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An applied research project submitted to the Ohio Fire Executive Program

Concord Township, Ohio
Concord Township Fire Department

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Ohio Fire Executive Program Class #2

Is Billing for EMS a Financial Solution?
Results will be presented to indicate EMS Billing is a viable solution for alternative revenue streams. A survey was used to evaluate feasibility. The results presented will be based on qualitative research. The survey was used to evaluate the feasibility and economic benefit for the department.

Billing for 2002 if EMS Billing was implemented in Concord Township, and will show if EMS Billing in the 4 county area of Concord Township, provide information on the potential revenue streams. The results will answer the research questions. The purpose of the research is to provide statistics for Concord Township Administration.

Due to economic, the problem of funding for the service is becoming questionable.

ABSTRACT
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There are four purposes for this research paper. They include:

- Enacted by legislation
- From levels diminish, or not keep up with the service expectations of the citizens of retention paper. The department must have a plan in place to obtain alternative funding should monies for evaluating Research, results will provide information to address the problem in this research.

Township Fire Department due to today’s financially troubled economy. This research project will address finding an alternative fiscal resource for Concord Township.

Administration of other services provided in Concord Township.

Concord Township, the General Fund is used more for capital improvements and for the maintenance from local taxes paid by the citizens of Concord Township. As a general rule in third years, Concord Township also has money available in a General Fund. This fund is made up of two five-year levies that are voted upon by the residents of Concord Township every second and fourth year.

The operating budget of revenues for Concord Township. The Department is provided by the County Ohio.

Lisico, a police officer for the Daily Item in Lyndale Municipal Court, said the three officers were sold into news (Philadelphia.com) news. Both Local News (Philadelphia.com News) and WFMJ (Pennsylvania) News. Lisico, a police officer for the Daily Item in Lyndale Municipal Court, said the three officers were sold into news (Philadelphia.com) news. Both Local News (Philadelphia.com News) and WFMJ (Pennsylvania) News.

According to news station WFMJ 5 in Scranton, Pennsylvania, sixty-one firefighters and

INTRODUCTION
The specific research questions this research will answer are as follows:

1. To investigate the option of alternative funding for the Emergency Medical Services (EMS) of the department business. In today's society, a department cannot rely on the

2. To provide facts and figures for Concord Township Administrative remediation of funds

3. To provide information for the future, rapid, evaluation of a billing program. This

4. To provide facts that may or may not persuade others in the administration to implement the program prior to a crisis happening. This proactive research approach will

5. Survey results will also provide decision-making information as to whether residents and or non-

6. Residents should get billed for the use of EMS.

7. To provide information for the future, rapid, evaluation of a billing program. This
Today, this levy is anticipated to provide $753,000 in 2003 for present and future services.

The first levy began in 1974. This levy was originally set at 2.0 mills and continued

the inception of the second levy in 1991. Approximately $1,607,000 per fiscal year. These monies have slightly more than doubled since

Today, the two levies provide Runding for Concord Township Fire Department supplies, hooking, etc.

Includes: building maintenance, patrol equipment, supplies, training, etc.

Towards the operating expenses of Concord Township Fire Department. Expenditures needed for the department services. In 1991 both levies generated approximately $600,000.

citizens of Concord Township. In 1991 a second levy was added to provide additional monies

provided through funding obtained by a fire levy. This levy was voted upon and approved by the

a budget out of the Township General Fund. Since 1984 the department services have been

Prior to 1984 Concord Township Fire Department provided fire and EMS services using

BACKGROUN AND SIGNIFICANCE

Disadvantages to EMS Phills?

Based on survey results, has there been any political or economical

be the expected revenue return to Concord Fire Department?

Department EMS calls from January 2002 thru December 2002, what would

Based on survey results, and present calculations of Concord Township

EMS Phills?

Especially, I like, concern and Cuyahoga counties, what is the trend towards

Based on survey results from the geographic area of Concord Township.
Prepared for the increase of the 28% of the citizens against or not willing for the levies and the incremental cost of providing services Concord Township Fire Department must be.

have not voted or who have voted against the passing of the levies. With tough economic times, Fire Department Concord Township Fire Department must prepare for the 28% of citizens who vote to 72% of the citizens will always be content with service provided by Concord Township.

However, Concord Township Fire Department cannot assume that the administration does not have an immediate concern that funding will not continue from the Administration.

At this present time, Concord Township Fire Department and Concord Township

2001 Voted on and approved

1996 80% approval at renewal at 2.7 mills

1996 56% approval

Concord residents have approved this levy by the following margins:

The Fire Department. This levy was instilled in 1991. In 1996 this second levy was renewed at 2.7

The second levy, originally set at 2.0 mills, also provides funding for Concord Township

2003 Up for Renewal

1998 71% approved

1993 77% approved

1988 77% approved

1984 71% approved

Concord Township have approved the levy by the following margins:

provided by Concord Township Fire Department since the inception of this levy, votes of
<table>
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<th>Other</th>
<th>424</th>
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</thead>
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<tr>
<td>Without Transport</td>
<td>104</td>
</tr>
<tr>
<td>With Transport</td>
<td>85</td>
</tr>
<tr>
<td>Motor Vehicle Accidents:</td>
<td>199</td>
</tr>
<tr>
<td>Advanced/Medical</td>
<td>488</td>
</tr>
<tr>
<td>Basic</td>
<td>154</td>
</tr>
<tr>
<td>EMT Incidents:</td>
<td>642</td>
</tr>
<tr>
<td>Fire Incidents:</td>
<td>215</td>
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</table>

The breakdown of incidents in 2001 shows the department responded to 1480 incidents. The Annual Report of Concord Township Fire Department indicates the department may go up to eight personnel on duty when supplemented with five part-time personnel.

Daily staffing consists of a minimum of two (2) full-time, and two part-time personnel on duty. Each of these vehicles is equipped with a Chief, a Pull-Time Fire Chief, and a Pull-Time Fire Prevention Officer. Shift staffing consists of a minimum of five (5) personnel at each station, with other personnel on duty as needed.

Concord Township is served by three fire stations, which are located approximately 24 square miles with two fire stations. The department responds to numerous incidents throughout the township.

EMTs for approximately 24 square miles with two fire stations. The department responds to numerous incidents throughout the township.

Concord Township services include, but are not limited to, medical emergencies, vehicle accidents, spills, and vehicle fires. This area of concern covers a large portion of the township, including I-90 and I-80.

The township has a share of services and personnel who are passing through and are funded by the citizens through taxes. Such as motor vehicle accidents, spills, or vehicle fires. The area of concern uses services that need the services of Concord Township Fire Department. Whether it is for EMS or fire services, this Concord Township has its share of accidents and illnesses that are handled by the department. Concord Township into four quadrants. By doing so, the department ensures a faster response time and better services to the citizens.
16 (88%) (Attachment 2)
(52%) County 31 of 51 (61%), County 8 of 14 (57%), and Lake County 14 of 25

An evaluation of the responses from the departments were: Asquith County 13 of 25

Survey Attachment #1

sent to the departments. This equals to 62% of the departments responding to the survey.

This author is basing his analyses on research results from surveys sent to areas from 2003 based on property evaluations in Concord Township. Additional revenues presented above are projected revenues to be generated for the fiscal year of 2004. Revenue is responsible for the monies received and spent by Concord Township. The

Information was also obtained for this research from the Concord Township Clerk's Office

Implementing EMS Billing

Question #1 was designed to get an opinion of "political pull-out" or mandatory from citizens of Concord Township.

A survey was utilized as the main source to gather information for this research. All

pertinent to the operations of Concord Township. The Department and the expectations of the

interviews. Information obtained had to be relevant to the research questions provided and

Copious amounts of literature for this research project were available. An abundance of

LITERATURE REVIEW
procedure when a fire service of EMS responds immediately to a 911 call. The supplier of
Page 1 and with also define "Emergency." An emergency classification is given to a
quality for this fire alarm
procedure. These administrations of the same type will be counted as three procedures to
procedure. But that does not include the administration of the prescription of any of the three
procedure. According to Page 1 and with ALT 2 is defined as a patient or patient of at least three of the above
procedure.
monitoring, administration of medication, defibrillation, intubation, cardiac pacing and others
administration of medication, defibrillation, intubation, cardiac pacing and others
ATLS is defined as a level of service "including an ATLS assessment OR the provision of
ATLS" is defined as a level of service "including an ATLS assessment OR the provision of
Interventions Fluids (IT'S) that are started by basic "Emergency Medical Technician" (EMT's).
Interventions Fluids (IT'S) that are started by basic "Emergency Medical Technician" (EMT's).
rule. BLS is defined as basic services that are provided by EMT's and including
according to Page 1 and with "Medical care" defines the above levels of treatment in the new

Advanced Life Support 2 (ALS2) $469.99
Advanced Life Support 1 (ALS1) - Emergent $324.03
Basic Life Support (BLS) - Emergent $272.86
Following responses:

The Department that bills for EMS may collect the following fees from "Medical care for the

2002.

a participant in the Medicare program. The proposal for schedule went into effect on April 1.
Medicare fees. This analysis identifies fees that may be collected from Medicare if the patient is
LTC with in the March 2002 issue of Pennsylvania Medical News, page 82, addresses

10
Township Fire Department and Concord Township administration. The questions were

Questions presented to area fire departments were composed to provide heads for Concord

Research Utilization, Attachment, page 74

...weakness (of a particular policy, program, practice, method, procedure, etc.) of the manual,

defined in this manual, are designed to evaluate the effectiveness (strengths and

A survey was used as a method for Evaluate Research, "Evaluate Research, is

Township Fire Department

be used to calculate the potential income of revenue based on statistics provided by Concord.

be used to calculate the potential income of revenue based on statistics provided by Concord.

...be accurate. The averages of the survey results will

...be accurate. The averages of the survey results will

All facts and figures provided by this research are based on the assumption that numbers

PROCEDURES

...obtain them.

...indicate alternative sources of funding are available should steps be taken by a municipality to

Money are available for alternative funding of the departments' services. Calculations appear to

Based on the Medicare Reimbursement Schedule and statistics provided further in this research

defines all EMS responses by Concord Township Fire Department as an 'Emergency' response.

...respond immediately to calls for medical service. This staffing and immediate response

Concord Township Fire Department is staffed 24 hours a day, with personnel and

...medical services must respond immediately to a 911 call, or take steps necessary to respond to the

...medical services must respond immediately to a 911 call, or take steps necessary to respond to the
cycle. Funds collected in this research is money that has been received by the departments for
are also based on the average of funds collected by the departments during the last 2001 billing.
that would have been available in a billing process was presented in place. The final calculations
Fire Department 2002 Annual Report. Numbers will be presented which are predicted months
average numbers were taken and compared with numbers provided by the Concord Township
The averages of all the returned results were used as a baseline for calculations. The
County on 3 sides. The northern border of Lake County is Lake Erie.
which is located in Lake County Ohio. Cuyahoga, Geauga and Ashtabula Counties border Lake
for other fire departments in the same geographical area of Concord Township Fire Department
The author polled only the above counties. The intent was to provide hours of operations
By fax
requests a response by August 1, 2002 via the self-addressed envelope this author provided or
were not polled. A total of 106 surveys were sent out on or about July 15, 2002. The author
Concord Township Fire Department is a "fire department" Ambulance Service Company
book published for the year 2000. The author wanted to compare "apples to apples" since
Ohio. The survey was sent to ONLY the departments listed in the Ohio State Fire Department
The survey used was in the form of 4 questions (Appendix I) the survey was sent to
Concord Township Fire Department
then utilize the information to determine if EMS billing is an alternative source of funding for
other departments in the area. Concord Township Fire Department and the administration may
The facts provided would provide information on EMS billing, whether performed or not in
provided the fact that 62% of those surveyed responded to the question. This question provided information for calculating the response from each county. The question: # of the survey was requesting the department name of who responded to the survey. Results will also show perceived political or economic real toll that other departments may have encountered.

Results will also provide an evaluation of the trend towards EMS billing in the geographically area of Concord Township. This research will also utilize average figures that were provided by utilized will provide an evaluation of the trend towards EMS billing in the geographically area of Concord Township. This research will also utilize average figures that were provided by utilized will provide an evaluation of the trend towards EMS billing in the geographically area of Concord Township. This research will also utilize average figures that were provided by.

The research questions are answered through the use of the attached tables. The survey.

RESULTS

Averaged into the calculations for calculation purposes. Information for the complete 2001 year. The information provided by those departments was started billing for EMS at different times in 2001. Some respondents were not able to provide one limitation was noted during this survey. This limitation was some the departments have not been received from the customer when they are billed directly. Due to financial hardships, this type of billing allows the department to ignore payments that may be reason for soft billing is for persons who are not capable of paying for a service provided through the billing process. Most departments use this style of billing for various reasons. The

Written off "soft billing" is used to define money which has not been received performed by the fire departments labeled out, "describes average dollars that were requested for the services.
Questions #1, "If you charge ALL patients transported, does this include local patients, while 83% only charge non-residents?" or "If you charge for EMTS, what patients do you charge?" provided are calculated.

Question #3, "Can you charge for EMTS, what patients do you charge?"

Survey Response (Table 1)

NOT be included in the calculation of figures (Table 1): Survey respondents in Lake County have gone to EMTS billing of patients but will continue to charge more departments in Lake County, and Lake County 43% does bill for EMTS. Since the completion of the survey, there were 20% of the surveys that did not perform EMTS billing.

Question #2, "Does your department charge for EMTS transports?" provided information.