

# EMS Funding Proposal

MAINE AMBULANCE ASSOCIATION



# Disclosures

This analysis, proposal, and evaluation is a work product of the MAA.  
This has not been presented to the Blue-Ribbon Commission.



# Funding Background

- Absent a subsidy, it is our analysis that ambulance services cannot break even in the State of Maine, regardless of service mix
    - This was demonstrated to BRC, work product can be shared
  - For a high-efficiency<sup>1</sup> service, in order to break even, a subsidy of approximately \$322 per annual transport is needed
  - For a more rural, low-volume service<sup>2</sup>, a subsidy of \$2,030 per annual transport is needed
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- 1 - 1,800 Transports per Year
  - 2 - 300 Transports per year

# Gap by Volume

| <i>Volume</i>                 | 300           | 600           | 900           | 1200          | 1500          | 1800          | 2100          |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Cost per Call</b>          | \$ 2,522.06   | \$ 1,301.37   | \$ 894.47     | \$ 1,177.20   | \$ 958.99     | \$ 813.51     | \$ 709.60     |
| <b>Reimbursement per Call</b> | \$ 491.99     | \$ 491.99     | \$ 491.99     | \$ 491.99     | \$ 491.99     | \$ 491.99     | \$ 491.99     |
|                               |               |               |               |               |               |               |               |
| <b>Loss per Transport</b>     | \$ 2,030      | \$ 809        | \$ 402        | \$ 685        | \$ 467        | \$ 322        | \$ 218        |
| <b>Total Gap</b>              | \$ 609,020.97 | \$ 485,625.81 | \$ 362,230.65 | \$ 822,253.61 | \$ 700,496.45 | \$ 578,739.29 | \$ 456,982.13 |

**Proposal**

# Step 1: Establish a basis

- This evaluation establishes the basis at \$325.00 per transport
- All transports are in scope (911, IFT, etc.)

## Step 2: Establish a rural modifier

- Utilize USDA Zip Code-based rurality scores (Not Rural, 1, 2, 3, 4)
- Determine the multiplier:

| USDA Rural Score<br>(primary base of<br>operation, or do per call) | Multiplier |
|--|------------|
| 0  | 0          |
| 1  | 0.2        |
| 2  | 0.4        |
| 3  | 0.6        |
| 4  | 1          |

# Step 3: Consider an efficiency add-on

- Utilize USDA Zip Code-based rurality scores (Not Rural, 1, 2, 3, 4)
- Determine the multiplier:

| Political Subdivisions Served | Multiplier |
|-------------------------------|------------|
| 0-1                           | 0          |
| 2-10                          | 0.25       |
| 10+                           | 0.5        |

- *Recommendation is to delay*



# Sample Calculation

|                     | Basis | Rurality Score | Rurality Multiplier | Rurality Add On | Total |
|---------------------|-------|----------------|---------------------|-----------------|-------|
| Super Rural Service | \$325 | 4              | 1                   | \$325           | \$650 |

|                          | Basis | Rurality Score | Rurality Multiplier | Rurality Add On | Total |
|--------------------------|-------|----------------|---------------------|-----------------|-------|
| Moderately Rural Service | \$325 | 2              | 0.4                 | \$130           | \$455 |

|                   | Basis | Rurality Score | Rurality Multiplier | Rurality Add On | Total |
|-------------------|-------|----------------|---------------------|-----------------|-------|
| Non-Rural Service | \$325 | Not Rural      | 0                   | 0               | \$325 |

# Total funding request

| <b>Transport Type</b>                   | <b>Total</b>           |
|---|------------------------|
| 911 Response (Scene)                    | \$51,255,555.00        |
| Community Paramedicine                  | \$325.00               |
| Intercept                               | \$83,525.00            |
| Interfacility Transport                 | \$12,746,305.00        |
| Medical Transport                       | \$3,454,230.00         |
| Mutual Aid                              | \$201,760.00           |
| NULL                                    | \$5,200.00             |
| PIFT (Paramedic Interfacility Transfer) | \$1,110,265.00         |
| Public Assistance/Other Not Listed      | \$26,390.00            |
| Specialty Care Transport                | \$363,675.00           |
| Standby                                 | \$12,740.00            |
| <b>Grand Total</b>                      | <b>\$69,259,970.00</b> |

# Top 10 Services

| <b>Service</b>                   | <b>Total Transports</b> |
|----------------------------------|-------------------------|
| United Ambulance Service         | 13861                   |
| Northeast Mobile Health Services | 11859                   |
| Delta Ambulance                  | 12355                   |
| Northern Light Medical Transport | 11297                   |
| Portland Fire Department         | 8694                    |
| Stewarts Ambulance               | 7447                    |
| Bangor Fire Department           | 6011                    |
| NorthStar                        | 5038                    |
| Augusta Fire Department          | 4090                    |
| Redington Fairview EMS           | 3910                    |

# Potential Disbursement Methodologies

- **Bail-out lump sum payment to services (require utilization on workforce)**
- **EMS Clinician Bonuses**
- **Grant Directed Spending**
  - Money is available in amounts proportionate and in line with the presented methodology
  - Board sets priorities (suggest workforce for several years)
  - Simple application process
  - Fiscal note for grant staff
  - Money rolls over

# Appendix

# Adjusting the Number

- **Adjustment of Rural Multiplier**
- **Adjustment of Basis**
- **Selectivity on Transport Types**

# Sample Adjustment

- If Rural multipliers are changed to:

| USDA Rural Score (primary base of operation, or do per call) | Multiplier |
|--|------------|
| 0  | 0          |
| 1  | 2          |
| 2  | 3          |
| 3  | 4          |
| 4  | 5          |

- And the basis is cut in half ...

# The Top 10 Services Change

## New

| Services                         | Total Runs |
|----------------------------------|------------|
| Northeast Mobile Health Services | 11859      |
| United Ambulance Service         | 13861      |
| Delta Ambulance                  | 12355      |
| Presque Isle Fire Department     | 2341       |
| Northern Light Medical Transport | 11297      |
| Caribou Fire - Ambulance         | 1915       |
| NorthStar                        | 5038       |
| Portland Fire Department         | 8694       |
| Stewarts Ambulance               | 7447       |
| WCEMSA dba Downeast EMS          | 1314       |

## Old

| Service                          | Total Transports |
|----------------------------------|------------------|
| United Ambulance Service         | 13861            |
| Northeast Mobile Health Services | 11859            |
| Delta Ambulance                  | 12355            |
| Northern Light Medical Transport | 11297            |
| Portland Fire Department         | 8694             |
| Stewarts Ambulance               | 7447             |
| Bangor Fire Department           | 6011             |
| NorthStar                        | 5038             |
| Augusta Fire Department          | 4090             |
| Redington Fairview EMS           | 3910             |

**Grand Total \$47,912,150**