

Fire Based Medical Transport

Better Faster Cheaper

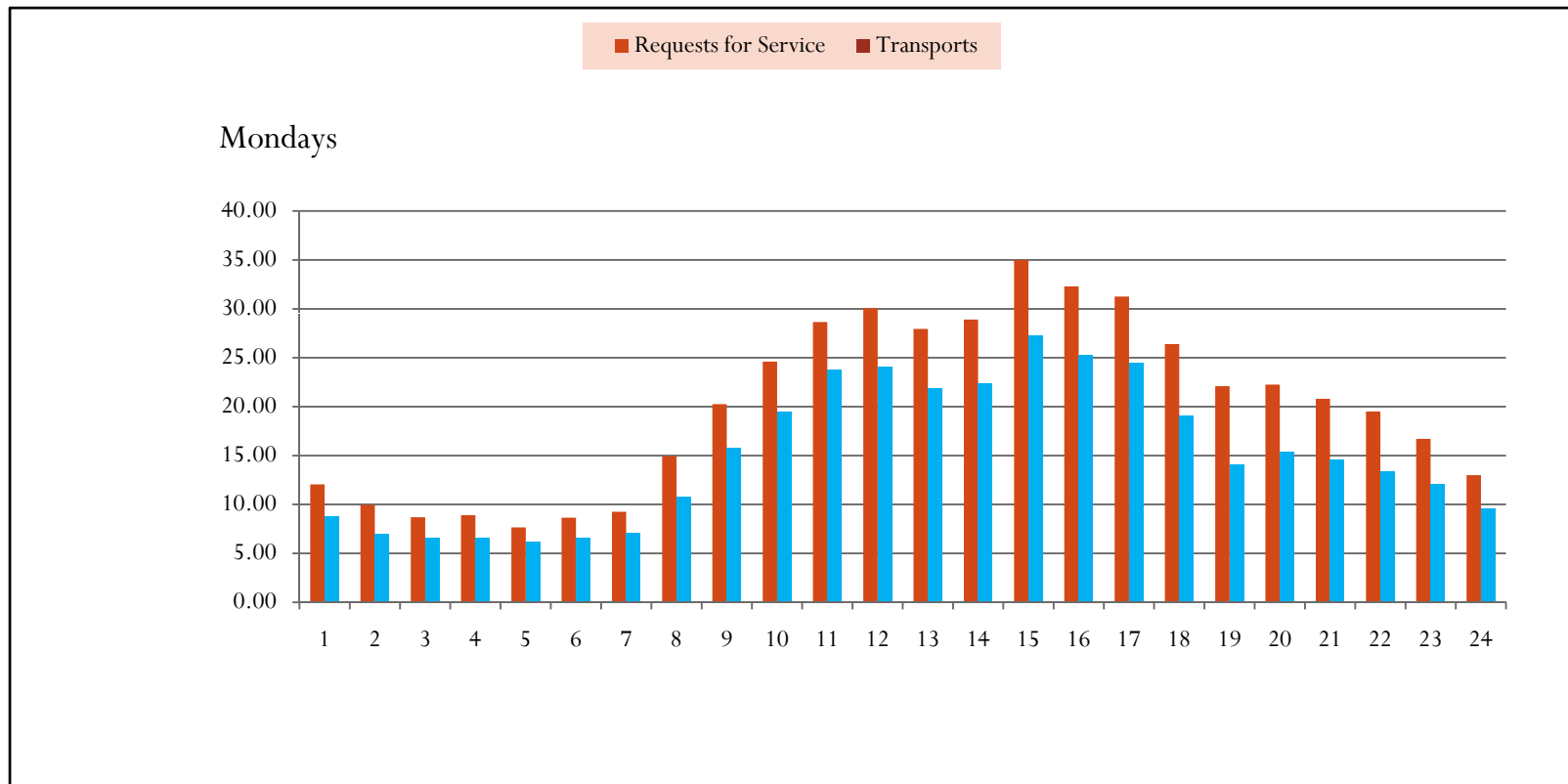
10/10/2011

PINELLAS COUNTY HAS FOUR STATED GOALS

- To maintain the level of service
- To equalize funding among providers
- To contain costs
- To create a sustainable system

Fire based transport achieves all of these goals and saves over \$20,000,000 over the next three years!

GOAL 1: MAINTAIN THE LEVEL OF SERVICE



Request for service of both emergency and non-emergency responses peaks at around 35, with 27 of those requests actually resulting in a transport.

MAINTAINS THE LEVEL OF SERVICE

This plan provides the following apparatus to meet the needs of the community.

ALS Fire Apparatus	60
ALS Fire Based Ambulances	35
ALS Peak Time Ambulances	<u>16</u>
Total Fire Based ALS Units	111

This maintains our current average response time of 4 minutes and 30 seconds.

MAINTAINING THE LEVEL OF SERVICE

- The IPS plan reduces the level of service by removing 23 rescues from the fire departments.
- This eliminates at least 166 firefighter/paramedic positions, therefore reducing your fire fighting force.
- The IPS plan increases the response time from the current average of 4 minutes and 30 seconds to 7 minutes and 30 seconds 90% of the time.

GOAL 2: EQUALIZE FUNDING AMONG PROVIDERS

EACH PROVIDER WILL BE FUNDED ACCORDINGLY PER UNIT

- ALS Fire Apparatus \$360,000
- ALS Fire Based Ambulances \$720,000
- ALS Peak Time Ambulances \$360,000

IN ADDITION EACH UNIT WILL RECEIVE THE FOLLOWING FUNDING

- EMS ADMINISTRATION \$20,000
- VEHICLE REPAIR & REPLACEMENT \$30,000
- FUEL \$8,500

Goal 3: COST CONTAINMENT

- This plan contains cost by funding each unit, rather than paying for each employee or for each transport
- The IPS study does not contain private ambulance cost
 - The private ambulance contract has increased 97% since 2003
 - Since 2010 the private ambulance company has increased \$4,135,044 compared to \$435,303 for first responders
 - The retail user rate has been increased 4 times in the past 7 years
 - With these increases, expenses will still out pace income by 2013 according to the IPS study

Ambulance Expenses vs Revenue

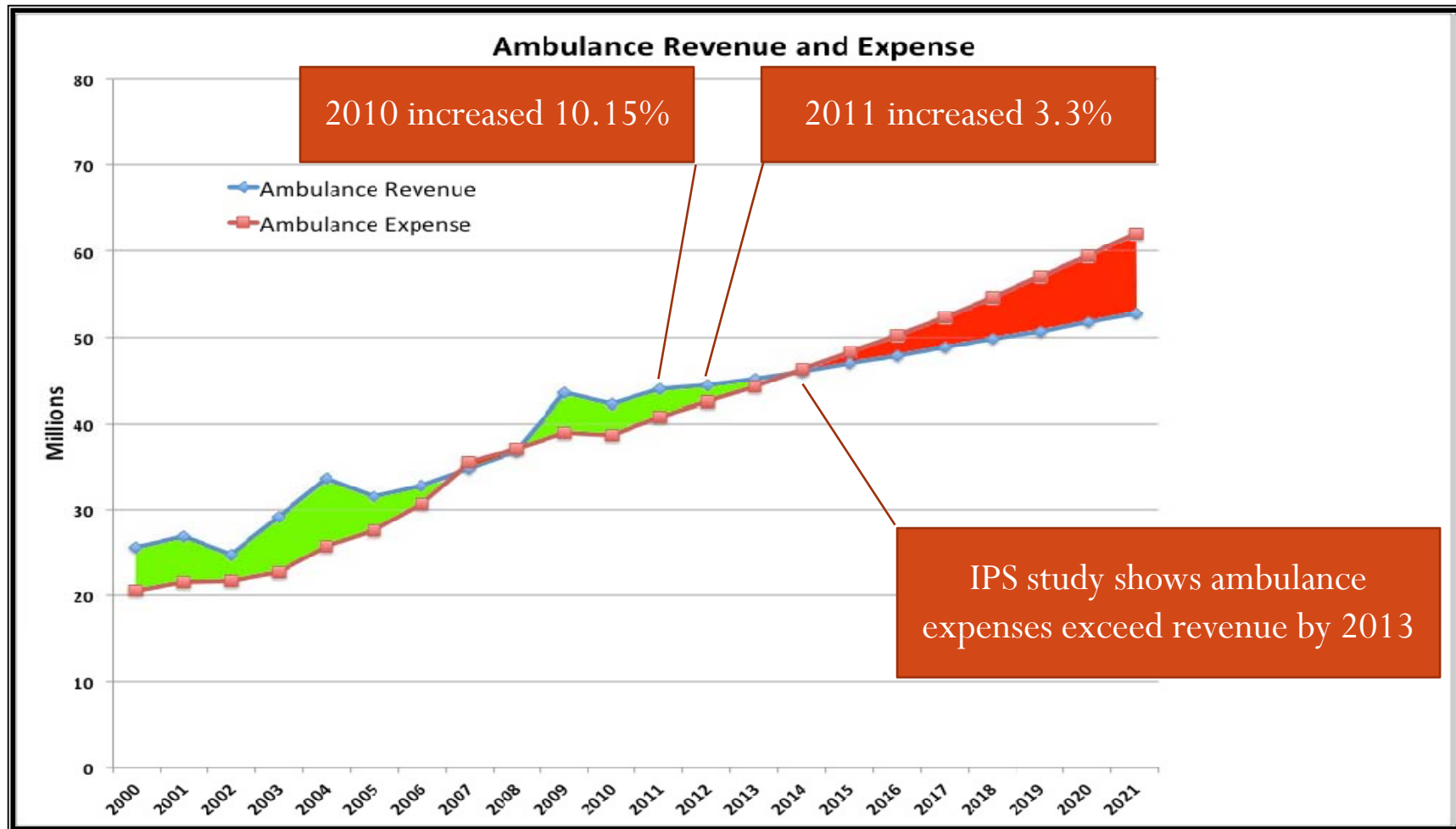
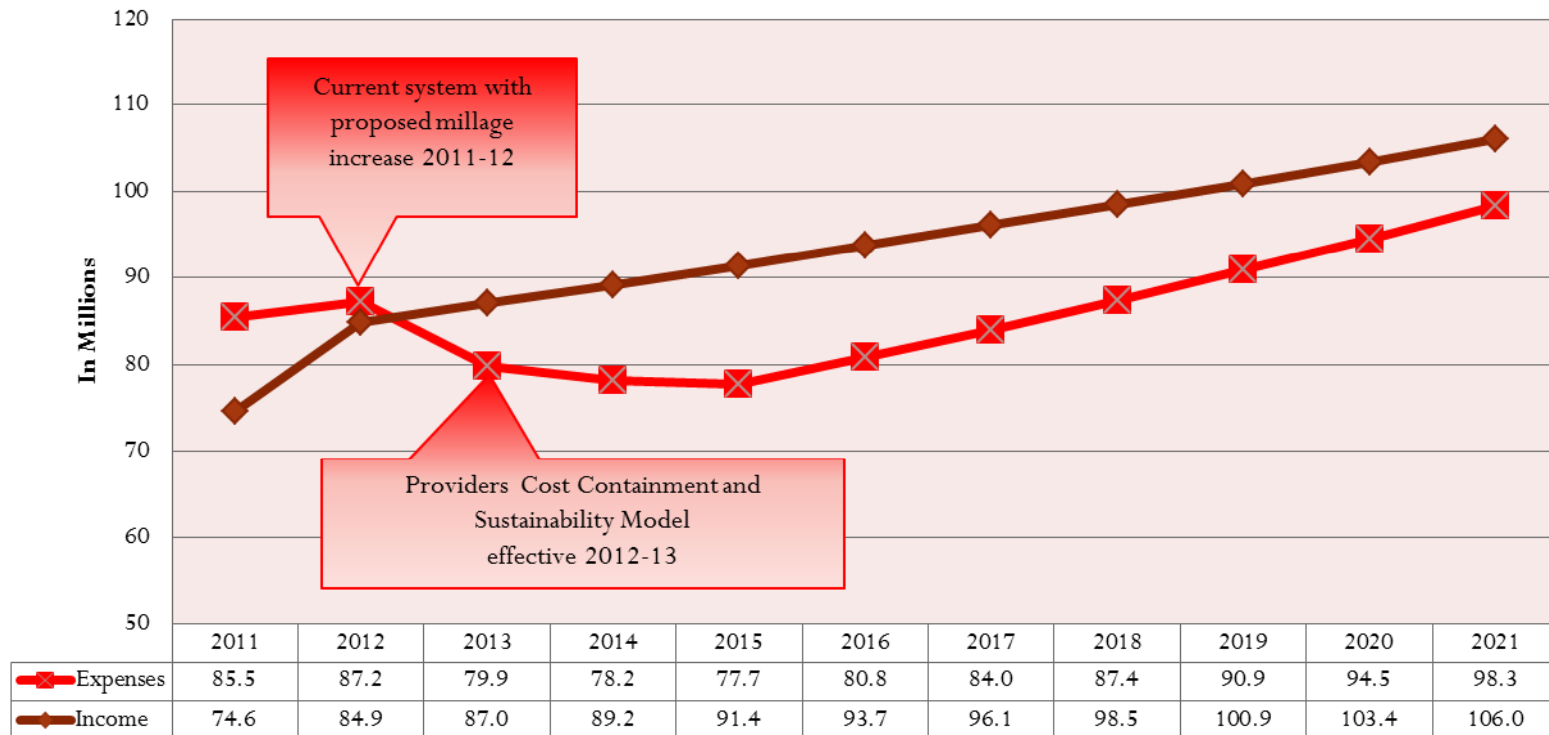


Chart from IPS Study

GOAL 4: PROVIDE SUSTAINABILITY

EMS System Income vs. Expense 10 year Forecast



TO DEMONSTRATE SUSTAINABILITY THE FORECAST CHART ASSUMES REVENUE WILL GROW BY ONLY 2.5%, WHILE EXPENSES WILL INCREASE BY APPROXIMATELY 4 % AFTER THE FIRST THREE YEARS.

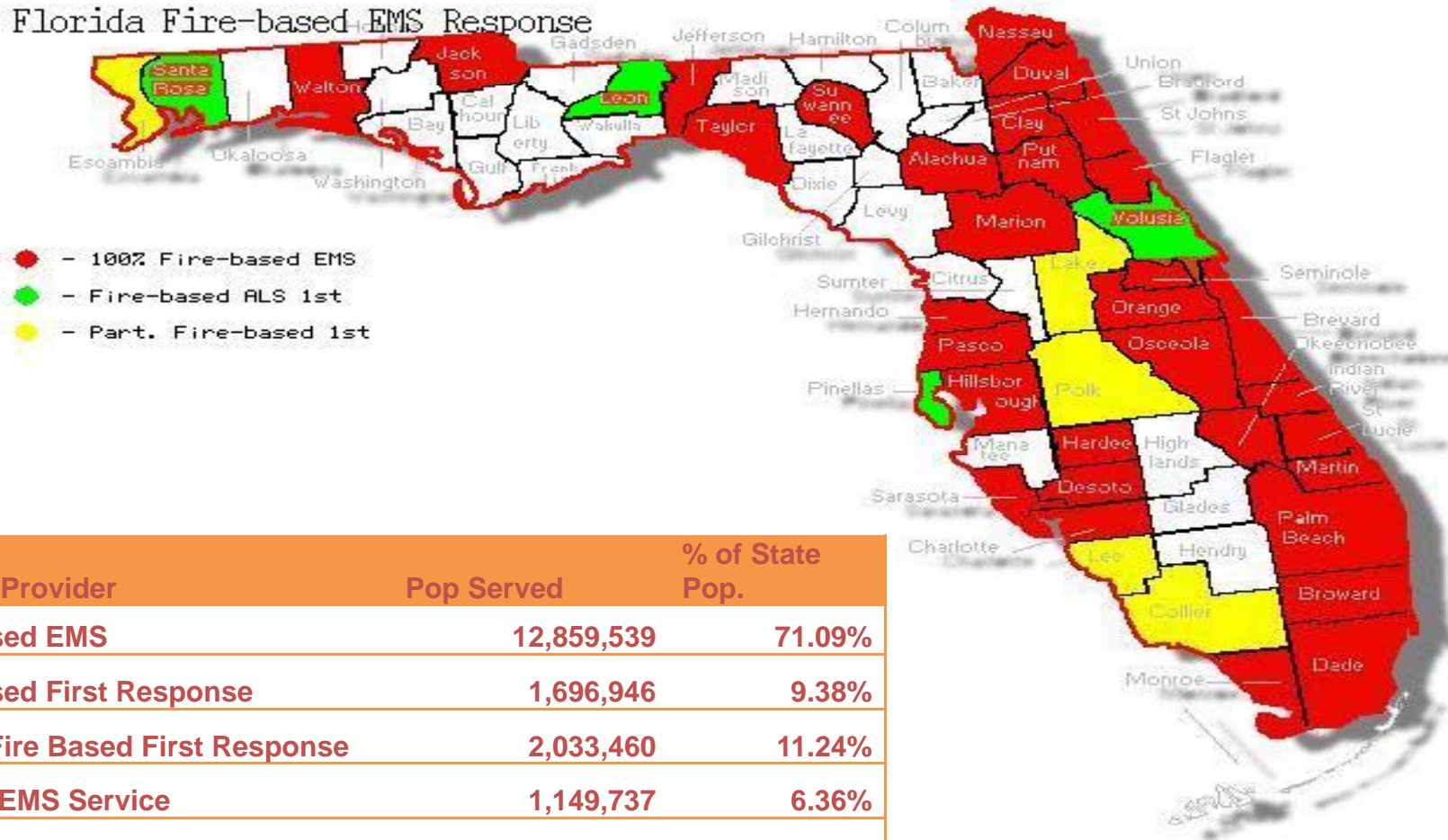
Critical Components	Funding
Critical Care Transport	\$ 847,491
Mental Health Transport	\$ 241,175
All Children's Transports	\$314,091
Tactical EMS Team	\$65,000
Long Distance Transports (Base + Mileage)	\$449,515
Medical Supplies	\$2,600,000
Eckerd College Marine Rescue	\$32,450
Patient Business Services (7 FTEs \$35,000 Salary and 45% Benefits)	\$355,250
Information Technology (2 additional FTEs - \$75,000 Salary and 45% Benefits)	\$217,500
Call taking and Dispatch (10 additional FTEs - \$45,000 Salary and 45% Benefits)	\$652,500
Fleet Services (1 FTEs - \$50,000 Salary and 45% Benefits)	\$72,500
Medical Supply Warehouse (3 FTEs - \$35,000 Salary and 45% Benefits)	\$152,250
Sub Total	\$5,999,722

WHY FIRE BASED MEDICAL TRANSPORT

- Fire departments have evolved into a multidisciplinary force trained for an “All Hazards” response
- Firefighter paramedics perform many different functions for the cost of a single position
- Firefighter paramedics can easily assume the transport duties, without shifting costs to taxpayers
- Leading trend over the past 20 years (71% of Florida’s population is served by Fire Based Medical Transport)

Florida Fire Based EMS

Florida Fire-based EMS Response



FIRST RESPONDER MISCONCEPTIONS

- Patients are frequently transported to opposite ends of the county

Fact

- 90% of the time patients are transported to one of the three closest facilities
- With 14 hospitals located throughout Pinellas County, most patients are within 5 miles of the nearest hospital

First Responder Misconceptions

Myth the Private Ambulance Company is Cheaper

Provider	First Responder	Private Ambulance	Combined	Fire Based Transport
Total Cost	\$38,112,490	\$31,842,312	\$69,954,802	\$58,453,500
Daily Cost	\$104,418	\$87,240	\$191,657	\$160,147
Number of Units	63	70	N/A	111
Hours of Operation	1512	819	2,331	2,472
Hourly Rate	\$69.06	\$106.52	\$82.22	\$64.79

Ambulance hours based on 12 hour or less shifts

FACT; COMPARED ON AN HOURLY RATE FIRST RESPONDERS ARE 50% CHEAPER THAN THEIR PRIVATE AMBULANCE COUNTERPARTS!

BEYOND THE COUNTY'S GOALS

This Plan:

- Enhances the current level of service
- Delivers a higher quality of service through continuity of patient care
- Breaks down barriers associated with priority dispatch

Priority Dispatch

- A concern that many fire departments share is the perception that taxpayers will feel abandoned when their local fire department does not respond
- Fire based transport would ensure that the local fire department is still responsive to its taxpayers
- With properly distributed, statically deployed units, wait times will be decreased for low priority calls.

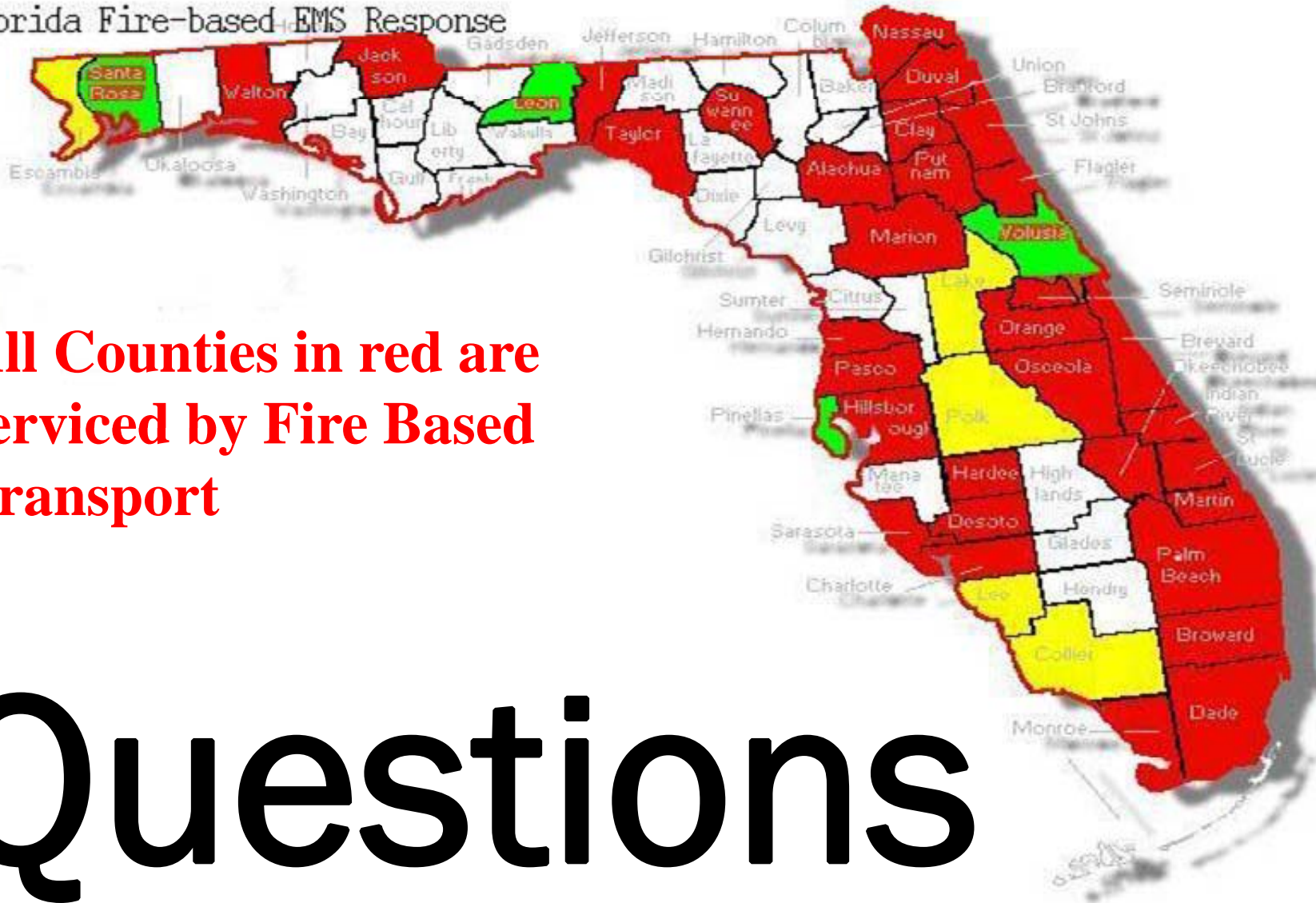
Continuity of Care

- This model places fire based transport units in the busiest fire stations throughout the county which ensures the majority of the patients will have one lead paramedic providing care throughout the call
- In addition, those fire stations that do not have transport units will consistently be serviced by the same crews
- Fire Service EMS providers who work together as part of a consistent team routinely train together and receive ongoing feedback from senior employees and supervisors, ultimately this provides a more consistent level of service.

Resolutions

- Fire Chiefs Association
- Lealman Fire District
- Palm Harbor Fire District
- Pinellas Suncoast Fire District
- City of Pinellas Park
- Town of Kenneth City
- South Pasadena
- Madeira Beach
- Redington Beach
- Tierra Verde Community Association
- CONA of St. Petersburg – Motion to Support Fire Transport

Florida Fire-based EMS Response



- **All Counties in red are serviced by Fire Based Transport**

Questions