



Delaware County Commissioners

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October 29, 2018

Liberty Township Trustees
10104 Brewster Lane
Powell, Ohio 43065

RE: EMS Proposal

At your October 1, 2018 Trustees Meeting you requested a formal proposal from the Delaware County Commissioners to provide EMS service to Liberty Township. Your request for a proposal included the requirement that the proposed EMS services (by DCEMS) be provided at the same level of service that is currently being provided by LTFD. Some additional items discussed at your October 1, 2018 meeting included potential future savings, existing DCEMS services, and the ability of DCEMS to expand its EMS coverage area. You requested that our proposal address these items.

PROPOSAL

The following is a summary of the business terms that are included in the recommended proposal as requested by the Trustees.

1. DCEMS would discontinue the practice of compensating LTFD on a per-run basis for EMS responses as provided by the current intergovernmental services agreement. The annual cost has averaged \$233,000 since 2014.
2. DCEMS will provide two (2) Advanced Life Support ambulances; one located at Station 321 and one located at Station 322. The ambulances will be staffed with two paramedics and be operated 24 hours a day, 7 days a week.
3. DCEMS would enter into agreement with Liberty Township to rent space at Fire Stations 321 and 322. It is anticipated that rent would be \$18,500 per year, per station.
4. DCEMS would purchase the two (2) existing ambulances owned and operated by Liberty Township Fire Department at fair market value. DCEMS would be responsible for all operational costs associated with the ambulances. The ambulances would be labeled as DCEMS but would also identify that they are serving Liberty Township. It is estimated that the current value of the 2 ambulances is \$340,000, total.

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5. DCEMS would be responsible for all operational costs including without limitation, durable and non-durable medical supplies, training, and medical direction.
6. LTFD shall work cooperatively with DCEMS and the 911 Board to assist in the implementation of an automatic vehicle dispatch system and establishment of standard response protocols.
7. LTFD shall work collaboratively with DCEMS and continue to provide "first response" support services to compliment the proposed DCEMS ambulance service.
8. DCEMS will implement "soft billing" for EMS services provided in Liberty Township.
9. DCEMS will provide cooperative training and training assistance to LTFD personnel to assist in maintaining their EMS certifications.

The estimated initial cost of providing these services is \$445,540 including purchase of the ambulances and provision of medical equipment and supplies. The estimated annual operating expense to be incurred by Delaware County will be approximately \$1,100,000. The Delaware County Commissioners have an expectation (of the Liberty Township Trustees) that there will be a significant decrease in the cost to the residents of Liberty Township as a result of DCEMS providing EMS services. If this proposal is accepted, Delaware County requests that Liberty Township provide documentation that outlines these future savings prior to finalizing a formal agreement.

DCEMS SERVICES

As mentioned above, questions were posed at the October 1, 2018 meeting in regards to the current services provided by DCEMS. This included the status of the improvements that were outlined in the draft Master Plan.

The Master Plan concludes that many of the challenges and opportunities exist due to multiple departments providing EMS services in Delaware County. While the treatment modalities of these providers are relatively the same, there are other resulting inefficiencies that could be improved with collaborative and consolidation efforts. DCEMS always strives to improve our services as the industry changes and evolves through implementation of new technology and innovation.

Currently DCEMS is re-defining and re-deploying assets to bring Delaware County closer to the cutting-edge of EMS. As an example, in 2017, DCEMS was the first department to initiate a tiered response where ambulances are not responding to all requests for service with red-lights and sirens. This allows for a significant reduction in the associated risk to the public when the request for service is for low acuity injuries/illnesses. This is further being enhanced through dispatch call interrogation and nature-code dispatch tiers. Additionally, DCEMS was the first agency in Delaware County to implement GPS tracking and Automatic-Vehicle-Location (AVL's) capable devices on all ambulances. The goal of this initiative was to allow for all EMS to be location based as opposed to a Run Card based dispatch.

Additionally, current DCEMS staffing and deployment model changes that are being implemented in 2018/2019 will allow for existing DCEMS staff, that have applicable training and experience, to staff the ALS ambulances at stations 321 and 332 in the event that this proposal is accepted.

DCEMS is nationally accredited by the Commission on Accreditation of Ambulance Services (CAAS). This brings a level of assurance to the residents that they are receiving the highest level of quality patient-centric medicine. This accreditation also assures that the department is being operated responsibly and meets all state and national best practices. CAAS is recognized as the "Gold Standard" for high-performance EMS.

DCEMS is supported by a medical director who provides direct Quality Assurance oversight, training, and a strong research based medical protocol. This, in addition to a robust patient care reporting system, AVL / GPS dispatch, and tiered response directives results in a robust more efficient department. Furthermore, as evidenced by the DCEMS DelaCare program, which assists in bringing non-emergency services to all citizens of Delaware County, a single, holistic, countywide EMS system is preferable.

Finally, DCEMS has received many awards and accolades for its system-wide performance. Receiving all levels of honors and awards from the American Heart Association Mission Lifeline for the recognition, treatment, and transport of the STEMI heart attack patients, DCEMS continues to improve the outcomes of those that call on them in their time of need.

If you have any questions or comments regarding this EMS proposal outlined above or the EMS services that we provide, please feel free to contact us at your earliest convenience.

Sincerely,

Proposal:

Delaware County could assume EMS operation in Liberty Township through cooperation with Liberty Township Trustees and Liberty Township Fire Department (LTFD). DCEMS ambulances will be cooperatively housed at LTFD stations and the county would rent / lease squad-bay space, living areas, and dorm rooms at \$18,500 annually, per station. The County would purchase the LTFD ambulances at an estimated value of \$170,000, per unit. These ambulances would be re-lettered/numbered and outfitted with standard DCEMS equipment and supplies. DCEMS would be the primary EMS in Liberty Township with first response being provided by LTFD.

Goal:

Evaluate provision of EMS services in Liberty Township by DCEMS by implementing "Medic 11" and "Medic-12" in Liberty Township.

Staffing:

2 Paramedics on M-11 and M-12, (1 Unit)

4 Paramedics on duty

2 Paramedics on M-11 and M-12, (2 Unit)

4 Paramedics on duty

2 Paramedics on M-11 and M-12, (3 Unit)

4 Paramedics on duty

Note: No additional DCEMS employees will need to be hired to staff these additional ambulances. Employees from current DCEMS stations would be reassigned to Medic-11 and Medic 12. Thus, no additional costs for staffing would be incurred.

Proposed DCEMS ambulance(s) serving Liberty Township:

Medic 11, at LTFD Station 321

Medic 12, at LTFD Station 322

Medic 3 – Lewis Center, (existing)

Medic 10 – Berlin Township, (existing)

Annual Operating Expenses:

Average DCEMS Employee salary	\$58,612
Average DCEMS Healthcare	\$18,873
Average WC/OPERS/Medicare	\$9,642
Average Total Compensation	\$87,127
Total Annual Compensation	\$1,045,524
<i>(Average Total Compensation x 12 personnel)</i>	
+ Total Vehicle Cost (fuel, maint, etc.)	\$7,420
+ Medical Supply	\$11,890
+ Lease / Rent (assumption)	\$37,000
Total 2 Ambulances (Medic 11 &12):	\$1,101,834

Projected revenue:

Average number of transports annually	1150
Average revenue per transport \$320	\$320
Average (potential) revenue	\$367,920

Cost Summary:

Annual Operating Cost (From Page 1)	\$1,101,834
Revenue	-\$367,920
Less payments to LTFD*	-\$233,000
Total Annual (Projected) Cost	\$500,914

*Historical cost paid to LTFD for EMS services.

Initial Implementation Cost:

Pharmaceuticals and Supply	\$20,000
Purchase of LTFD ambulances	\$345,500
Purchase of cardiac monitors	\$80,040
Total:	\$445,540