

2021 Operations Budget Summary



Mission Statement

To deliver leading-edge, quality, pre-hospital, regional, advanced life support emergency medical services designed to dynamically meet the needs of the citizens and visitors of our communities, through a unified team of caring professionals with an overriding goal of improving patient outcomes.

Core Values

- **EXCELLENCE**
- **FISCALLY RESPONSIBLE**
- **TRANSPARENCY**
- **PROFESSIONALISM**
- **COMMUNITY GUIDED**
- **TEAM-BASED CULTURE**
- **INTEGRITY**
- **ACCOUNTABILITY**

2020 Accomplishments

- **COVID-19 Operations-** SCCEMS paramedics have performed heroically during the ongoing COVID-19 pandemic. SCCEMS has been able to be successful in keeping staff health to maintain operational capabilities as well as maintaining personal protective supply lines to meet operational needs. The organization has obtained alternative funding resources to reimburse for added expenditures and reimbursement challenges during the pandemic.
- **Strategic Plan Development:** Phase II of the SCCEMS Strategic Planning process was completed in consultation with Carter and Pugh Associates. Phase II involved developing mechanisms and resources for the organizations upcoming capital campaigns.
- **Municipal Funding Formula-** After two years of meetings between our municipal partners, consensus was achieved transitioning SCCEMS from a millage based municipal funding request to a blended average request. This formula will be used starting in 2021.
- **New Website-** SCCEMS completed the transition to a redesigned website which will offer additional features and enhanced expansion of the **MEDIC 94** branding efforts.

2021 SCCEMS Leadership Team

Chief Executive Officer

Bob Hotchkiss

Board Chairman

Harold Walls

Board Vice-Chair

Charles Foy Sr.

Board Secretary/Treasurer

Sharon Ayers

Board Members

Gerard Porter

Mike Reynolds

Jim McLeod

Richard Scott-Harper

William O'Connell

William Wohl

Scott Massey

Mynellies Negron

Chuck Freese

Janet Wagner

Fran Hildwine

EMS Medical Director- Dr. Joshua Simon

Budget Overview

- The 2021 SCCEMS Operations Budget is a balanced budget.
- Capital expenditures related to the 2021 Capital Campaign purchase of new cardiac monitors are a separate budget item
- The budget was developed with revenue and expenses assumptions in all categories at CY 2020 levels. .
- Expenses budgeted 3% lower than CY 2020. Some of this reduction is the budgetary restructuring of the major capital campaign items.

2021 Operational Objectives

- **Initiation of Strategic Plan Goal 1- Multi Services Quality Assurance/ Improvement Committee**

The EMS system in southern Chester County has always had a regional focus for coordination and operations. In 2021, taking the next step in this collaboration by further developing the basic and advanced life support team clinically through a joint quality team as outlined in the SCCEMS Strategic Plan.

- **Partnership Opportunities with Tower Health**

Now in the 3rd year since Tower Health became a community healthcare partner, opportunities for partnerships in community outreach, training, clinical coordination and system integration continue to be on the horizon. With COVID and changes in the corporate structure at Tower Health, many of these opportunities have yet to be explored. An independent yet interdependent focus will be explored.

- **Capital Campaign**

SCCEMS will begin a capital campaign in 2021 for the purchase of 3-4 Philips Tempus Pro cardiac monitor defibrillators. The devices, which are used by our paramedics on every patient contact replace existing monitor defibrillators that are over 15 years old. These devices will significantly enhance our paramedics capability to assess and treat our patients and communicate and document those findings.

Sources of Revenue

- **Patient Billing**
 - Direct patient and insurance payments
 - Collection income
 - Medicare payments through partner ambulance services.
- **Municipal Funding**
- **Fund Drive Donations**
- **Grants**
- **Interest Income**
- **Other**

FY 2021 Budget Revenue

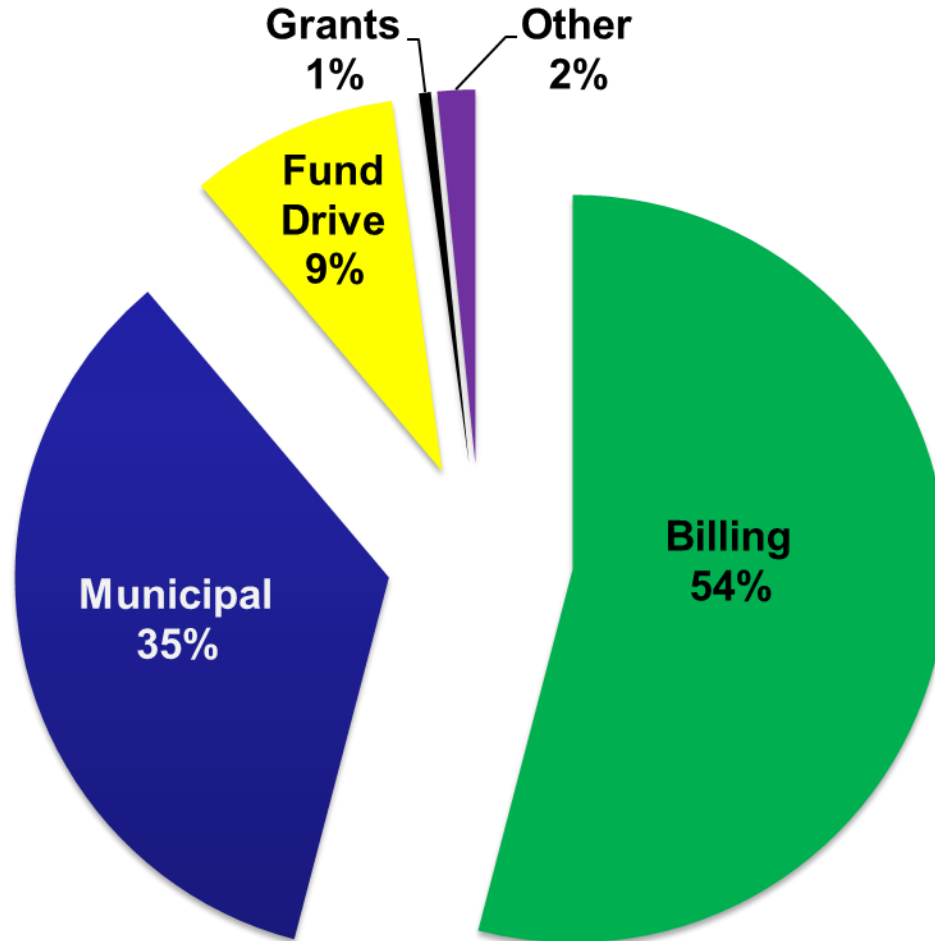
Patient Billing	\$	630,000
Municipal Funding	\$	405,000
Fund Drive Donations	\$	105,000
Grants	\$	6,000
Other	\$	19,000
		<hr/>
	\$	1,165,000

* Other includes education income and equipment disposal revenue.

Billing Revenue Overview

- **SCCEMS bills patients and their insurance for services provided.**
 - **Billing rates unchanged for 2021.**
 - **Billing service fees unchanged for 2021**
 - **Rates are based on Medicare bundled levels**
 - **Increased insurance payors funding in Medicare model which decrease revenue by 80%**
 - **Collections revenue reflected into patient billing revenue category.**

FY 2021 Revenue



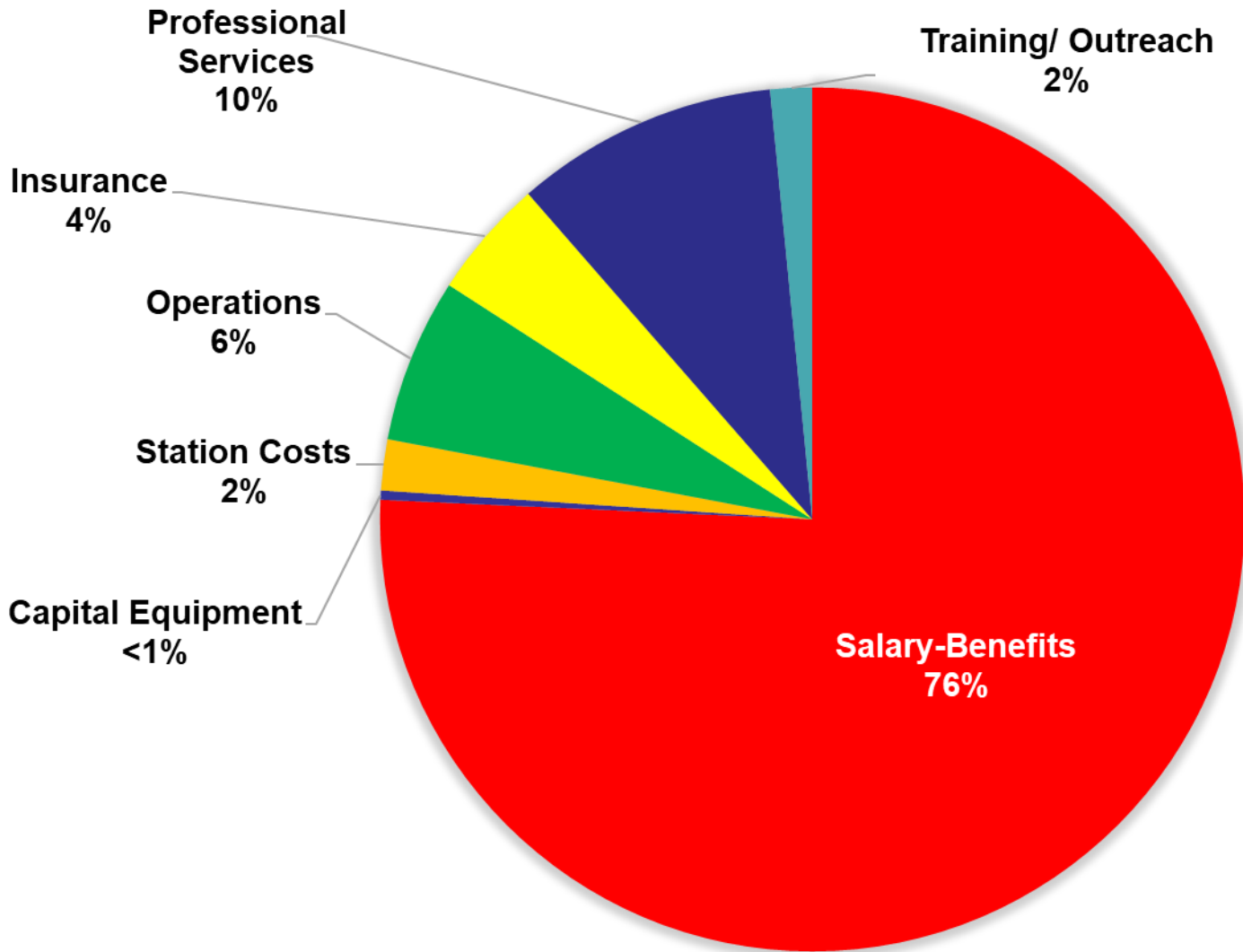
Sources of Expense

- **Wages & Benefits**
- **Station/Facility Costs**
 - Rent, repairs, utilities
- **Capital Equipment**
- **Vehicle Expenses**
- **Supplies/Equipment**
- **Outreach/Public Education**
- **Insurance**
 - Workers comp, liability, EO, vehicle
- **Professional Services/Fees**
 - Accounting, audit, legal, medical command, billing, fund drive printing
- **Training**

FY 2021 Budget Expenses

Wages & Benefits	\$	881,380
Capital Equipment	\$	4,000*
Station Costs	\$	22,201
Vehicle Expenses	\$	23,000
Outreach/Public Education	\$	3,200
Insurance	\$	52,000
Professional Services/Fees	\$	114,620
Training	\$	15,300
Supplies/ Equipment	\$	48,500

FY 2021 Expenses



FY 2021 Capital Campaign

PHASE I- (by 7/2021)	\$74,000	Initial 2 Devices
PHASE II- (by 12/2021)	\$37,000	3 rd Device
PHASE III- (TBD)	\$22,000	Monitor Video Laryngoscopes
PHASE IV (TBD)	\$44,000	4 th Monitor w/ laryngoscope

As of 1 December, SCCEMS has received \$51,000 in pledges or donations towards this capital program.



5 Year Capital Budget Plan (Updated)

The SCCEMS Board of Directors and Operations staff have developed a 5 years Capital Budget Plan to meet future operational needs.

CATEGORY	2021		2022		2023		2024		2025	
VEHICLES			Vehicle	\$55,000	Vehicle	\$55,000	Vehicle	\$55,000	Vehicle	\$55,000
BIOMED							Pumps	\$7,500		
MONITORS	3 Monitors	\$120,000								
IT							PC's	\$6,000		
EQPT			3 Video Intubation Probes	\$21,000	Eqpt Bags	\$3,000				
SAFETY/PPE	PPE	\$4,000	PPE	\$4,000	PPE	\$3,000	PPE	\$3,000	PPE	\$3,000
FACILITY UPKEEP					EMS Garage/ Office	\$5,000	EMS Garage/ Office	\$3,000		
TOTAL		\$124,000		\$80,000		\$66,000		\$74,500		\$58,000

Thank you for your support!



Please contact SCCEMS Chief/CEO Bob Hotchkiss at 610.842.1690 or chief@sccems.org if you have any questions regarding SCCEMS or the 2021 Operations Budget