

Provision of EMS for Areas of Floyd County, IN

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Baptist Health EMS History

- Baptist Health has proven to be an effective provider of EMS, since 2012.
- Baptist Health has collaborative EMS partnerships, providing 911 response services, through management agreements with:
 - Oldham County Ambulance Taxing District (Kentucky).
 - Henry County Ambulance Taxing District (Kentucky).
 - Hopkins/Webster Counties (Kentucky).
- Joint Venture partnerships:
 - Mercy Regional EMS (50% ownership) in Paducah (Kentucky)
- Baptist Health has launched hospital based EMS transport services at:
 - Baptist Health Louisville (2019)
 - Baptist Health Lexington (2020)
 - Baptist Health Floyd (2022)
- Baptist Health currently has plans to expand hospital based EMS in other regions where our hospitals are located.

Specific Goals for Floyd County

- County owned EMS service supported by a management agreement with Baptist Health Floyd.
 - County to fund and own the countywide 911 ambulance service
 - Baptist Floyd to manage the protocols, staff and quality of service provided by the countywide 911 ambulance service
- Collaborate with Commissioners and EMS Committee with transparency.
- Implement Automatic Vehicle Location (AVL) technology for all ambulances in concert with Floyd County Commissioners.
- Work to integrate ESO electronic patient care reporting to computer aided dispatch (CAD) system.
- Provide One (1) MD Medical Director for all EMS activities in the County.
- Establish position description for EMS Medical Director and set minimum standards for qualifications.

- Establish response time criteria (8 min 59 seconds to 12 min 59 seconds) with 90% compliance measured on a fractile basis. (JEMS, 2005)
 - Meeting this goal with 4 Floyd County Ambulances strategically located around Floyd County.

Truck	Hours/Day	Days/Week
Truck 1	24 hours	7
Truck 2	24 hours	7
Truck 3	12 hours	7
Truck 4	12 hours	6

- Work to acquire AED's for First Response Fire Apparatus utilizing various Grant opportunities.
- Begin establishing and benchmark response times along with reviewing all electronic patient care reports (ePCR's) for quality assurance purposes.

- Coordinate quality assurance between EMS provider and EMS Medical Director.
- Establish realistic chute times based on environmental, resource availability and staffing criteria.
- Establish a compliment/complaint process where all matters are kept in a central repository and work with hospital leadership, education and risk management to improve identified deficiencies.
- Establish and/or participate with community health partners to enhance public health opportunities for citizens and visitors within Floyd County.
- Begin efforts to obtain Commission on Accreditation of Ambulance Services (CAAS) accreditation. This ensures third party validation of overall EMS activities Baptist Health will provide Floyd County.

Financial Projections:

Revenue

	Annual	Per Truck	
Revenue - County 911 Calls	1,433,355	358,339	<-- Avg 11 EMS calls per day @ \$357
Revenue - Hospital weekend discharges	91,392	22,848	<-- 7/8 per weekend @ \$238
Revenue - Emergent Transports	64,260	16,065	<-- 15 per month @ \$357
Total	1,589,007	397,252	

Billing Service	-119,176	-29,794	<--- 7.5% of collections
Net Collections	1,469,831	367,458	

Variable Costs - Truck

Salaries -Paramedic / EMT	1,900,681	475,170
Patient Supplies	66,073	16,518
Vehicle Maintenance	26,141	6,535
Fuel	45,178	11,294
Subtotal vc/truck	2,038,072	509,518

Net operations	-568,241	-142,060
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Notes:

Assumes all trucks are ALS with 1 paramedic and 1 EMT
 Total of 4 ambulances with the following initial schedule
 - 2 operational 24 X 7
 - 1 operational 12 X 7
 - 1 operational 12 X 6

We would partner with 911 Billing as or billing and collections company
 Does not include the purchase price of 4 ambulances and other equipment

Salaries - admin	109,778	
Physician Fees	12,500	
Other	55,000	
Rent	20,000	
Total Admin Expenses	197,278	-49,319

Operating Income	-765,518	Estimated Operating Costs net of collections
	-38,276	+ 5% contingency
	-803,794	<--- Recommended annual stipend
	-120,000	BH Management Fee
	-923,794	Total Estimated Costs by Floyd County

Questions??