

Southern Chester County
Emergency Medical Services, Inc.

MEDIC 94



2022 Annual Report

Message from the CEO

As Chief Executive Officer of Southern Chester County Emergency Medical Services, Inc.- MEDIC 94, I am pleased to present our 2022 Annual Report. This report highlights many of the accomplishments over the past year. MEDIC 94 faced many hurdles over the past year: lasting effects from COVID, the closing of Jennersville Hospital, crews spending countless hours standing and waiting with our patients to be transferred at local hospitals, supply chain issues, an uncertain housing situation and a significant increase in call volume and call times. Despite these challenges, the resiliency shown by our organization and especially our paramedics has been remarkable. We met these challenges head on and continued to provide best-in-class Advanced Life Support. Our perspective: Improvise, adapt and overcome.

As we near the 40th anniversary of MEDIC 94 services, we are grateful to our EMS, healthcare and municipal partners who have supported us. Our partnerships with the Union Fire Company of Oxford, the West Grove Fire Company and the Avondale Fire Company established on day one of MEDIC 94's existence created a strong clinical team for our patients and-along with our community members created a collaborative, supportive and transparent world-class team. We are committed to building on the existing relationships and establish new ones with new community partners such as ChristianaCare. We are excited about our future station on Old Baltimore Pike and Jenner's Pond Road which we hope to occupy in late 2024.

To our community, **THANK YOU!** Your financial contributions, letters of encouragements and thanks, food donations and heartfelt support for MEDIC 94 is graciously appreciated. It is as honor to serve such a wonderful supportive public.

Robert A Hotchkiss Jr BA NRP
Chief Executive Officer



Board of Directors

2022 BOARD OFFICERS

Chairman- Harold Walls
Community Representative

Vice Chair- Charles Foy
West Grove Fire Company

Sec/Treasurer Sharon Goldie-Ayers
Union of Oxford Fire Company Ambulance

**The Mission of Southern
Chester County
Emergency Medical
Services is to deliver
quality pre-hospital
emergency medical services
designed to meet the needs
of the citizens and visitors
of the community through
a team of caring
professionals.**

MEMBERS

Member	Mike Reynolds	Avondale Fire Company Representative
Member	Bill Wohl	West Grove Fire Company Representative
Member	Janet Wagner	Union of Oxford Ambulance Representative
Member	Jim McLeod	Community Representative
Member	Chuck Freese	Community Representative
Member	Gerry Porter	Community Representative
Member	Judge Scott Massey	Community Representative
Member	Bill "Radar" O'Connell	Community Representative
Member	Richard Scott-Harper	Community Representative
Member	Mynellies Negron	Community Representative
Member	Fran Hildwine	Community Representative

Leadership



Robert Hotchkiss Jr. is the Chief Executive Officer/ EMS Chief of Southern Chester County EMS, Inc. He holds a Bachelors Degree from the University of Delaware. Chief Hotchkiss started with SCCEMS in 1991 as a paramedic. In 1992, he then was selected as the EMS Supervisor and served in that position until assuming his current role in December 1998. He is nationally certified paramedic and is a CPR, Advanced Cardiac Life Support and Pediatric Advanced Life Support instructor. Hotchkiss is also a Certified Hospital Emergency Coordinator and has earned an emergency management certification at the Professional Level.



Matthew Collins joined the SCCEMS / Medic 94 team in 2022 as a per diem paramedic. He assumed the role of Chief of Operations in August 2022. Matt has been a paramedic since 2010 and holds a Bachelors of Science in Health Sciences from West Chester University. He has an extensive experience as a paramedic, flight paramedic and EMS Educator. Matt came to SCCEMS from Good Fellowship Ambulance where he served as Operations Lieutenant and ALS Program Coordinator.



Don Keith has served SCCEMS Medic 94 since its inception in 1983. As one of the original staff paramedics, Don's sergeant responsibilities include management of the vehicles, equipment, supplies and communications within the department. He was named 2004 Chester County Paramedic Of the Year and has multiple commendations for cardiac arrests saves, clinical excellence and pre-hospital deliveries.

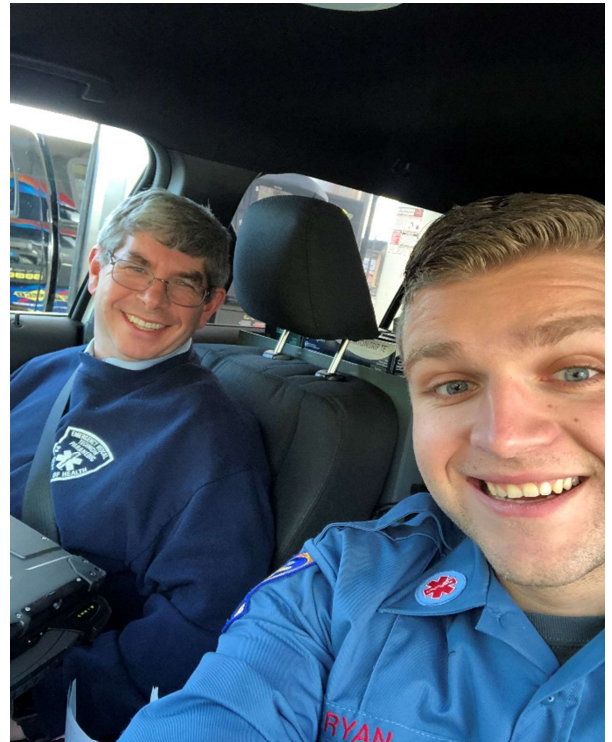


Jake Barnes has served SCCEMS Medic 94 since 2018. Jake's primary responsibilities include community outreach and public relations. Jake holds a Bachelors of Science in Emergency Health Services (Paramedic Concentration) from UMBC, previously served as a Firefighter / Paramedic in Arlington, VA and has earned multiple commendations for cardiac arrest saves during his tenure at SCCEMS.

Medical Direction



As the Southern Chester County EMS Medical Director, Dr. Joshua Simon serves as the clinical lead for the organization providing medical consultation, training and oversight of the advanced life support providers. Dr. Simon is a graduate of the SUNY Upstate Medical University and completed his residency at Temple University Hospital. He is boarded in Emergency Medicine and is both a Pennsylvania Dept. of Health Medical Command and EMS Physician.



Celebrating 40 years of MEDIC 94 Services 1983-2023



Strategic Highlights



- Added additional capacity with a surge paramedic 10 hours per day to address longer transports due to Jennersville closing.
- Established a purchasing agreement with Penn Medicine-Chester County Hospital for medical supplies and pharmaceuticals
- Restructured-the operational leadership
- Obtained additional financial support from participating municipalities to offset additional expenses due to Jennersville's closing.
- Initiation of discussions with ChristianaCare to establish lines of communications for future partnerships in the community with the re-opening of the hospital.



Impact of the Closing of Jennersville Hospital on *MEDIC 94* 2022

Call Volume Up **17%**

\$102,811 additional staffing costs

Patients Transported- **+6%**

Vehicle Mileage- **+ 40%**

\$13,743 additional fuel costs

Average Length of Call **+17%**

\$10,000 additional supply costs

63 minutes to 73.4 minutes

Average Transport Time- **+30%**

\$126,554 total additional operations expenses

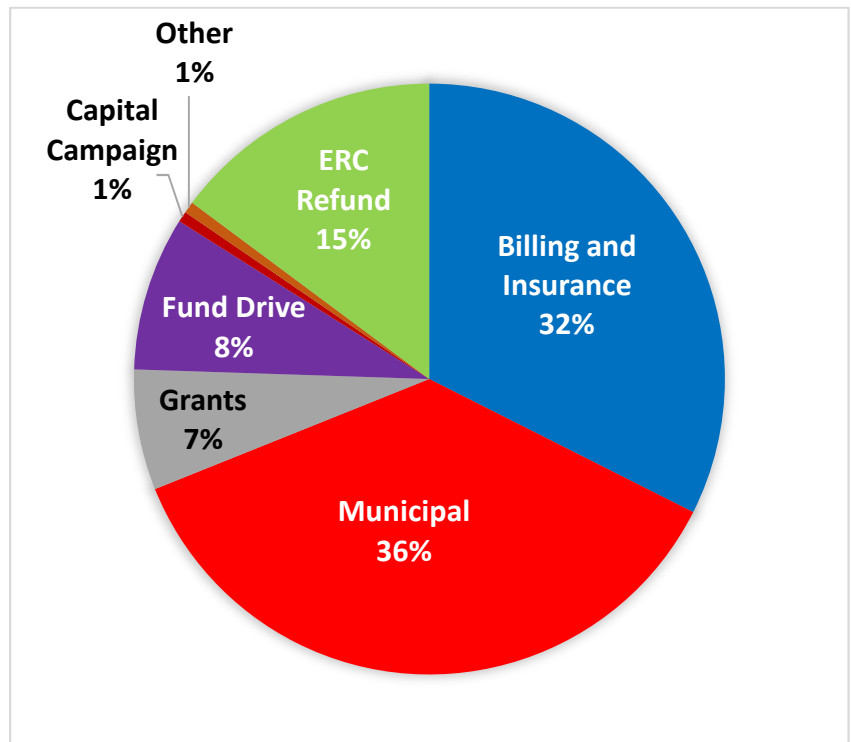
86 minutes to 112 minutes

Financial Highlights

- Successfully concluded Capital Campaign for new Philips Tempus Pro cardiac monitor defibrillators
- Largest Fund Drive revenue contributions in history
- Announcement of a grant from Chester County’s ARP funds for Penn Township to build a permanent station for MEDIC 94 in Penn Township
- Record amount of grant funding for capital projects.
- Secured Employee Retention Credit payroll refund
- Municipal Funding
 - 100% participation from municipalities served!

Finances- Revenue

Billing and Insurance	\$	481,381
Municipal	\$	541,454
Grants	\$	97,829
Fund Drive	\$	125,099
Capital Campaign	\$	8,750
Other	\$	9,380
ERC Refund	\$	220,000



MEDIC 94 utilized \$200,000 from our reserves to fund capital purchases and operations in 2022.

Our Funding Revenue Model

The stool must be stable for the organization to survive

Annual Fund Drive

Annual donation letters sent to businesses and residents

Patient Billing

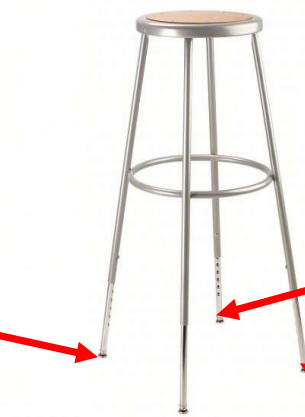
Billing patients and insurance for services

Grants

Capital Campaign
Other Donations

Government Funds

Municipal Funding
State Grants
Federal ARP Programs



2022 Municipal Funding

MEDIC 94 could not provide our valuable life-saving services to the community without municipal support. With the closing of Jennersville Hospital and the increased cost of adding staff and a power truck, we challenged our municipalities to provide extra funding in 2022 to offset those additional expenses required to expand services. In 2022, we received \$541,023 in municipal support. All of our municipal stakeholders provided funding with 11 of the 17 proving 100% of the standard and supplemental funding requested and 5 providing 100% of the standard request.



Avondale Boro	\$	6,279
Elk	\$	7,980
East Nottingham	\$	56,088
Franklin	\$	31,751
London Britain	\$	26,040
London Grove	\$	58,579
Londonderry	\$	19,220
Lower Oxford	\$	22,680
New London	\$	53,165
New Garden	\$	95,193
Oxford Boro	\$	45,380
Penn	\$	48,300
Upper Oxford	\$	13,600
West Grove Boro	\$	19,220
West Fallowfield	\$	13,000
West Marlborough	\$	3,000
West Nottingham	\$	21,548

Green= 100% standard and supplemental funding

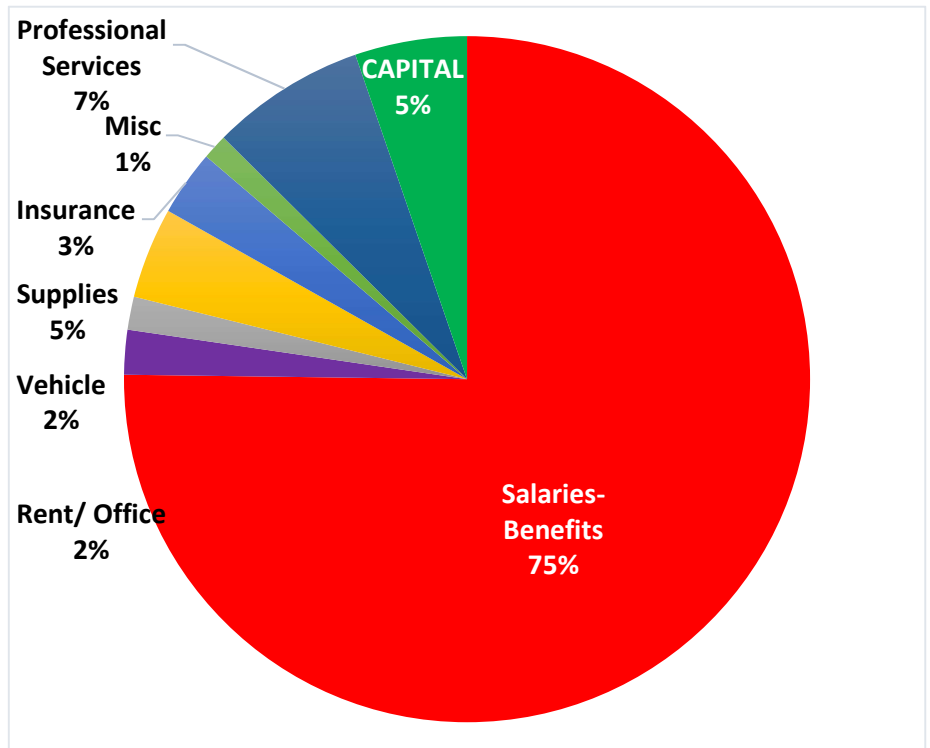
Black = 100 Standard Funding

Red= >100% of Funding Request Provided

Thank you to Londonderry Township for the \$31,000 in ARP funding for capital equipment. This was in addition to their standard and supplemental funding in 2022.

Finances- Expenses

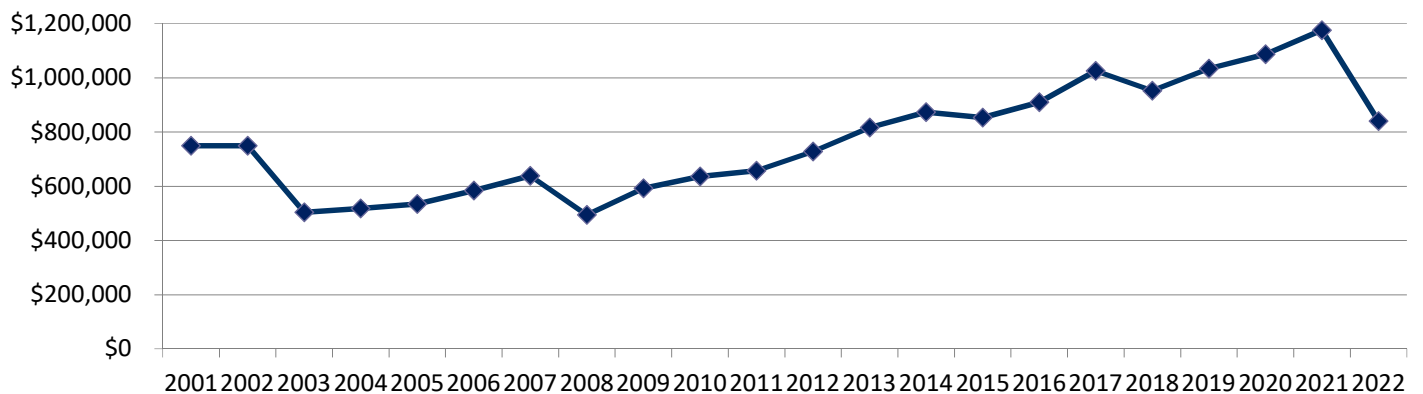
Salaries-Benefits	\$1,102,354
Vehicle	\$30,783
Rent/ Office	\$23,001
Supplies	\$62,958
Insurance	\$45,196
Misc	\$17,254
Professional Services	\$106,826
Capital Purchases	\$77,441



Finances- Reserves

MEDIC 94 maintains Board-restricted reserves managed by a professional advisor. These funds were obtained in 2001 when MEDIC 94 separated from the former Southern Chester County Medical Center corporate structure. The funds were the result of fund-raising activities prior to 2001 by the hospital on behalf of MEDIC 94. In 2003, the initial distribution of \$750,000 was drawn down to \$504,000 to pay off transitional losses the first 2 years after separation from the hospital. Since that time, the initial \$504,000 has been invested. Gains in those investments were first used in 2017 to fund capital projects. In 2022, MEDIC 94 utilized \$200,000 to fund operations and capital equipment.

SCCEMS Board Restricted Investment Value

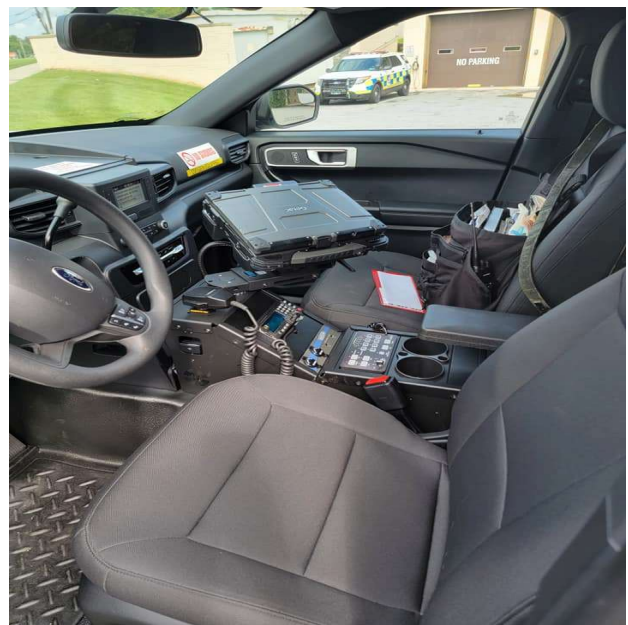


2022 Capital Purchases



Third of four
Philips Tempus ALS Cardiac
Monitor Defibrillators

2022 Ford Explorer
Paramedic Responder
Vehicle



Operational Highlights

In 2022, MEDIC 94 made several changes to our operational capabilities due to the closing of the Jennersville Hospital. Expecting higher call volume and longer transport times, an additional “power truck” was staffed between the hours of 9am and 7pm daily. The “power truck” supplemented the two 24/7 MEDIC 94 units operating from Jennersville and Avondale and was staffed 73% of the time and handled approximately 15% of total dispatches.



For the past several years, MEDIC 94 had four EMS Sergeants who assumed several operational duties in addition to their assigned shifts. Through discussion with several sergeants that had left those positions, it was determined that the dual responsibility in addition to running calls was not effective. Accordingly, two EMS Sergeant positions were eliminated and an Operations Chief position was established. Paramedic Matt Collins was promoted to that position in August.

Operationally, MEDIC 94 completed their first year of utilization of the Philips Tempus Pro cardiac monitor defibrillator on the primary units and began training for the implementation of the video laryngoscopy option which occurred in December.



Stations



Jennersville Station

Based out of the former Jennersville Hospital, this station houses the headquarters as well as MEDIC 94-1 and MEDIC 94-2.

These units primarily serve Elk, East Nottingham, Franklin, New London, London Britain, Penn, Londonderry, West Fallowfield, Upper and Lower Oxford, West Nottingham Townships and Oxford and West Grove Boroughs.

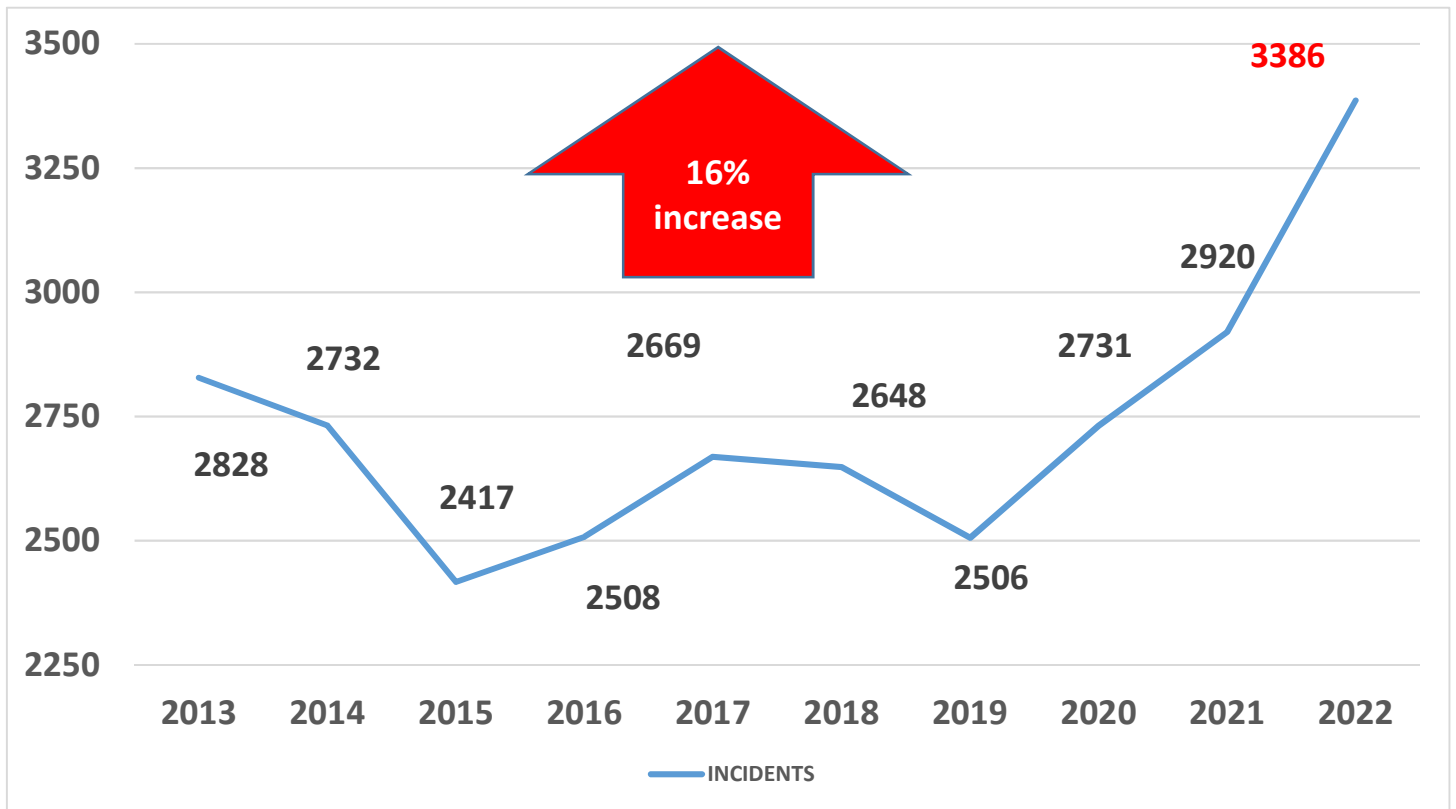


Avondale Station

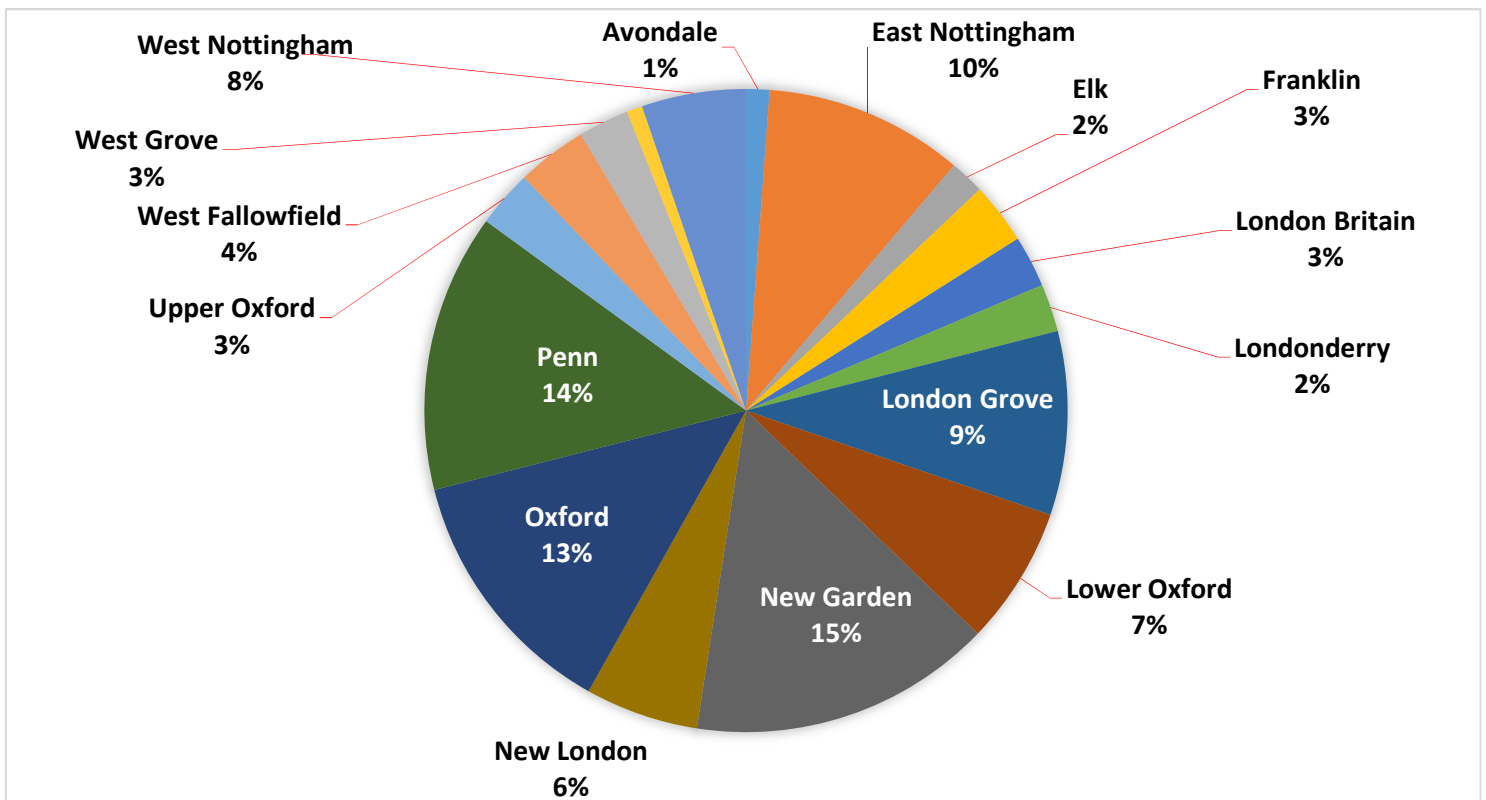
The Avondale Fire Company houses MEDIC 94-2 and MEDIC 94-4

The stations primarily services New Garden, London Grove, West Marlborough Townships and Avondale Borough as well as backing up MEDIC 94-1 and providing mutual aid to Longwood ALS.

2022 Incident Dispatches

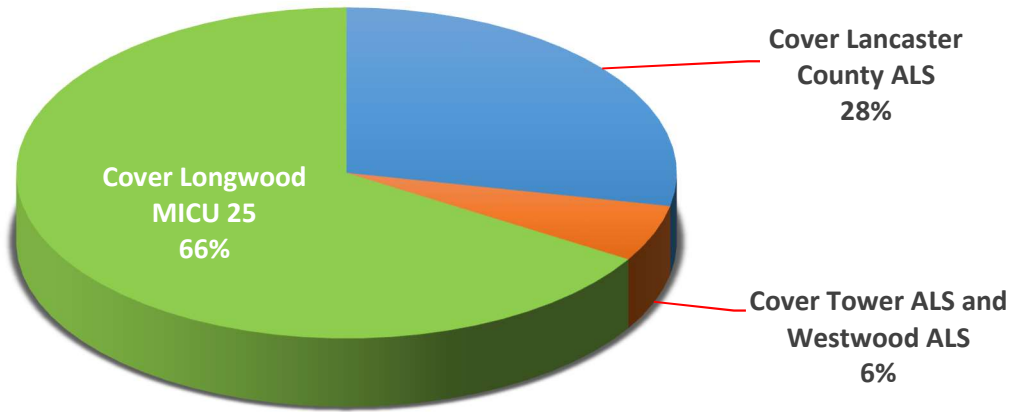


Dispatches By Municipality



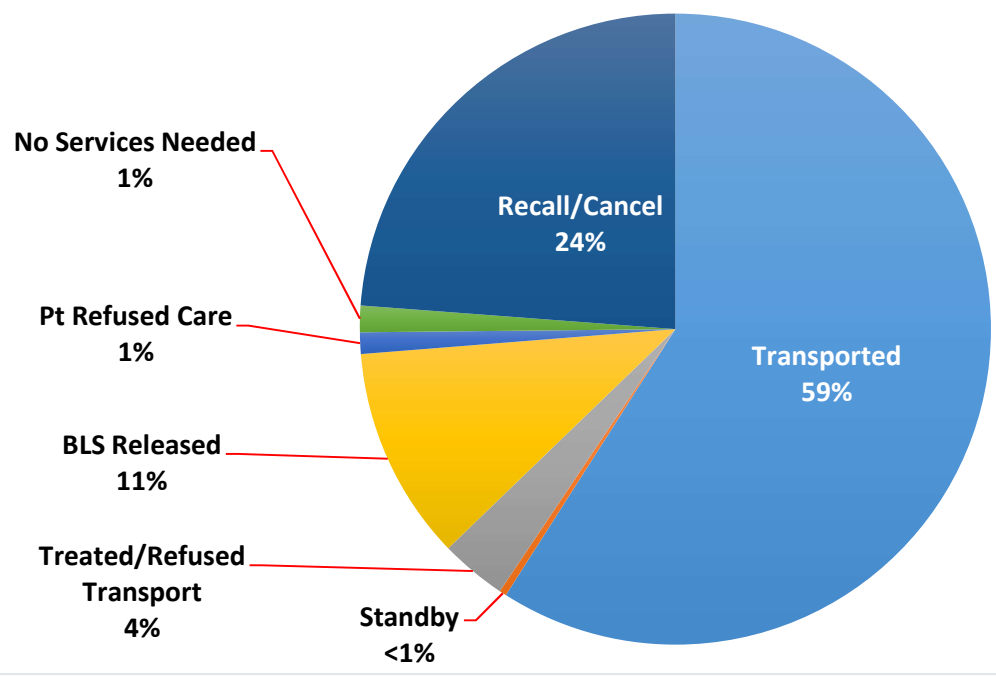
Mutual Aid

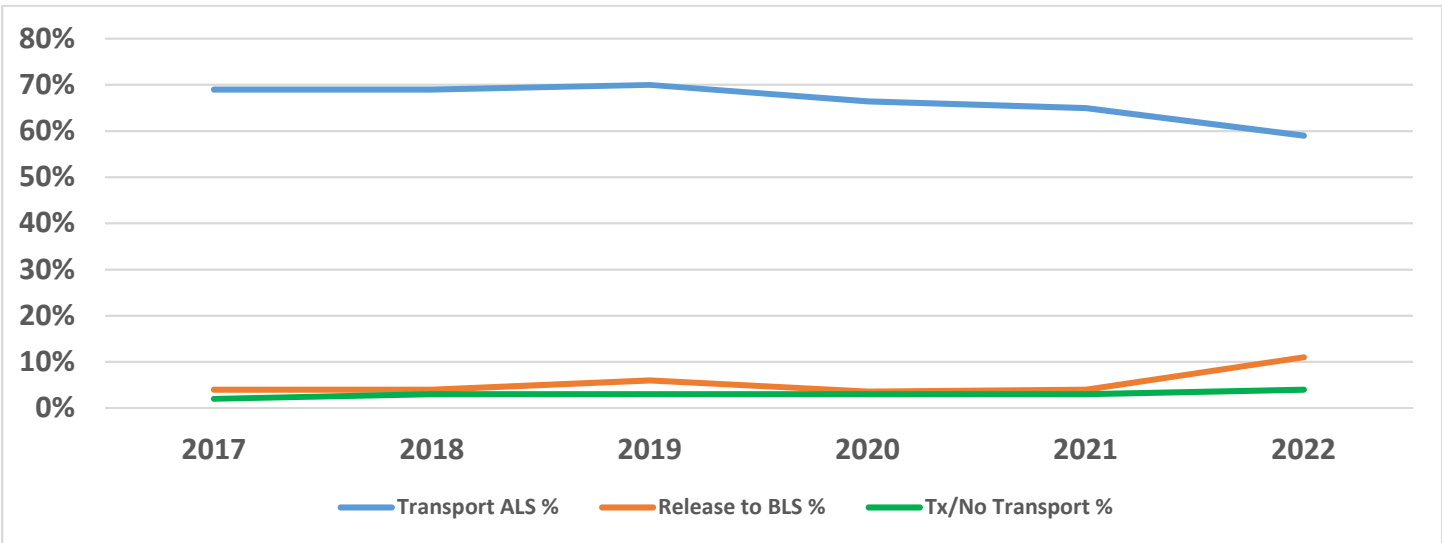
In 2022, MEDIC 94 responded to 163 mutual aid calls assisting neighboring services. Those responses represented 5% of total call volume. On 71 (46%) of those dispatches, MEDIC 94 paramedics transported the patients. MEDIC 94 required mutual aid assistance from neighboring ALS units 129 times in 2022. On 88 (69%) of those dispatches, the neighboring ALS unit transported the patient.



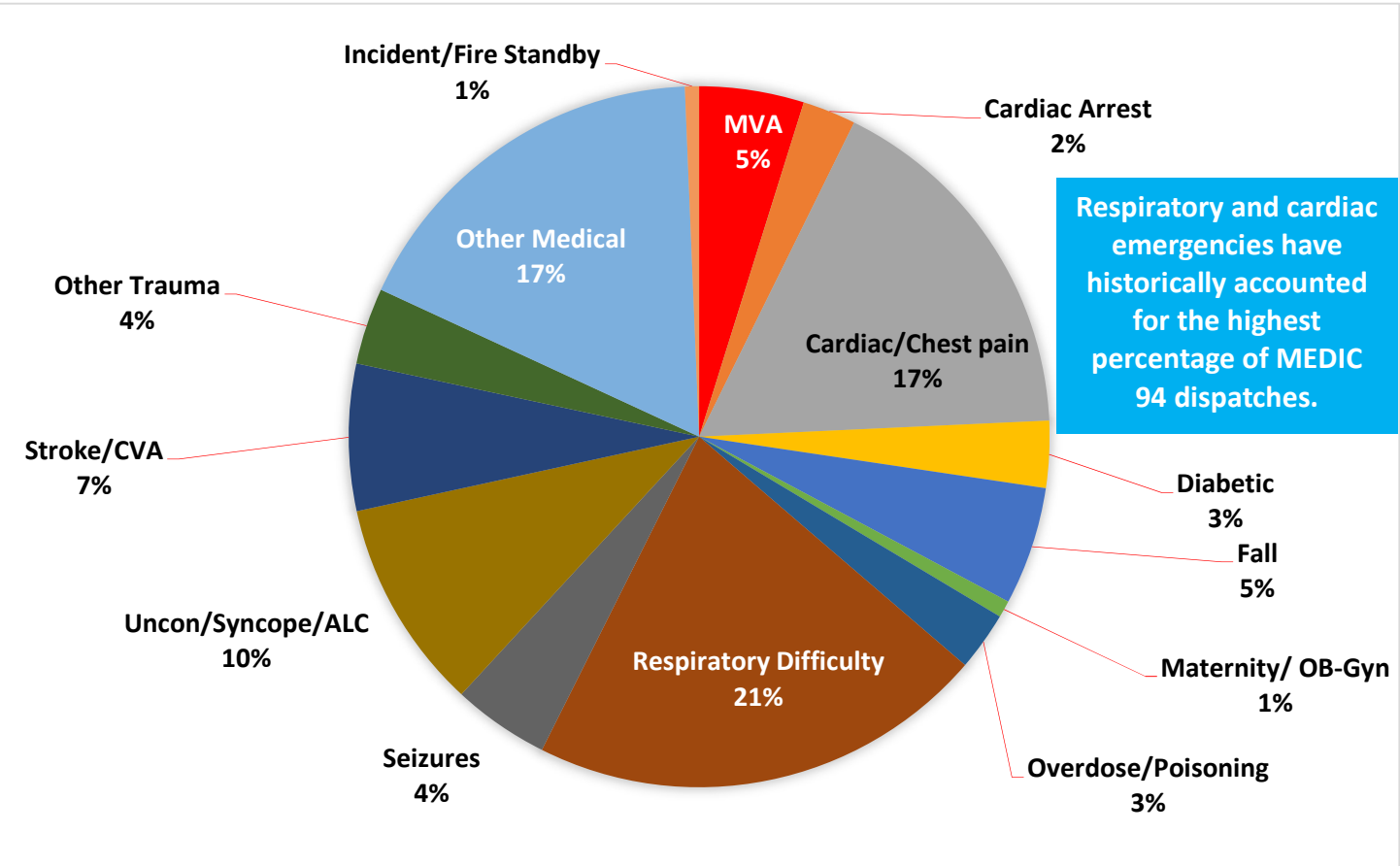
Call Outcome

The closing of Jennersville Hospital impacted call outcome, dropping the number of transported calls from 65% to 59% and increasing releases to BLS from 5% to 11%. These patients are those that after a paramedic evaluation are determined to not require advanced life support services enroute to the hospital. These clinical determinations are made by MEDIC 94 paramedics in consultation with medical command physicians at emergency departments and the basic life support ambulance crews.





Dispatches By Nature



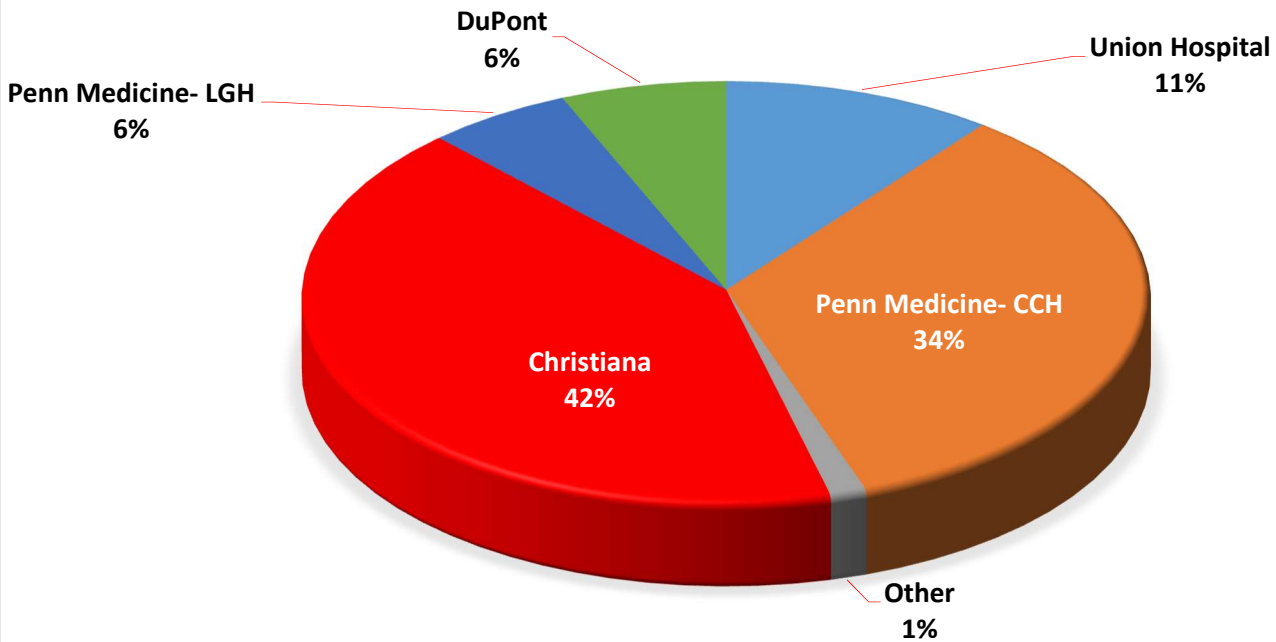
Respiratory and cardiac emergencies have historically accounted for the highest percentage of MEDIC 94 dispatches.

Medical/Trauma Breakdown

Medical 85% **Trauma 15%**

Receiving Hospitals

With the closing of the Jennersville Hospital on New Year's Day 2022 and the closing of Brandywine Hospital a month later, MEDIC 94 paramedics were required to transport patients to more distant hospitals. As a result, almost 60% of patients were transported to out-of-state facilities. There was a 47% increase in transport times. Further complicating operations was the wait times upon arrival at several hospitals, which at times was over an hour waiting for hospital staff to assume care. MEDIC 94 saw a more than 10-fold increase in the number of patients being transported to the Union Hospital since the closing of Jennersville Hospital



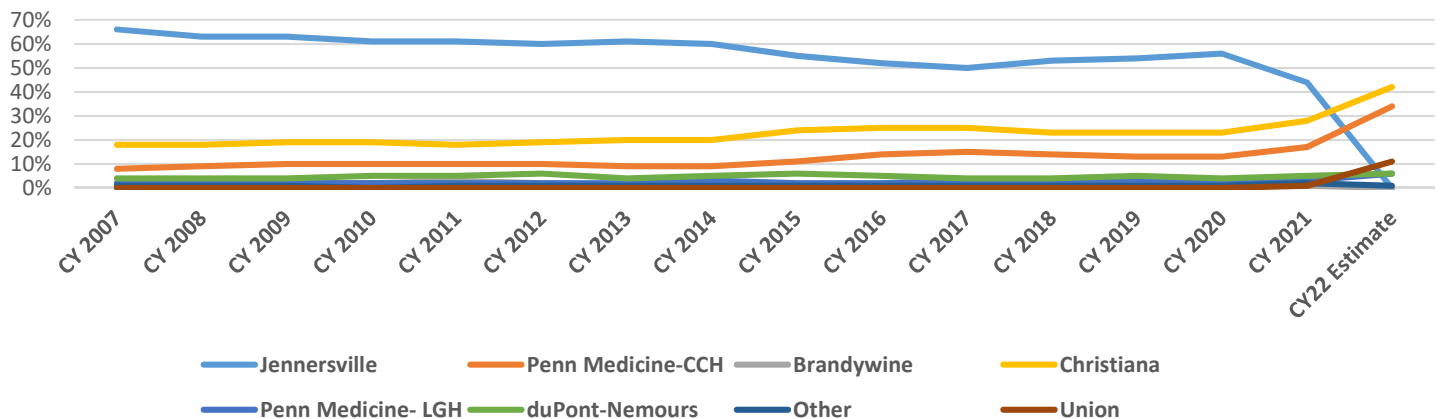
Average Transport Call Times

2021 before closing of Jennersville Hospital **23.4 minutes**

2022 after closing of Jennersville Hospital **34.2 minutes**

47% increase in transport time

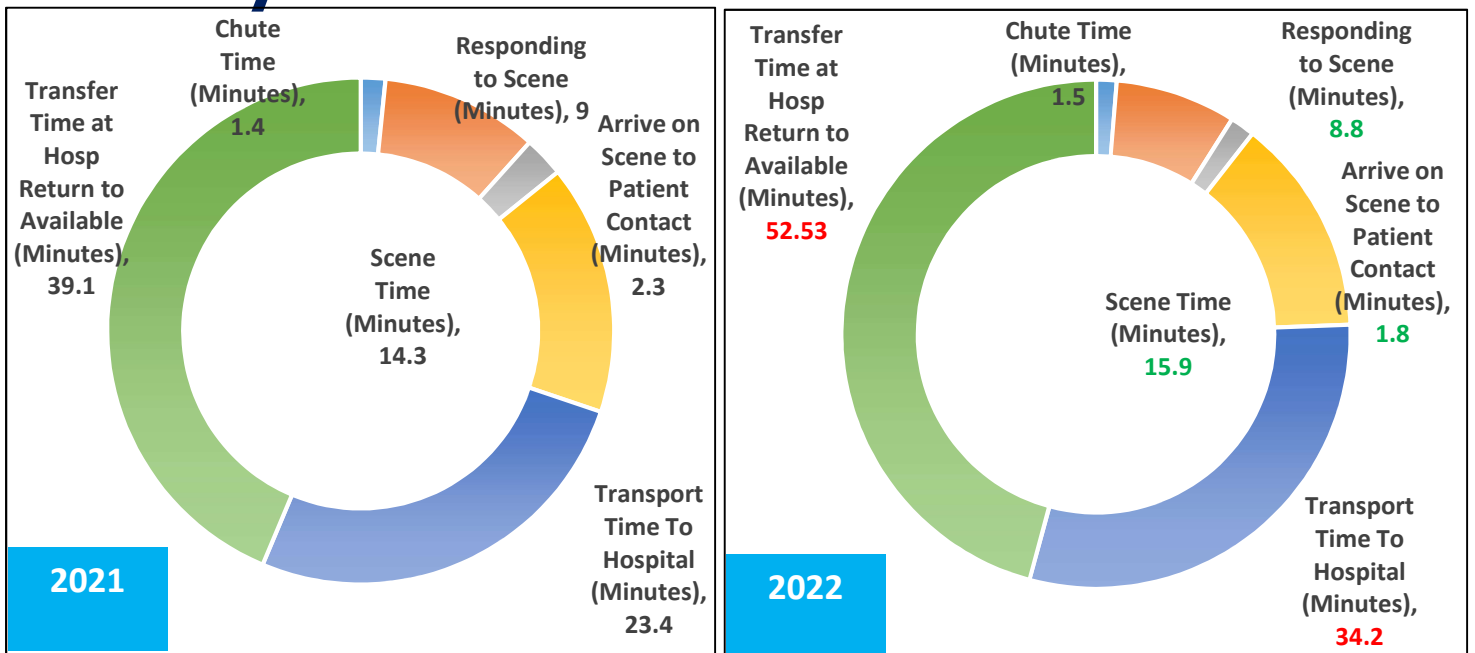
MEDIC 94 % ALS Patients By Destination Hospital 2007-2022



Operational Times (Minutes)

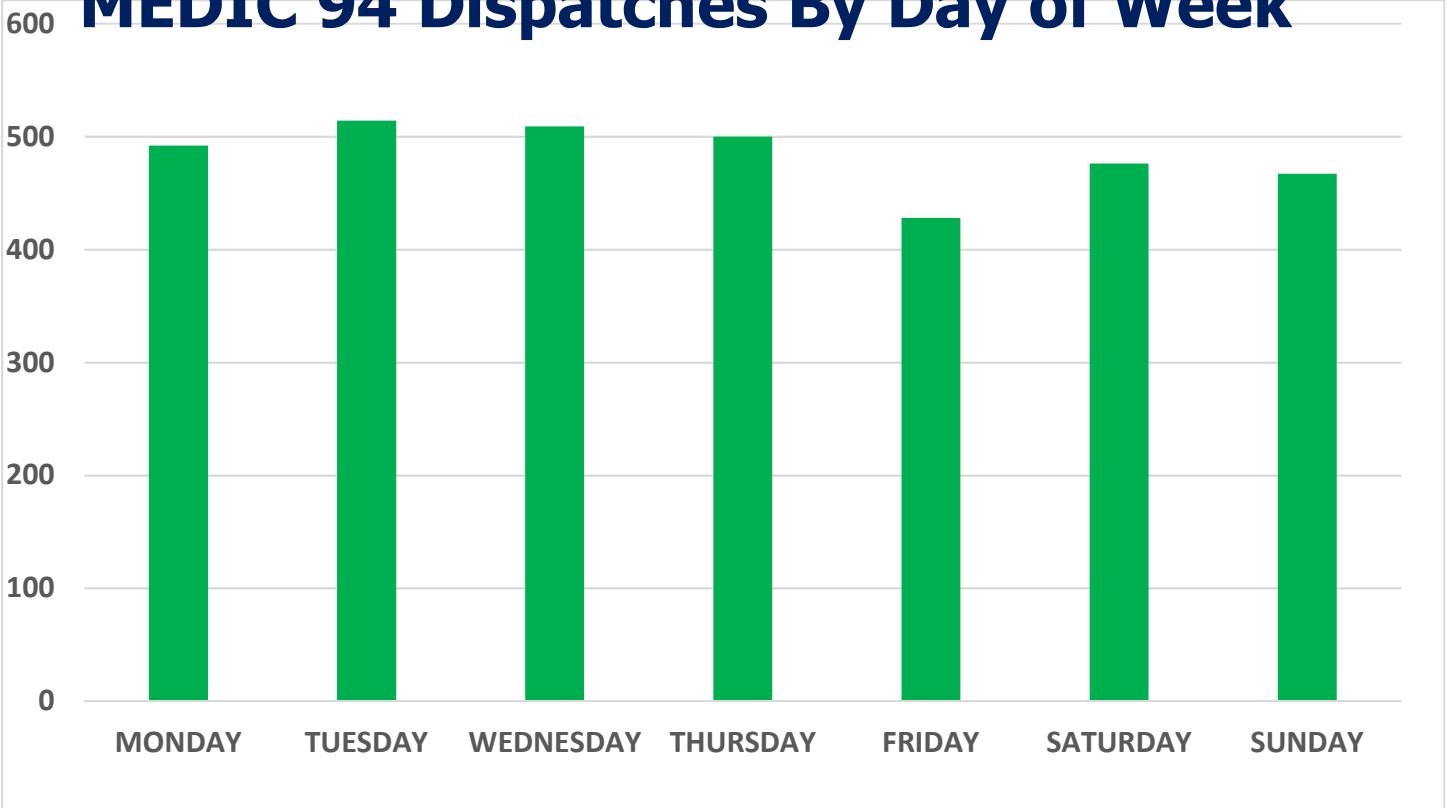
CRITERIA	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	TOTAL
CHUTE	1.5	1.5	1.5	1.5	1.4	1.4	1.5	1.4	1.4	1.5	1.4	1.5	1.5
RESPONSE TIME	9.9	8.8	8.5	8.6	8.7	8.6	9.0	8.3	8.9	9.1	9.1	9.1	8.8
ENGAGEMENT TIME	13.5	11.8	11.6	11.6	14.5	11.5	11.9	11.0	11.6	12.8	11.6	12	11.6
SCENE TIME	16.5	15.8	16.3	15.9	20.0	15.0	15.4	16.8	15.3	15.3	14.7	16.4	15.9
AVG TIME ON TASK	75.2	76.8	78.8	75.6	73.8	74.9	70.3	73.4	69.0	75.0	70.2	70.9	73.4
TOTAL AVG TIME ON TASK WHEN TRANSPORT	114.9	109.5	113.4	112.5	109.9	111.2	108.3	113.8	112.8	112.9	111	113.3	111.9

Time Cycle of a MEDIC 94 Call 2022

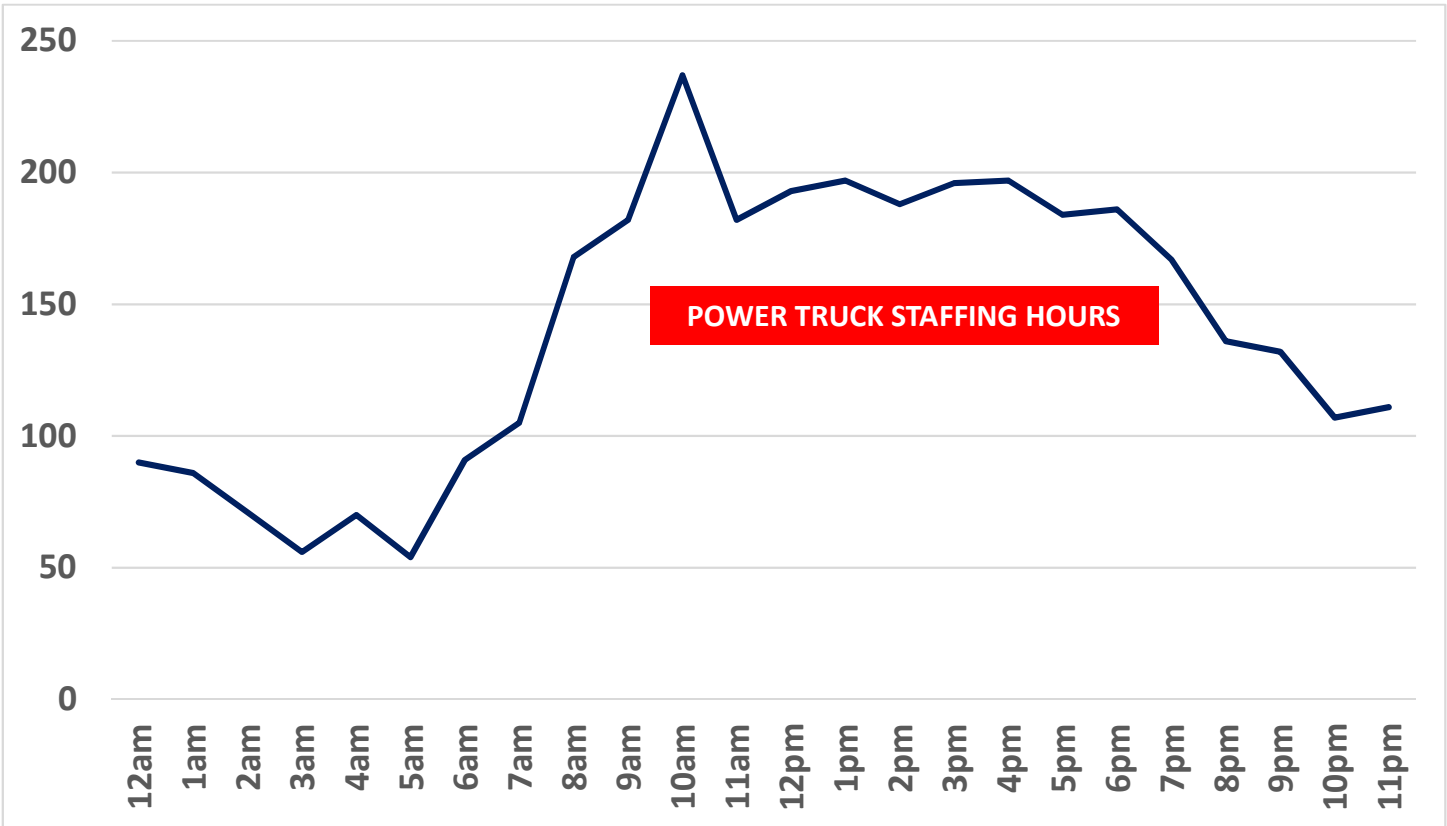


Due to the closure of Jennersville Hospital at the end of 2021, the primary impact to operations besides the increased call volume has been the increased amount of time that a transporting call requires. In 2022, total call times increased 17% from 63 to 73.4 minutes and transporting call increased 30% from 23.4 to 34.2 minutes.

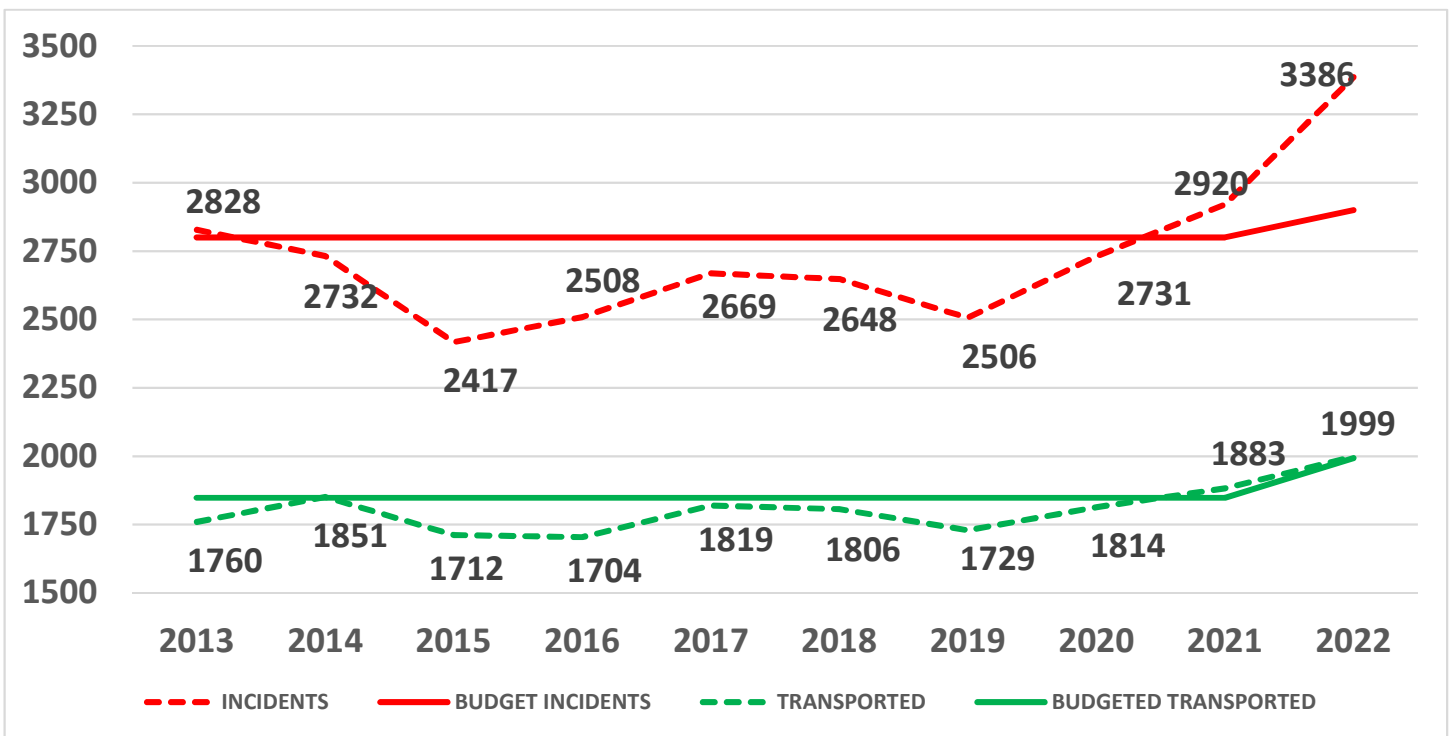
MEDIC 94 Dispatches By Day of Week



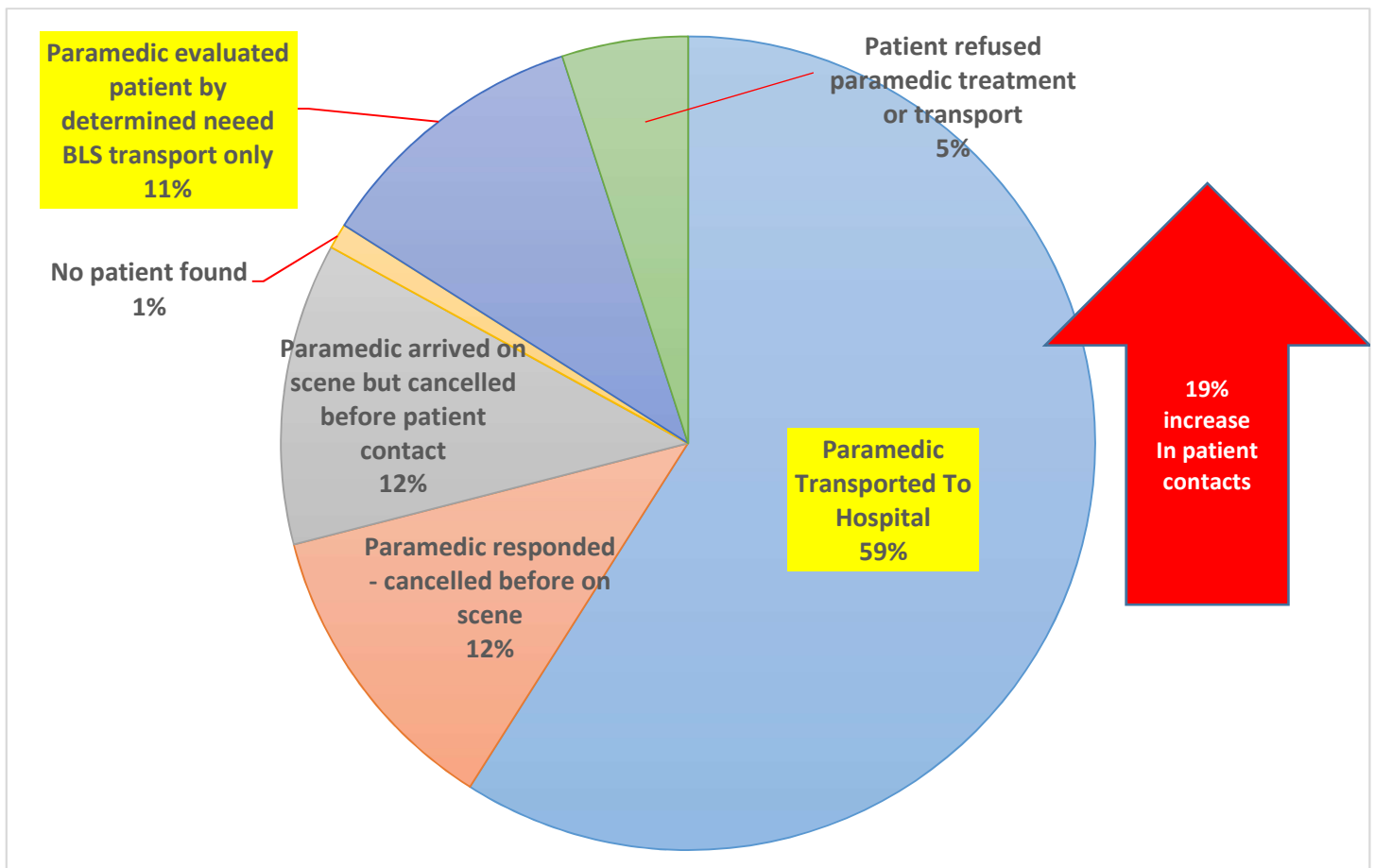
Dispatches by Time of Day



Dispatches/Transports Vs Budget



Dispatch Patient Contacts



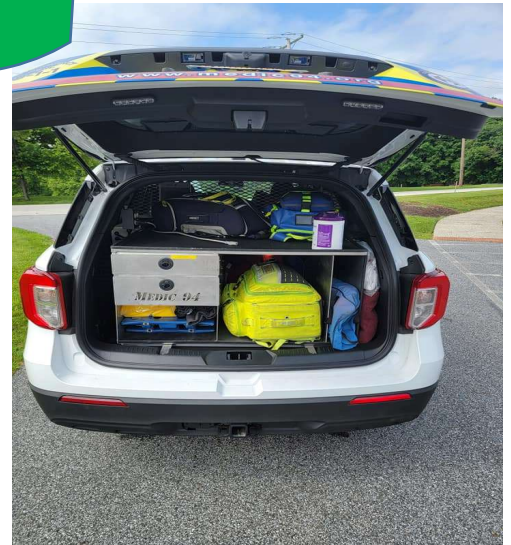
Vehicles



**116,757 miles traveled
in 2022**



**46%
increase
in
mileage
in 2022**



MEDIC 94 operates five Pennsylvania licensed Advanced Life Support vehicles. Four of the vehicles are in rotation at the stations and one vehicle serves as a utility/officer's response vehicle. All of the vehicles are either Ford Explorers or Expeditions purchased under state contract and upfitted locally. These vehicles, costing approximately \$60,000 when complete, have an 8-year service life.

In 2022, SCEMS took delivery of a new Explorer. The vehicle replaces a 9-year-old vehicle with over 150,000 miles. In late 2022, MEDIC 94 placed an order for a 2023 Ford Explorer to be placed into service in the 1st quarter of 2023.



Training



For MEDIC 94 paramedics, training never ends. In addition to state and national continuing education, our staff is always learning new techniques and procedures. On an ongoing basis, the EMS medical Director Dr. Simon provides individual and organizational training and skill competency checks.

This past year, increased training was completed on our new Philips Tempus ALS cardiac monitors as well as patient sedation procedures and drug facilitated intubation medications. With the addition of pre-hospital antibiotic therapies carried by MEDIC 94 paramedics for complicate sever fractures, in servicing by all staff was required. In addition to internal training of staff, SCEMS is a preceptor site for both JeffStat and the Goodfellowship Ambulance paramedic schools. SCEMS paramedics mentor these students through the field-training portion of their training.



Jefferson[®]
University and Hospitals



Goodbye Jennersville Hospital

We said goodbye to our friends at Jennersville Hospital on 31 December when Tower Health closed the hospital.

For over a century, ironically from the Spanish Flu pandemic through the COVID pandemic, the hospital has provided healthcare to the community. MEDIC 94 was founded back in 1983 under the hospital's former name SCCMC. SCEMS was part of the hospital corporate structure up until 2021 and while we became a separate entity, we never moved away. We've been calling our facility just next to the emergency room our home for 40 years.

We considered the caring and dedicated hospital staff family. Many MEDIC 94 staff members worked for both the hospital and the medic unit at times. We saw them every day that we worked. We brought over half of our patients into their trusted care. We laughed and cried together. Celebrated birthdays, graduations and retirements. We were family.

We will miss our friends and cherish the memories and look forward to the hospital's reopening in the future.



We are excited that ChristianaCare has purchased the hospital and plans on opening it up as the ChristianaCare West Grove Campus in the future. We look forward to the days when the doors are back open, dedicated caring healthcare professionals are back in the walls of the building and our community regains the trusted healthcare partner that it deserves.



Community Support



We are grateful for the following organizations and individuals that provided grant and capital campaign funding to SCEMS in 2022

Avon Grove Lions Club

Senator Carolyn Comitta

Pennsylvania Office of the State Fire Commissioner

The Mushroom Festival

The Wohl Family

The Goss Family



Community Outreach

With the diminishing COVID 19 threat, MEDIC 94 returned to providing community education and displays at public events. Paramedic Sgt Jake Barnes has assumed the responsibility to coordinate public education training and outreach programs.

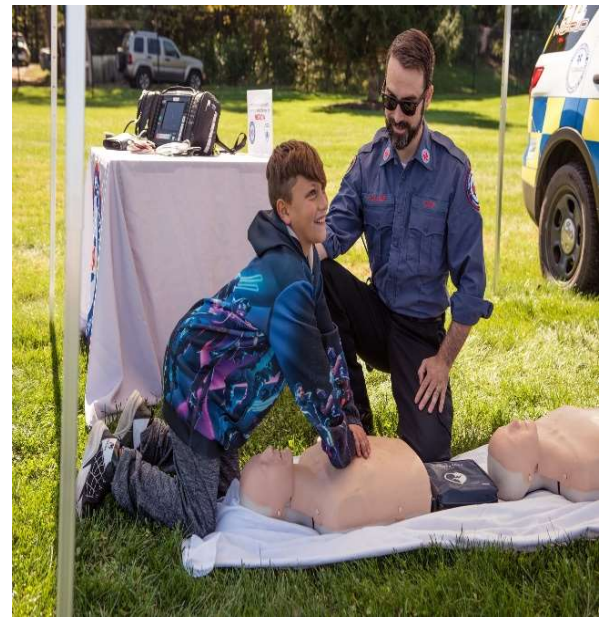
**WANT A HANDS-ONLY CPR SESSION,
STOP THE BLEED CLASS**

or

a MEDIC 94 DEMO

FOR YOUR GROUP OR COMMUNITY EVENT?

Contact EMS Sgt Jake Barnes at
jbarnes@sccems.org



Awards



The following MEDIC 94 staff members were recognized at the 2022 Chester County Emergency Medical Services Councils Awards Dinner, which was held during EMS Week

Nicholas H.S. Campbell Meritorious Service Award-
Paramedic Pam Hoadley

Paramedic of the Year-
Paramedic John Ryan

LifeSaving Clinical Excellence
Paramedic Mike Carunchio

PreHospital Delivery Awards
Paramedic Ron Berardocco

Paramedic Ernie Derrickson- delivered twins

Paramedic John Ryan- delivered twins

Paramedic Don Keith

Paramedic Alex Christ

Paramedic Austin Robuck

Cardiac Arrest Save Awards

Paramedic Ron Berardocco x2

Paramedic John Ryan

Paramedic Robert Guiney

Paramedic Don Keith

Paramedic Jake Barnes

Paramedic Norman Madison

Paramedic Brandon Martin

Paramedic Ben Eidemiller x2



Tributes



Donna Neff

Donna Neff was a charter member of the MEDIC 94 in 1983. One of the original “Great Eight”, Donna served as a prehospital nurse on the paramedic unit until 1990 before moving onto a nursing career at Lancaster General Hospital. Donna passed away in December 2021. While she may have left MEDIC 94, she never forgot about her time here attending all of our reunions and retaining lasting friendships with many former and existing staff members. Donna was remembered as a dedicated and gifted provider who possessed excellent skills and a caring attitude for her patients.



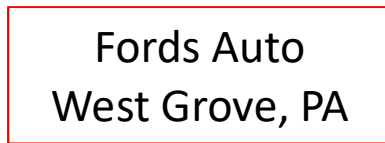
Lisa Angst Long Kowalski

We were heartbroken to learn of the sudden passing of Lisa Angst Long Kowalski in December 2022. Lisa was our accountant for over 20 years with Long CPA’s and Nawn CPA’s. Lisa was more than just an accountant, she was an advocate for MEDIC 94 for over a quarter of a century starting when she was a Board member at the former SCCMC. In 2001, when we became independent of the hospital, she helped us navigate and guide our financial ship during the challenging transition. She championed the MEDIC 94 mission through her many philanthropic, corporate and community contacts. Her financial counsel was always right on and done with a smile and that giggle that she had. While she was a sage accountant and financial advisor, Lisa is best remembered by the MEDIC 94 family as a friend.

Partnerships



Vendors



V.E. RALPH

