



Radnor Fire Company

Fire & Ambulance Update

Radnor Township Board of Commissioners

October 10, 2016

Overview

- RFC officials have been meeting with Township staff since the beginning of 2016.
- Reviewed financial information supplied by the Fire Company and its accounting firm.
- Reviewed EMS Billing practices and the current challenges of collection.
- Reviewed current state of volunteerism and the increased pressure to allocate funds for Career Staff .

EMS Call Volume & Revenue

	CY 2013	CY 2014	CY2015	YTD 9/2016
Total Calls	2,376	2,351	2,287	1,761
Billable Calls	1,678	1,656	1,695	1,209
- BLS	767	722	734	499
- ALS	914	934	961	710
Billable Call %	71%	70%	74%	69%

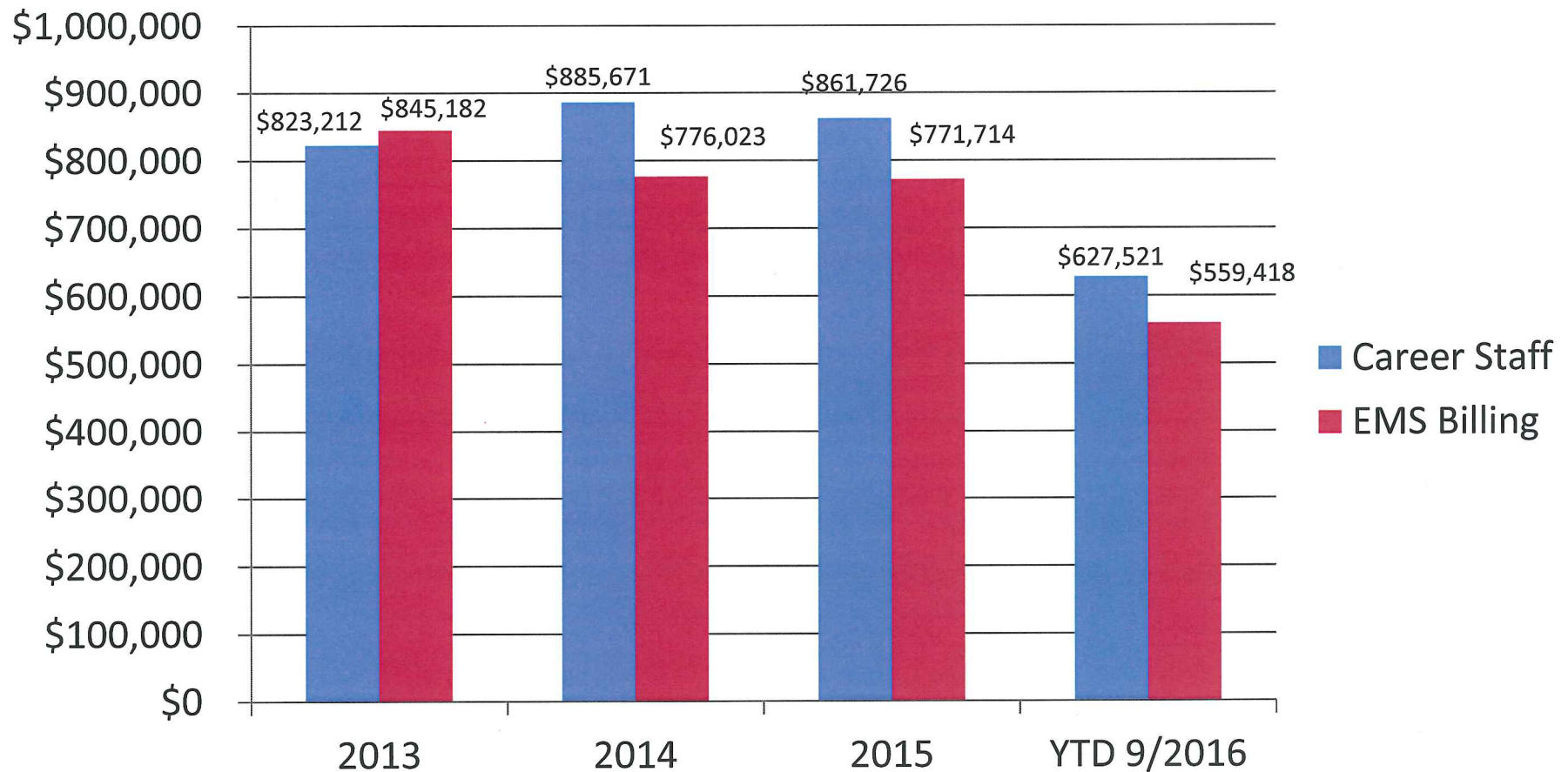
	CY 2014	CY 2015	YTD 9/2016
Chargeable Revenue	\$1,633,658	\$1,684,069	\$1,207,772
Collected Revenue	\$836,805	\$823,126	\$436,849
Total Uncollected	\$155,961	\$227,409	\$369,359
Collected Revenue %	51%	49%	36%*

* Decrease in collected revenue for YTD 2016 represents primarily timing differences in EMS billing cycle – expected to be 48% to 50% of chargeable revenue over the course of the year.

Fire & EMS Comparables

Agency	Service Level	EMS Average Annual Call Volume	Fire Average Annual Call Volume	EMS Billing Method	EMS Paid Staff Utilized (Firefighters & Drivers)
Radnor Fire Co.	Fire / BLS / ALS	2,300	800	3 rd party	Yes
Berwyn Fire Co.	Fire / BLS / ALS	2,180	875	3 rd party	Yes
Paoli Fire Co.	Fire / BLS	1,100	435	3 rd party	Yes
Malvern Fire Co.	Fire / BLS / ALS	2,600	325	3 rd party	Yes
East Whiteland Fire Co.	Fire / BLS	800	550	3 rd party	Yes
Valley Forge Vol. Fire Co. / West End EMS of Phoenixville	Fire / BLS / ALS	1,600	350	3 rd party	No
Marple Twp. Ambulance Corps.	BLS / ALS	2,200	N/A	In-House	N/A
Lafayette Ambulance	BLS / ALS	3,300	N/A	In-House	N/A
Narberth Ambulance	BLS / ALS	9,600	N/A	In-House	N/A
Plymouth Ambulance	BLS / ALS	15,000	N/A	In-House	N/A

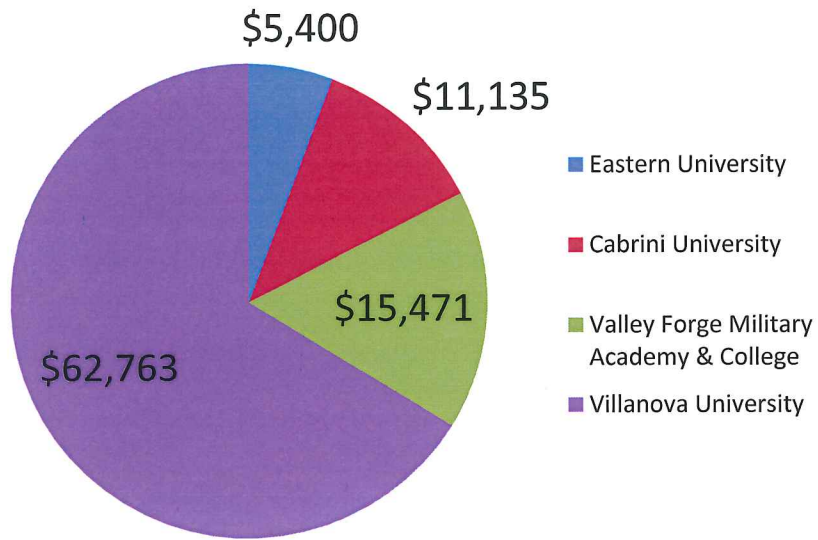
Career Staff Expense vs. EMS Billing Income



EMS Collegiate Stats

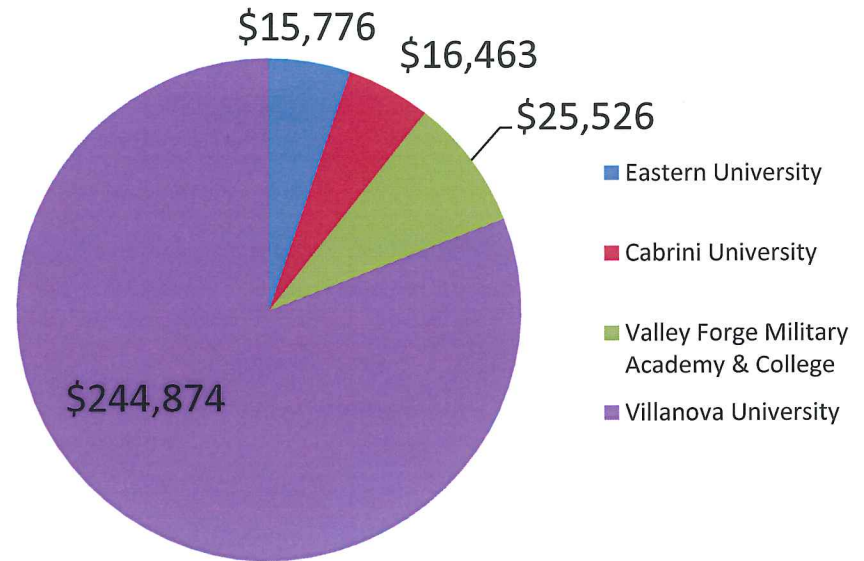
2013 – YTD 9/2016

Total Uncollected



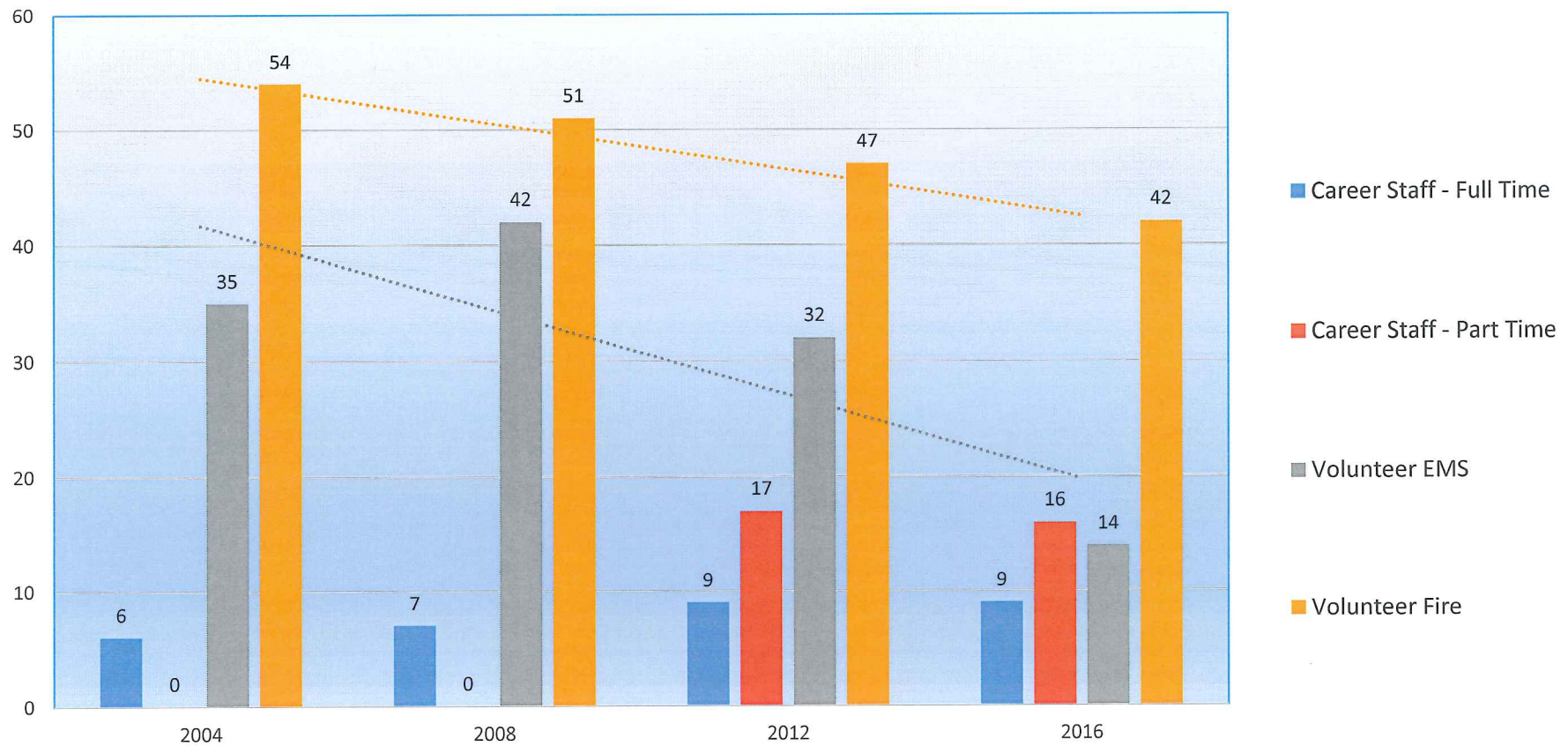
Total Uncollected: \$94,769

Total Collected



Total Collected: \$302,639

Volunteer & Career Staffing Last 12 Years



Outsource EMS?

- **What happens if EMS doesn't exist at RFC?**
 - The #1 income source (EMS Billing) that helps to fund the Fire Company is eliminated.
 - The income generated by the Ambulance Fund Drive is eliminated.
 - The paid staff, the majority of whom are cross-trained for fire and EMS responses, will be laid off.
 - Response times to fire calls, especially during the day will be significantly impacted.
 - Operational command and control of fire and EMS under one entity will be eliminated.
 - The Fire Company will require increased funding due to the points aforementioned.

Capital Plan (Short-Term)

- **2017**
 - **Fire Engine Replacement** \$625,000
 - Replaces Engine 15-3 purchased in 1996. (3) bids obtained.
 - **Ambulance Replacement** \$100,000
 - Replaces Ambulance 15-7B. This is a 2007 van style Ambulance.
 - **Roof Replacement** \$85,000
 - 20 year old roof with significant leaks.
 - Warranty is expired.
- **2018**
 - **Ambulance Replacements** \$320,000
 - Replaces Ambulance 15-7 and Ambulance 15-7A.
 - These are the (2) primary EMS vehicles.
 - The price includes anticipated trade-in value savings.
 - **Emergency Communications Tower Replacement** \$75,000
 - Replaces existing tower at same height and design.
 - **Front Apron and Parking Lot Repair** \$138,000
 - Existing problem due to storm water complications.
 - Proposed stormwater project has delayed this repair from being completed.
- **2019**
 - **Engine Purchase** \$650,000
 - Replaces Engine 15-1 purchased in 1999.

Actions Underway or Considered to Improve Efficiency

- **Grants & Loans**

- Continue to apply for state and federal grants for equipment and personnel needs. Recently notified we will receive a grant award through the FEMA Assistance to Firefighters (AFG) for portable radios for the 2015-2016 cycle. For the 2016 – 2017 AFG cycle we are applying for fire hose and Self Contained Breathing Apparatus (SCBA).
- Apply for loans for apparatus through apparatus vendors and/or PA Office of the State Fire Commissioner.

- **Volunteer Recruitment**

- Increasing efforts to bring in additional fire/EMS volunteers.

- **EMS Billing & Collections**

- Currently reviewing (3) proposals for services, along with updated contract with existing provider.
- Consideration is being given to taking patients with outstanding bills in the collections phase of the EMS Billing cycle to small claims court. This will require the support of the Township and has the potential for negative backlash in the community.

- **Career Staff**

- Continue minimum staffing practice to reduce costs, however presents a service delivery problem.
- Adopt hybrid schedule with continued utilization of full-time and part-time staff hours.

2017 Budget Request

- \$150,000 in additional funding to support the Radnor Fire Company (Fire and EMS).
 - Assist with existing uncollectible payments for services in EMS billing.
 - Assist with increased paid staffing expenses due to decline in volunteerism.
 - Assist with planned capital projects.