

2022 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**

2021 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 healthy 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.
- **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 was implemented in 2021.
- **Launch of Capital Campaign-** SCCEMS launched its first capital campaign in May 2021 with the goal to secure \$180,000 of funding for the purchase of new Philips Tempus ALS cardiac monitor defibrillators. To date, that campaign has generated sufficient funding for the purchase of the first two units for operational use.
- **Philips Tempus ALS Cardiac Monitor-** With early funding from the Capital Campaign, MEDIC 94 paramedics have begun integration to the new Philips Tempus ALS cardiac monitor defibrillators. These state-of-the-art devices have improved our paramedics capabilities to assess and manage critically ill and injured patients and integrate that care in real time with the receiving hospitals.

2022 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 2022 SCCEMS Operations Budget is a balanced budget.
- Some capital expenses are primarily funded from carryover capital campaign donation from FY 21 as well as funding from investment earmarked for capital equipment
- The budget assumes a full year of additional operational expenses to expand capacity and other logistical and operational expenses as a result of the closing of Jennersville Hospital. The budget also assumes additional municipal funding to offset those increased costs.

2022 Operational Objectives

- **Develop and Maintain Capacity, Capabilities and Resources as a result of the Closing of Jennersville Hospital**

- With the closing of Jennersville Hospital in December 2021, there will be several significant impacts on the 2022 budget

- Additional capacity- 3rd paramedic 10/7/365
 - Rent/Utilities- temporary Quarters- As of 4/1/2022
 - Additional costs medical supplies and pharmacy
 - Additional vehicle fuel and maintenance costs
 - Relocation expenses

– Staffing (3 rd medic 10/7/365)	\$142,350
– Relocation Costs	\$ 3,000
– Rent/Utilities- New Location (9-mos)	\$ 24,750
– Additional Supply Costs	\$ 5,000
– Additional Fuel/Main Costs	\$ 5,000
– Total Cost of Expanded Capacity	\$180,100

- **Future facility Planning**

With the closing of the hospital and the loss of the organization's headquarters and MEDIC 941 station, planning and discussions will begin on establishing long-term solutions to stations for both units.

Sources of Revenue

- **Net Billing/Collections- Cash revenue from Billing and collections**
 - This is composed of:
 - Direct Pay/ Insurance Payments
 - Medicare Joint payments from BLS
 - Collections
- **Education Income-** Tuition and fees from SCCEMS sponsored training offerings and outreach classes where a fee is assessed.
- **Municipal Funding-** Based on 202 funding formula
- **Fund Drive-** Annual community direct mail to the community.
- **Transfer from Savings –** Toward Purchase of new paramedic vehicle
- **Grants-** This category is reflective of grants not earmarked for the cardiac monitor campaign.
- **Transfer form Capital Fund-** 3rd Monitor and video laryngoscopes
- **Disposal-** Sale and disposal of capital items- 2014 Ford Explorer- \$10,000
- **Misc Income-** Uncategorized revenue received

FY 2022 Budget Revenue

• Net Billing/Collections	\$ 605,000	
• Educational Income	\$ 4,000	
• Municipal Funding	\$ 600,000	* **

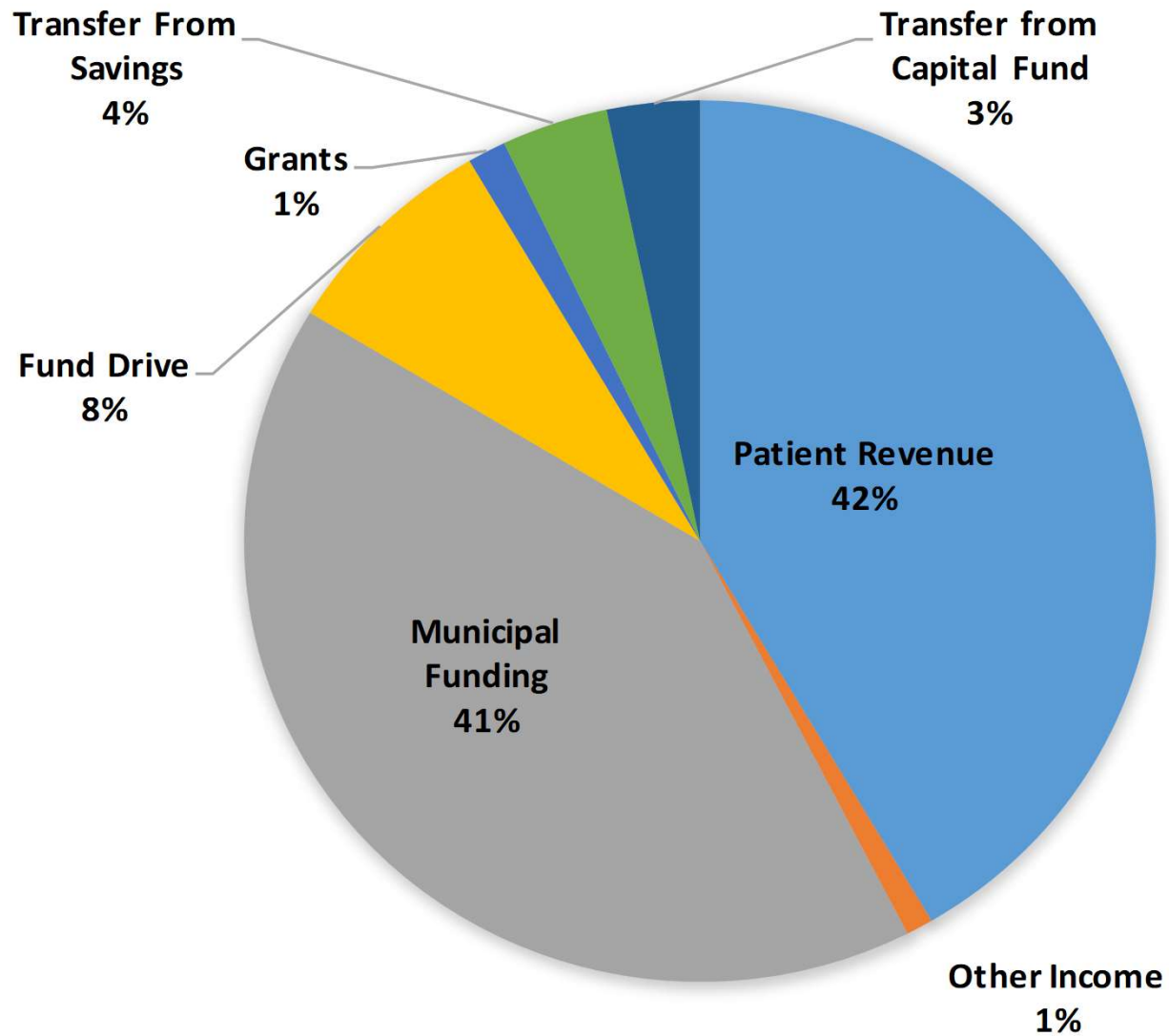
* The budget assumes the municipal funding formulas expected \$420,000 of municipal funding and municipal funding of an additional \$180,000 to fund capacity and resources to maintain operations due to the closing of Jennersville Hospital.

• Fund Drive	\$ 115,000	
• Grants	\$ 20,000	
• Transfer from Investments	\$ 50,000	
• Transfer from Capital Fund	\$ 48,000	
• Disposal	\$ 10,000	
• Misc Income	\$ 1,000	

Billing Revenue Overview

- **SCCEMS bills patients and their insurance for services provided.**
 - **Billing rates unchanged for 2022.**
 - **Billing service fees unchanged for 2022**
 - **Rates are based on Medicare bundled levels**
 - **Increased insurance payors funding in Medicare model which decrease revenue**
 - **Collections revenue reflected into patient billing revenue category.**

FY 2022 Revenue



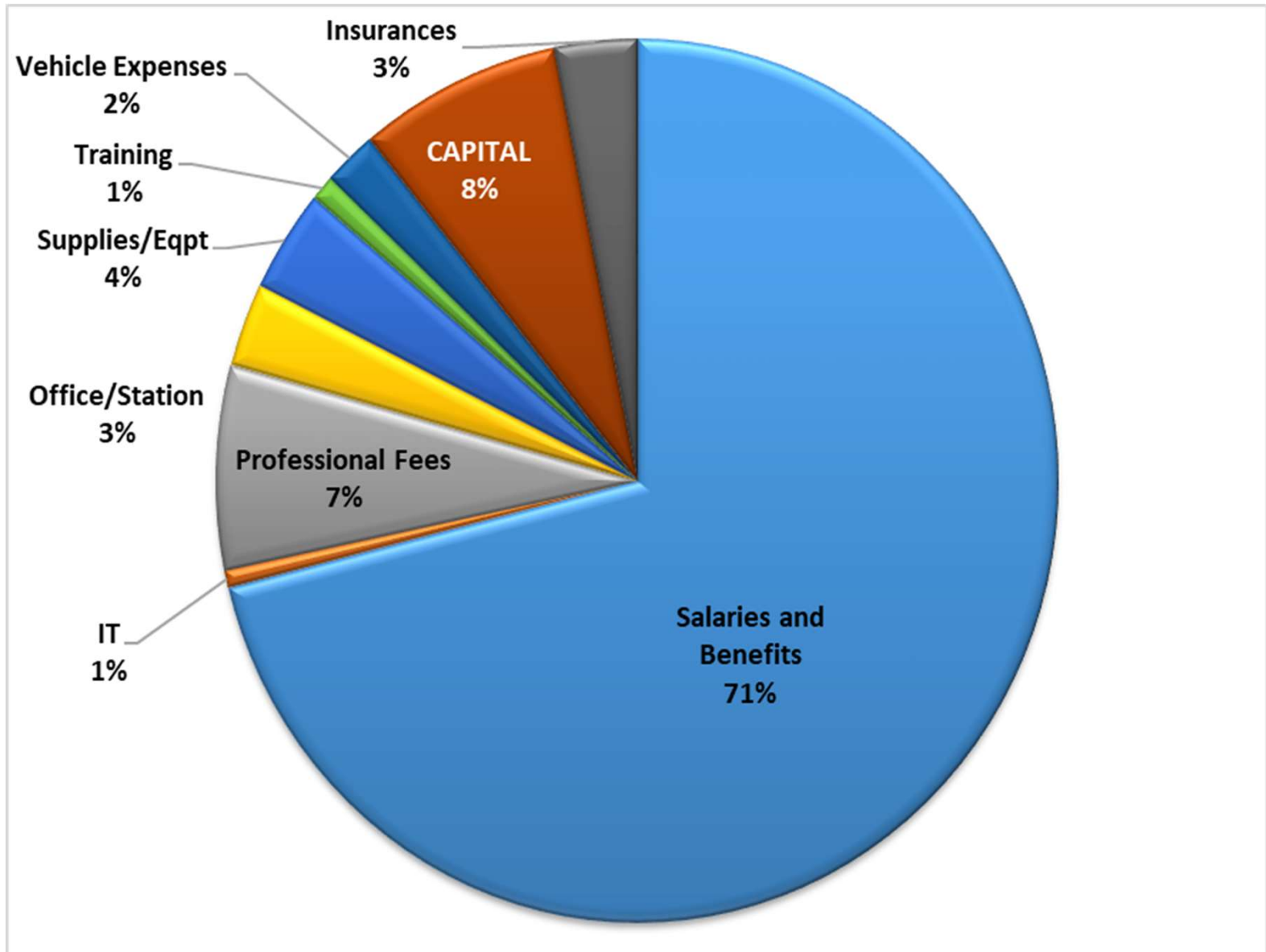
Sources of Expense

- **Salary & Benefits**
 - **Reflects funding for 3rd paramedic 10hrs/day added capacity**
- **Capital Equipment**
 - 2022 Ford Explorer Paramedic Responder Vehicle
 - 3rd Philips Tempus ALS Cardiac Monitor Defibrillator
 - Philips Tempus ALS Video Laryngoscopes (3)
 - Personal Protective Gear
- **Communications**
- **Insurance-** Liability, auto, D&O and workers comp
- **IT-** Management, charting, tracking software & support
- **Professional Services-** Accounting, audit, legal, medical command, billing, fund drive printing
- **Rent/ Office Supplies/ Utilities- Leases,** facility costs, repairs, utilities, relocations costs
- **Outreach/Public Education**
- **Supplies-Equipment-** Medical supplies, medications and oxygen
- **Training**
- **Vehicle Expenses-** Fuel, maintenance, supplies

FY 2022 Budget Expenses

• Salaries and Benefits	\$1,031,900
• Capital Expenditures	\$ 114,000
• Communications	\$ 263
• Insurance	\$ 49,000
• IT	\$ 9,386
• Professional Fees	\$ 108,900
• Rent/Office Supplies/Utilities	\$ 44,201
• Outreach/Public Education	\$ 2,000
• Supplies/ Equipment	\$ 55,000
• Training	\$ 13,800
• Vehicle Expenses	\$ 30,000

FY 2022 Expenses



All municipal funding received goes directly into operations for the support of advanced life support operations.

Without municipal funding, we would not be able to provide our valuable lifesaving service to the community

FY 2022 CAPITAL PURCHASES

- 2022 Ford Explorer Paramedic Responder Vehicle \$56,000
- 3rd Philips Cardiac Monitor Defibrillator \$34,000
- Philips Tempus ALS Video Laryngoscopes (3) \$20,000
- Personal Protective Gear \$ 4,000



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	2022		2023		2024		2025		2026	
VEHICLES	Vehicle	\$56,000	Vehicle	\$57,000	Vehicle	\$60,000			Vehicle	\$61,000
BIOMED							Pumps	\$7,500		
MONITORS	Monitor	\$34,000	Monitor	\$34,000						
IT					PC's	\$6,000				
EQPT	2 Video Intubation Probes	\$20,000	Intubation Probe	\$7,500						
SAFETY/PPE	Turnout Coats	\$4,000	Turnout Coats	\$4,000	PPE	\$5,000	PPE	\$5,000	PPE	\$ 5,000
FACILITY UPKEEP										
TOTAL		\$114,000		\$102,500		\$71,000		\$12,500		\$66,000

Thank you for your support!



Please contact SCCEMS Chief/CEO Bob Hotchkiss at 610.842.1690 or chief@sccems.org if you would like a presentation to your municipality. Monthly municipal updates will be mailed to each municipality electronically. 2020 Annual Reports will be distributed to all municipalities in late Spring.