



STEVEN D. BANE  
FIRE CHIEF



CITY of WEST ALLIS  
FIRE DEPARTMENT

To: Honorable Mayor Devine and Members of the Common Council  
From: Chief Steven D. Bane  
Date: December 16, 2016  
Re: Recommendation for Changes in Basic Life Support Fees

Recently, a committee of the Milwaukee County Association of Fire Chiefs (MCAFC) reviewed countywide ambulance fees to assure that rates are in line with current economic issues, Medicare reimbursements, and to measure consistency across the county. Besides the committee activity, I asked Life Quest, Inc., our Basic Life Support billing agent, to determine whether we could improve revenue by changing ambulance fees.

Basic Life Support (BLS) fees are determined by the local municipality, while Advanced Life Support (ALS, "Paramedic") rates are determined by the Intergovernmental Cooperation Council (ICC, comprised of mayors and village presidents). The 2017 ALS rates have been approved by the MCAFC and ICC in October.

For your review, I've attached a spreadsheet with Life Quest's suggested rates, MCAFC's average rates, and Kris Moen and my recommendations on rate changes. If we implement the rate changes as suggested, Life Quest has anticipated that the City could receive approximately \$31,411.28 in additional revenue based upon our transport and treatment history.

I am suggesting you approve the rates as presented in the corresponding resolution.

I would like to point out there is one increase, recommended by Life Quest, that I'm suggesting not be increased. We have never charged a "*BLS Service and/or Treatment without Transport (Resident)*" charge and I'm suggesting we continue to keep that rate at \$0.00. My logic for this is our residents pay taxes that support the EMS services we provide and some level of service should be covered by those dollars. When a resident isn't sure if an ambulance is needed or not, I'd like them to be able to error on the side of their safety and call without fear of receiving a bill. In addition, this charge is not covered by Medicare or Medicaid, with 70% of our collections coming from these sources, meaning those least able to pay for this charge will be most impacted by this out of pocket cost.

The last ambulance fee change in our city was implemented in 2009.

I've discussed these rate changes with Kris Moen, Interim Finance Director and we are in agreement on the recommended increases. I will be available to address any of your concerns. Please feel free to contact me with any questions you may have.

Item	2015 MCAFC	2016 MCAFC	Current BLS Rate (Since 2009)	2017 MCAFC	% Increase Using MCAFC Rates	Life Quest Recommene	% Increase	Staff Recommendation	% Increase	6/yr Avg. Inc.
BLS service and/or treatment without transport (Resident)	\$107.31	\$109.25	\$0.00	\$111.54		\$200.00	200.00%	\$0.00	0.00%	0.00%
BLS service and/or treatment without transport (Non-Resident)	\$160.45	\$163.34	\$150.00	\$166.77	11.18%	\$300.00	100.00%	\$200.00	33.33%	5.56%
BLS service with transport (Resident)	\$618.88	\$630.02	\$500.00	\$643.25	28.65%	\$600.00	20.00%	\$600.00	20.00%	3.33%
BLS service with transport (Non-Resident)	\$749.12	\$762.60	\$600.00	\$778.61	29.77%	\$700.00	16.67%	\$750.00	25.00%	4.17%
Oxygen and supplies	\$80.23	\$81.67	\$70.00	\$83.38	19.11%	\$81.67	16.67%	\$82.00	17.14%	2.86%
Mileage (rate per loaded mile) - Resident	\$15.63	\$15.91	\$14.00	\$17.02	21.57%	\$16.25	16.07%	\$17.02	21.57%	3.60%
Mileage (rate per loaded mile) - Non-resident	\$15.63	\$15.91	\$14.00	\$17.02	21.57%	\$17.00	21.43%	\$17.02	21.57%	3.60%
Spinal Immobilization	\$133.36	\$135.76	\$100.00	\$138.61	38.61%	\$150.00	50.00%	\$150.00	50.00%	8.33%
			\$2.00	Gloves/EMT*		\$2.00		\$2.00	0.00%	0.00%

\* Not currently on MCAFC Billing Sheet

# West Allis Fire Department

## 2017 Financial Impact Summary

Item Increased	Approximate Billed in One Year Period*	Amount of Increase	Projected Revenue
BLS Base Rate - Resident	771	\$100.00	\$77,100.00
BLS Base Rate - Non Resident	165	\$150.00	\$24,750.00
BLS Mileage - Resident	4630	\$3.02	\$13,982.60
BLS Mileage - Non Resident	585	\$3.02	\$1,766.70
Oxygen	240	\$12.00	\$2,880.00
Spinal Immobilization	73	\$50.00	\$3,650.00
BLS On Scene Care	90	\$50.00	\$4,500.00
<b>Total Estimated Increase in Charges</b>			<b>\$128,629.30</b>
<b>Estimated Budget Figure Increase**</b>			<b>\$31,411.28</b>

\* Due to the impact of the Medicare Fee Schedule, these numbers do not include the estimated 70% of your patients that have Medicare and Medicaid type payors.

\*\* For budget purposes, revenue should be figured at an average collection rate to reflect allowances for Regulated Insurance Companies and Bad Debt Adjustments (uncollectible).

**Reminder:** Revenue is directly proportionate to the number of billable transports and payor mix experienced by your ambulance service as well as the documentation provided by your service to LifeQuest. This number may fluctuate as much as 20% annually.

Updated On: 12/12/16 LL

