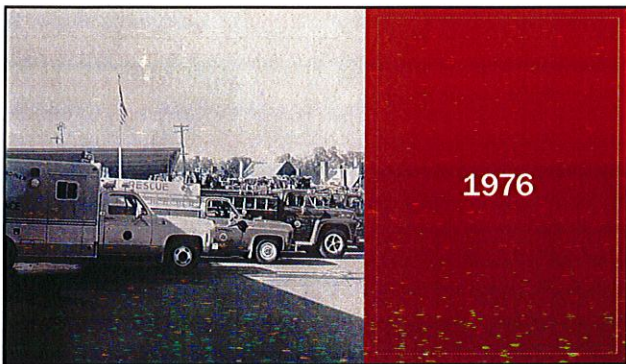
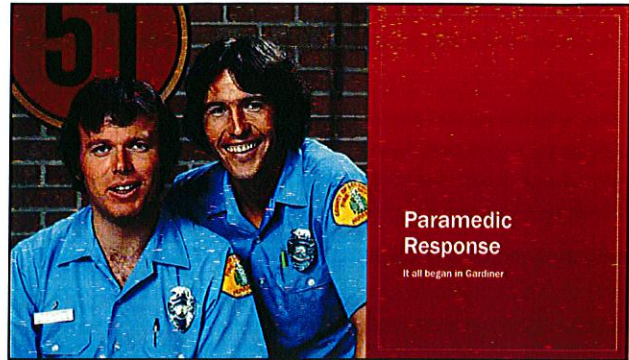
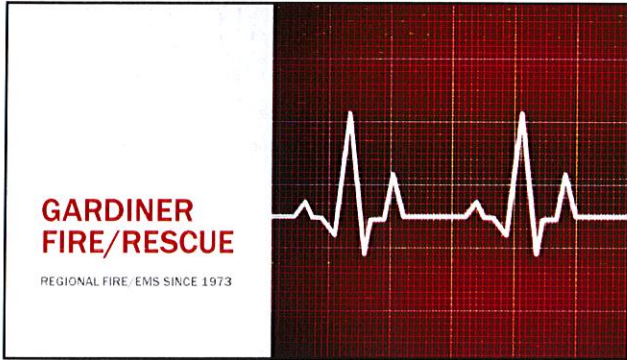
Background Information

Chief Rick Sieberg will be available to answer any questions from Gardiner City Council and the public about his future plans for regional Gardiner Ambulance services. Chief Sieberg will run the presentation again for those people who were unable to attend the Gardiner City Council workshop held at the library on 11/08/2021. He will also inform city councilors of the recommendation from the regional Ambulance Advisory Committee.

Gardiner City Council cannot discuss the impacts on the city budget until they begin discussion on the FY23 budget. Staff is just looking for reactions to the plan.

Requested Action	There is no Council action necessary at this time. Chief Sieberg will look for direction from City Council about what next steps he needs to make. Council will direct staff on whether this plan should be brought to other partner communities.
City Manager and/or Finance Review	
Council Vote/ Action Taken	
Departmental Follow-Up	

City Clerk Use Only	1 st Reading _____	Advertised _____	EFFECTIVE DATE _____
	2 nd Reading _____	Advertised _____ w/in 15 Days	
	Final to Dept _____	Updated Book _____	Online _____



Then to Now. We have come a long way.

- 1973 - Rescue truck placed in service. Firefighters began training with local doctors and nurses at the Gardiner and Augusta Hospitals. Firefighters began first responding to medical calls.
- 1976 - First Ambulance placed into service. Our Regional Service is born. Critical Care EMT's delivered only advanced prehospital care in the area.
- 1980 - First "Jaws of Life" in Maine placed in service. Full Time members staff primarily three shifts of three. Work Week is 56 hours.
- 1981 - First two Firefighter/Paramedics in Maine.
- 1997 - Two "Swing" positions are added. Staffing is now at 4 per shift some of the time.
- 1997 - 1500 EMS calls in a year.
- 1999 - 1 position added creating 3 shifts of 4. "Swing" positions eliminated.
- 2008 - AFD can no longer be our second truck. 4 per shift becomes the new minimum.
- 2009 - Two "Swing" positions added. Work Week reduced to 48 hours by adding Kelly Days.
- 2018 - 3000 EMS calls in a year.
- 2018 - 1 position added creating 3 shifts of 5. "Swing" position eliminated.
- 2020 - 1 position added creating 4 shifts of 4. Work Week reduced to 42 hours.

Demographics

- Provide primary EMS/Rescue within our 8 partner communities spanning around 200 square miles.
- Provide primary fire response in the City of Gardiner and mutual aid response to all of our partner communities and the City of Augusta.
- Current annual call volume of approximately 3,000 emergency responses.
- Primarily transport to 5 area hospitals: Augusta (ACH), CMMC, St. Mary's, MidCoast, Miles.

THINK
OUTSIDE
THE
BOX

How do we do it?
Working together

Funding the Service

- Gardiner pays 35% of the wages and benefits of all full time (16) Firefighter/Paramedics and 50% of the Chief's wage and benefits.
- The Regional Ambulance pays 65% of the wages and benefits of all full time (16) Firefighter/Paramedics and 50% of the Chief's wage and benefits.
- Current Partner communities making up the Regional Ambulance: Gardiner, Farmingdale, Pittston, Randolph, 1/2 Chelsea, West Gardiner, Litchfield, and Richmond.
- Ambulance billing offsets a lot of the cost but not all.
- Each Partner community is responsible for their unpaid ambulance bills.

Starting The Process

- How much does it cost to operate?
- Based on historical data, how much revenue will billing bring in?
- The revenue gap is the amount paid by all member communities.
- Half of the revenue gap is billed as a per capita fee, the other half is billed based on usage.

Step 1	
FY 22 Total Budget	\$1,516,633.00
↓	
Step 2	
Estimated Revenue	\$1,275,000.00
↓	
Step 3	
Revenue Gap	\$241,633.00

FY 22 Budget Gap \$241,633.00

Per Capita			Usage		
Community	Population	Per Capita	Community	3 YR Average	Usage Fee
Gardiner	5,800	\$29,262.90	Gardiner	972	\$42,278.52
½ Chelsea	1,361	\$6,866.69	½ Chelsea	140	\$6,106.09
Farmingdale	2,956	\$14,913.99	Farmingdale	360	\$15,678.59
Litchfield	3,624	\$18,284.27	Litchfield	243	\$10,573.26
Pittston	2,666	\$13,450.84	Pittston	226	\$9,833.56
Randolph	1,772	\$8,940.32	Randolph	205	\$8,919.83
W.Gardiner	3,474	\$17,527.47	W.Gardiner	284	\$12,357.22
Richmond	2,293	\$11,570.02	Richmond	346	\$15,069.43
Total	23,946	\$120,816.50	Total	2,777	\$120,816.50

FY22 Base Rates Per Community

GARDINER	\$71,541.42
½ CHELSEA	\$12,972.78
FARMINGDALE	\$30,592.58
LITCHFIELD	\$28,857.52
PITTSTON	\$23,284.41
RANDOLPH	\$17,860.15
WEST GARDINER	\$29,884.69
RICHMOND	\$26,639.45

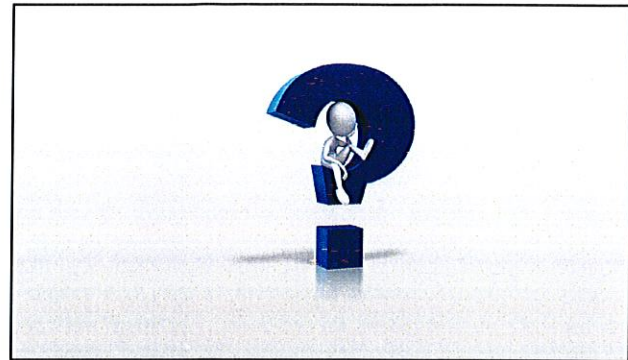
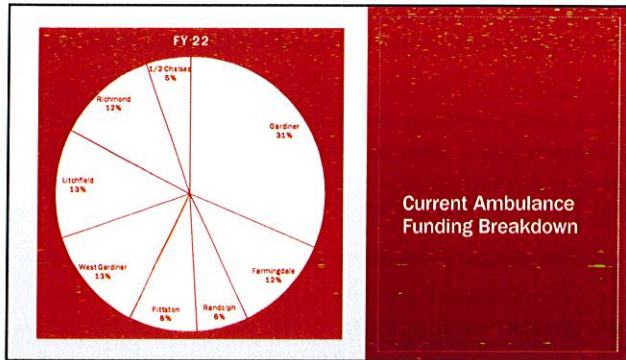
FY 22 Uncollected Debt. How Does It Happen?

- Our billing company bills the patients insurance. If the patient does not have insurance or is under-insured a bill is sent to the patient.
- After six consecutive months of no payments the bill is sent to collections.
- In collections the bill is either paid or uncollected after all attempts at reimbursement have failed.
- Once uncollected the bill is sent to the various partner communities and the ambulance is reimbursed for services rendered.

GARDINER	\$42,109.17
½ CHELSEA	\$6,215.42
FARMINGDALE	\$11,656.26
LITCHFIELD	\$17,823.01
PITTSTON	\$6,205.48
RANDOLPH	\$4,276.37
WEST GARDINER	\$15,901.56
RICHMOND	\$17,176.62

FY 22 Total Cost


Gardiner	\$113,650.59
½ Chelsea	\$19,188.20
Farmingdale	\$42,248.84
Litchfield	\$46,680.53
Pittston	\$29,489.89
Randolph	\$22,136.52
West Gardiner	\$45,786.25
Richmond	\$43,816.07



2021 Pilot Project

STAFFING THE THIRD AMBULANCE IN RICHMOND

Why Richmond?

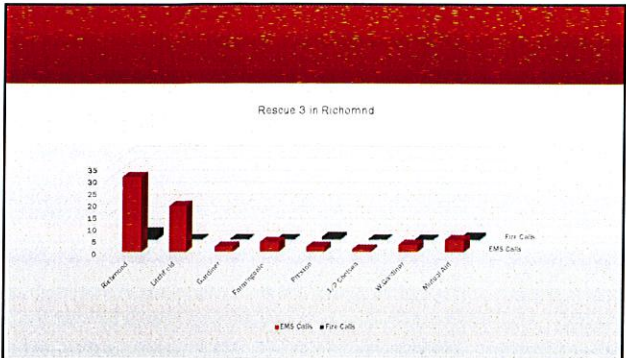


- In the fall of 2020 the Ambulance Advisory Board supported the idea of staffing the "storm truck" at Richmond FD during winter storms.
- Immediately the benefit of having an ambulance staffed in our southern area became apparent.
- Chief Bellino agreed to house our crews and ambulance at Richmond Fire for a trial over the summer.
- Gardiner City Council approved funding the Pilot Program.

2021 Pilot Program Statistics

- Total cost \$52,389.36
- 32 Shifts Covered
- 72 Calls Answered
- 5 specific times the third ambulance saved a life
- Only 1 call given away over 32 shifts. Currently we average giving away 7 calls a month
- Approximately \$6,000 in additional revenue gained during trial

Community	EMS	FIRE
Richmond	31	3
Litchfield	19	
Gardiner	2	
Farmingdale	4	
Randolph	0	
Pittston	2	1
Chelsea	1	
W.Gardiner	3	
Mutual Aid		
Dresden	1	1
Bowdoinham	2	
Bowdoin	1	
Lisbon	1	



Current Challenges

- Augusta Hospital moved further away. Transport time doubled on average
- Call volume has doubled in the last 20 + Years
- 600 times last year the station was empty
- Last year 90 calls given away equaling almost \$50,000.00 in lost revenue
- Daily we are responding from the ER, causing delays in care
- Specialty care often requires longer transports

Looking Ahead, Where Do We Go?



Possible Paths



Staffing Third Ambulance in Richmond

- Estimate \$50,000 in additional revenue
- Richmond pays 35% of wages and benefits of the 8 new positions totaling \$198,584.00
- Ambulance pays 65% of wages and benefits of the 8 new positions totaling \$368,800.00

Community	Current	Add 8	Difference
Gardiner	\$71,541.42	\$165,930.04	\$94,388.62
1/2 Chelsea	\$12,972.78	\$30,088.50	\$17,115.72
Farmingdale	\$30,592.58	\$70,955.08	\$40,362.50
Litchfield	\$28,857.52	\$66,930.88	\$38,073.36
Pittston	\$23,284.41	\$54,004.83	\$30,720.42
Randolph	\$17,860.15	\$41,424.04	\$23,563.89
W.Gardiner	\$29,884.69	\$69,313.24	\$39,428.55
Richmond	\$26,639.45	\$61,786.38	\$35,146.93

Staffing Paramedic Fly Car in Richmond

- Estimate \$15,000 in additional revenue
- Richmond pays 35% of wages and benefits of the 4 new positions totaling \$99,292.00
- Ambulance pays 65% of wages and benefits of the 4 new positions totaling \$184,400.00

Community	Current	Add 4	Difference
Gardiner	\$71,541.42	\$121,896.48	\$50,355.06
1/2 Chelsea	\$12,972.78	\$22,067.52	\$9,094.74
Farmingdale	\$30,592.58	\$52,039.90	\$21,447.32
Litchfield	\$28,857.52	\$49,088.47	\$20,230.95
Pittston	\$23,284.41	\$39,608.25	\$16,323.84
Randolph	\$17,860.15	\$30,381.24	\$12,521.09
W.Gardiner	\$29,884.69	\$50,855.75	\$20,971.06
Richmond	\$26,639.45	\$45,315.39	\$18,675.94

Staffing Paramedic Fly Car in Gardiner

- Estimate \$15,000 in additional revenue
- Gardiner pays 35% of wages and benefits of the 4 new positions. Adding \$99,292.00 to the Fire Budget
- Ambulance pays 65% of wages and benefits of the 4 new positions totaling \$184,400.00

Community	Current	Add 4	Difference
Gardiner	\$71,541.42	\$121,696.48	\$50,155.06
1/2 Chelsea	\$12,972.78	\$22,067.52	\$9,094.74
Farmingdale	\$30,592.58	\$52,039.90	\$21,447.32
Litchfield	\$28,857.52	\$49,088.47	\$20,230.95
Pittston	\$23,284.41	\$39,608.25	\$16,323.84
Randolph	\$17,860.15	\$30,381.24	\$12,521.09
W.Gardiner	\$29,884.69	\$50,835.75	\$20,951.06
Richmond	\$26,839.45	\$45,315.39	\$18,475.94



Thank You For Your Time.