

# 2009-10 Revenue Projections

		2007-08 Actual	2008-09 Original Budget	2008-09 Revised Budget	2008-09 Actual 5/14/2009	2008-09 Dept. Projected Actual	FY2009-10 Manager Recommendation
104542	<i>Revenues-EMS</i>						
471000	Ambulance Fees	(2,471,428)	(3,150,000)	(2,922,000)	(2,697,664)	(3,195,000)	(3,350,000)
471001	Medicaid Cost Settlement	(285,925)	(125,000)	(300,000)	-	(300,000)	(250,000)
471002	EMS Fees-Prior FY04/05 Billing	(51,172)	(45,000)	(18,000)	(14,705)	(17,000)	(15,000)
471010	Refunds of Ambulance Fees	14,249	-	-	19,118	-	-
471020	Collection Agency Commission	503	-	96	96	-	-
481208	Donations-EMS	-	-	(220)	(2,720)	-	-
		<u>(2,793,773)</u>	<u>(3,320,000)</u>	<u>(3,240,124)</u>	<u>(2,695,875)</u>	<u>(3,512,000)</u>	<u>(3,615,000)</u>

*The amount of revenue budgeted is based on existing fee rates. However, the new rates are **recommended**.*

## Iredell County EMS Charges

FY 2009-2010

### Recent Survey of Nearby Counties

County/EMS System	BLS (Non-emergency)	BLS (Emergency)	ALS (Non-Emergency)	ALS (Emergency)	Specialty Transport	Mileage	Tx/No Transport	Stand by (per hr charge)	Bike Team (per hr charge)
Medicare Allowable	\$204.60	\$327.36	\$245.52	\$388.75	\$664.97	\$10.41	N/A	N/A	N/A
Forsyth	N/A	\$484	N/A	\$525	N/A	\$8.35	\$242		
Alexander	\$275	\$328	\$375	\$375	\$600	\$9.00	\$140		
Catawba	\$283	\$338	\$334	\$400	\$685	\$9.00	\$140		
Yadkin	\$200	\$315	\$235	\$370	N/A	\$10.00	\$310		
Wilkes	\$250	\$325	\$350	\$375	\$750	\$10.00	\$125		
Lincoln	\$575	\$575	\$575	\$575	\$925	\$12.00	\$450		
Davie	\$200	\$311.32	\$233.49	\$369.69	\$600	\$9.92	\$100		
Union	\$354.25	\$407.66	\$460.53	\$523.20	\$711.77	\$10.70	\$200		
Anson	\$255.75	\$409.20	\$306.90	\$485.94	\$831.21	\$13.00	\$109		
Stanly	\$300	\$374	\$300	\$440	\$690	\$10.60	N/A		
Mecklenburg	\$537	N/A	\$537	\$718	\$865	\$15.00	N/A		
Iredell (current)	\$275	\$350	\$400	\$450	\$555	\$10.00	\$140	\$108	
EMS/MC Recommended minimum Charge (125%)	\$255.75	\$409.20	\$306.90	\$485.94	\$831.21	\$13.02			
FY 09-10 Proposed Charges	\$275	\$410	\$400	\$486	\$832	\$13.00	\$200	\$150/hr	\$50/hr
Average Cost	\$318.64	\$383.38	\$373.36	\$498.49	\$72,130	\$10.63	\$195.60		

Highest Cost	Lowest Cost	Average Cost	09 Medicare Allowable	125% of Medicare Allowable Recommended by Billing Company
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*FY 10 Proposed Fee Increases*

Charge	09 Medicare Allowable	Area Counties Avg. Charge	ICEMS Current Charge	Number of Charges (08)	Total Amount of Charges	Proposed ICEMS Charges	Estimated Number of Charges (09)	Estimated Amount of Charges (09)	Estimated Increase in Revenue With New Charges
ALS NE	\$245.52	\$373.36	\$400	49	\$19,600	\$400	52	\$20,800	\$1,200
ALS E	\$388.75	\$498.49	\$450	6188	\$2,784,600	\$486	6497	\$3,157,542	\$372,942
BLS NE	\$204.60	\$318.64	\$275	24	\$6,600	\$275	26	\$7,150	\$550
BLS E	\$237.36	\$383.38	\$350	3620	\$1,267,000	\$410	3801	\$1,558,410	\$291,410
ALS 2	\$562.66	n/a	\$750	220	\$165,000	\$750	232	\$174,000	\$9,000
Specialty Care	\$664.97	\$721.30	\$555	2	\$1,110	\$832	3	\$2,496	\$1,386
Mileage 1-17	\$10.41	\$10.61	\$10	54,161	\$541,610	\$13	56869	\$739,297	\$197,687
Mileage 18+	\$6.94	\$10.61	\$10	3665	\$36,650	\$13	3848	\$50,024	\$13,374
ALS Treatment / No Transport	0	\$195.60	\$140	137	\$19,180	\$200	150	\$30,000	\$10,820
<b>Total</b>					<b>\$4,841,350</b>			<b>\$5,739,719</b>	<b>\$898,369</b>

tes based on 5% increase in call volume and new charges)

ICEMS Cost per Call (including all calls)- \$344.16

ICEMS Cost per Call (billable calls only) - \$548.13

Prepared by: David Cloer

# Revenues-EMS

		2008-09 Projected Actual	<i>Prior Years Actual</i>		
			FY 07-08	FY 06-07	FY 05-06
<b>104542</b>	<b><i>Revenues-EMS</i></b>				
437700	HRSA Grant	0	0	(14,312)	(29,777)
471000	Ambulance Fees	(3,195,000)	(2,471,428)	(2,425,437)	(2,263,843)
471001	Medicaid Cost Settlement	(300,000)	(285,925)	(239,855)	(208,356)
471002	EMS Fees-Prior FY04/05	(17,000)	(51,172)	(60,659)	(77,687)
471010	Refunds of Ambulance Fees	0	14,249	13,319	15,719
471020	Collection Agency	0	503	1,206	11,045
481208	Donations-EMS	0	0	(500)	(1,025)
487800	Cash Over/(Short)	0	0	0	0
<b>104542</b>		<u>(3,512,000)</u>	<u>(2,793,773)</u>	<u>(2,726,239)</u>	<u>(2,553,924)</u>
<b>Total General Fund</b>		<u><u>(3,512,000)</u></u>	<u><u>(2,793,773)</u></u>	<u><u>(2,726,239)</u></u>	<u><u>(2,553,924)</u></u>

IREDELL COUNTY EMERGENCY MEDICAL SERVICES  
PROPOSED REVENUES FOR FISCAL YEAR 2009-2010

<b>ORG - 104542</b>
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REVENUES	Original Budget 2008-2009	Department Request 2009-2010	Inc (Dec)	% Inc (Dec)
471000 Ambulance Fees	2,700,000	3,200,000	500,000	19%
471001 Medicaid Cost Settlement	125,000	250,000	125,000	100%
471002 EMS Fees-Prior FY 04/05	45,000	15,000	(30,000)	-67%
471010 Refunds of Ambulance	-	-		
471020 Collection Agencies	-	-		
<b>104542 Revenues -EMS</b>	<b>2,870,000</b>	<b>3,465,000</b>	<b>595,000</b>	<b>21%</b>

VICE

<b>Reasons for Increase/Decrease</b>
Current patterns & Increased call volume.
Projected settlement
Ambitious estimate for old accounts.

# EMS EXPENDITURES

## 2009-10 Manager's Recommendation

	2008-09 Revised Budget	2009-10 Department Request	2009-10 Manager Recomm	Manager Inc (Dec)
<b>105542</b>				
510002 Salaries & Wages-Regular	2,456,045	2,630,801	2,630,800	(1) Rounding
510003 Salaries & Wages-Parttime	160,000	150,000	150,000	-
510004 Salaries & Wages-Overtime	440,000	420,000	420,000	-
512501 FICA Tax	229,658	245,937	245,940	3 Rounding
512502 Employees Group Health Ins	439,400	438,480	438,480	-
512503 State Retirement & 401K	281,053	302,431	302,430	(1) Rounding
520004 Professional Services-	12,000	12,000	12,000	-
530500 Dues and Subscriptions	2,145	2,125	2,125	-
531500 Insurance & Bonds	120,406	127,850	97,600	(30,250) Renewal
532000 Laundry & Dry Cleaning	3,450	3,500	3,500	-
532500 Main & Rep-Buildings &	23,000	30,638	30,640	2 Rounding
532501 Main & Rep-Equipment	6,064	7,000	7,000	-
532502 Main & Rep-Vehicles	26,000	42,000	42,000	-
532503 Main & Rep-Radios	2,500	2,500	2,500	-
534000 Postage	800	3,500	3,500	-
534500 Rental Payments-Buildings	33,000	33,000	55,000	22,000 Troutman Base 2
534501 Rental Payments-Equipment	5,000	3,000	3,000	-
535000 Supplies-Departmental-Misc	51,995	25,250	25,250	-
535004 Supplies-Vehicle Fuel	94,750	77,000	77,000	-
535005 Supplies-Vehicle (Other	15,450	12,000	12,000	-
535010 Supplies-Food & Provisions	-	250	250	-
535012 Supplies-Library Materials	240	450	450	-
535014 Supplies-Janitorial	4,600	4,500	4,500	-
535016 Supplies-Medical & Drugs	158,200	180,000	160,000	(20,000) FY09 Projection
535018 Supplies-Printed Materials	1,450	1,800	1,800	-
535500 Telephone	55,521	46,632	49,515	2,883 Troutman Base 2
536000 Training & Development	9,250	5,600	5,600	-
536200 Travel	-	500	500	-
536600 Uniforms	55,178	31,200	31,200	-
537000 Utilities-Electricity & Water	15,250	17,000	22,235	5,235 Troutman Base 2
537001 Utilities-Gas & Fuel Oil	12,690	13,800	15,000	1,200 Troutman Base 2
537508 Contracted Serv-Other	264,618	277,400	277,940	540 Troutman Base 2
537512 Cont Serv-Hardware Support	-	-	-	-
537514 Cont Serv-Software	21,767	18,700	18,700	-
605000 Buildings & Building	48,816	-	-	-
610000 Depreciable Assets	63,061	-	-	-
620000 Non-depreciable Assets	17,600	-	-	-
650000 Vehicles & Licensed Trailers	239,926	-	-	-
<b>105542</b>	<b>5,370,883</b>	<b>5,166,844</b>	<b>5,148,455</b>	<b>(18,389)</b>

# EMS EXPENDITURES

## Prior Years Actual

		2008-09 Projected Actual	Prior Years Actual		
			2007-08 Actual	2006-07 Actual	2005-2006 Actual
105542	<i>EMS EXPENDITURES</i>				
510002	Salaries & Wages-Regular	2,450,472	2,225,381	1,969	1,851,332
510003	Salaries & Wages-Parttime	160,000	182,001	501	141,199
510004	Salaries & Wages-Overtime	440,000	425,961	0	328,903
510025	Salaries-Probationary Inc	0	0	0	0
512501	FICA Tax	229,232	209,255	8	171,203
512502	Employees Group Health Ins	439,400	386,243	0	280,945
512503	State Retirement & 401K	280,496	252,330	556	212,186
520004	Professional Services-Medical	12,000	12,000	12,000	12,000
530000	Advertising	0	0	64	0
530500	Dues and Subscriptions	2,145	3,088	2,133	1,221
531500	Insurance & Bonds	120,406	177,299	172,096	142,426
532000	Laundry & Dry Cleaning	3,000	3,488	2,589	3,631
532500	Main & Rep-Buildings & Grounds	23,000	29,053	23	11,702
532501	Main & Rep-Equipment	5,100	7,827	0	3,545
532502	Main & Rep-Vehicles	28,000	30,914	28,370	23,088
532503	Main & Rep-Radios	1,000	2,347	3,506	4,212
533500	EMS New Base Start Up Costs	0	0	0	0
534000	Postage	300	562	901	2,363
534500	Rental Payments-Buildings	33,000	30,000	30,000	0
534501	Rental Payments-Equipment	5,000	3,043	3,675	5,768
535000	Supplies-Departmental-Misc	51,995	40,323	0	22,945
535004	Supplies-Vehicle Fuel	89,750	119,188	81,893	65,591
535005	Supplies-Vehicle (Other Costs)	13,000	17,261	0	12,300
535010	Supplies-Food & Provisions	0	54	0	331
535012	Supplies-Library Materials	238	249	74	194
535014	Supplies-Janitorial	4,600	4,703	0	3,970
535016	Supplies-Medical & Drugs	156,000	143,751	0	151,730
535018	Supplies-Printed Materials	1,000	3,968	4,422	3,133
535050	Supplies-Donated Funds	0	0	0	0
535150	Supplies - Computer	0	0	0	0
535500	Telephone	55,522	45,773	0	39,206

536000	Training & Development	6,000	15,516	0	7,262
536200	Travel	0	971	100	2,650
536600	Uniforms	55,178	24,260	0	56,214

## ***EMS EXPENDITURES***

### *Prior Years Actual*

		2008-09 Projected Actual	<i>Prior Years Actual</i>		
			2007-08 Actual	2006-07 Actual	2005-2006 Actual
<b>105542</b>	<b><i>EMS EXPENDITURES</i></b>				
537000	Utilities-Electricity & Water	15,250	15,159	0	11,611
537001	Utilities-Gas & Fuel Oil	12,690	8,992	0	8,186
537015	Occupancy Costs	10,000	0	0	0
537508	Contracted Serv-Other	264,618	191,100	0	189,695
537512	Cont Serv-Hardware Support	0	0	0	0
537514	Cont Serv-Software	20,500	12,013	7,650	1,625
550000	Safety Program Costs	0	0	0	0
580002	Capital Outlay-Buildings	0	0	0	0
580008	Capital Outlay-Equipment	0	0	0	0
580012	Capital Outlay-Vehicles	0	0	0	0
605000	Buildings & Building Improvmts	35,000	170,771	197,322	0
610000	Depreciable Assets	63,060	42,287	40,849	63,450
610150	Deprec. Assets - Computer	0	0	0	0
620000	Non-depreciable Assets	16,999	57,065	0	34,690
620150	Non-Deprec Assets - Computer	0	0	0	0
650000	Vehicles & Licensed Trailers	239,926	228,666	11,946	323,918
699900	Depreciation Expense	0	0	0	0
<b>105542</b>	<b><i>EMS EXPENDITURES</i></b>	<b>5,343,877</b>	<b>5,122,864</b>	<b>4,619,449</b>	<b>4,194,425</b>

## *EMS EXPENDITURES*

*Prior Years Actual*

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2008-09  
Projected  
Actual

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2007-08  
Actual

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2006-07  
Actual

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2005-2006  
Actual

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105542  
105542  
105542

5,343,877

5,122,864

4,619,449

4,194,425



**IREDELL COUNTY EMERGENCY MEDICAL SERVICE  
PROPOSED BUDGET FOR FISCAL YEAR 2009 - 2010**

<b>ORG - 100542</b>		<b>Original Budget</b>	<b>Department Request</b>	<b>Inc</b>	<b>% Inc</b>	<b>Reasons for Increase/Decrease</b>
<b>EXPENDITURES</b>		<b>2008-2009</b>	<b>2009-2010</b>	<b>(Dec)</b>	<b>(Dec)</b>	
5100.02	SALARIES & WAGES-REG	2,552,746	2,630,801	78,055	3%	
5100.03	SALARIES & WAGES-PARTTIME	160,000	150,000	(10,000)	-6%	Use of "floater" position
5100.04	SALARIES & WAGES-OVERTIME	440,000	420,000	(20,000)	-5%	Use of "floater" position
	ANNUAL SALARIES	60,000	-	(60,000)	-100%	
5125.01	FICA	243,481	245,937	2,456	1%	increase based on formula
5125.02	GROUP HEALTH INSURANCE	454,400	438,480	(15,920)	-4%	decrease based on formula
5125.03	RETIREMENT	277,222	302,431	25,209	9%	increase based on formula
5200.04	PROFESSIONAL SERVICES- MED DIR	12,000	12,000	-	0%	No change expected
5300.00	ADVERTISING	10,000	-	(10,000)	-100%	Removal of advertising
5305.00	DUES & SUBSCRIPTIONS	2,645	2,125	(520)	-20%	Reduction due to cut back of subscriptions for bases
	NCAEMSA 200					
	NCAREMS 900					
	JEMS 150					
	DEA CERTIFICATION \$125					
	CLIA \$150					
	OTHER (\$600)					
5315.00	INSURANCE & BONDS	121,406	127,850	6,444	5%	increase based on formula
5320.00	LAUNDRY & DRY CLEANING	3,000	3,500	500	17%	increase based on usage
5325.00	MAIN & REP - BUILD & GRNDS	23,000	30,638	7,638	33%	increase due to adding pm generators, A/C replacements two stations, and furniture for troutman station.
-5351	<i>Statesville Base</i>					
	CARPET (554)					
	PM GENERATORS (300)					
	DUMBSTER (900)					
	MISC (6000)					
-5352	<i>Harmony Base</i>					
	CARPET (180)					
	PEST CONTROL (190)					
	MISC (2000)					
-5353	<i>Troutman Base</i>					
	NEW A/C UNIT (6500)					
	CARPET (150)					
	PEST CONTROL (130)					
	MISC (2000)					
-5354	<i>Mooreville Base</i>					
	NEW A/C FOR MOOREVILLE BASE (5800)					
	CARPET (564)					
	PEST CONTROL (370)					
	MISC (3000)					
-5356	<i>Lake Norman Base</i>					
	MISC (2000)					
5325.01	MAIN & REP - EQUIPMENT	5,000	7,000	2,000	40%	Increase due to keeping older equipment and adding stretchers
	MISCELLANEOUS/UNEXPECTED \$4000					
	EMSAR \$3000					
5325.02	MAIN & REP - VEHICLES	28,000	42,000	14,000	50%	Increase due to keeping older trucks running due to problem with new ford trucks
5325.03	MAIN & REP - RADIOS	2,500	2,500	-	0%	no increase expected
5335.00	EMS NEW BASE START UP	-				
5340.00	POSTAGE	800	3,500	2,700	338%	Increase due to having to send out over 6000 debt setoff letters this year.
5345.00	RENTAL PAYMENTS - BUILDINGS	33,000	33,000	-	0%	
5345.01	RENTAL PAYMENTS - EQUIPMENT	6,500	3,000	(3,500)	-54%	Reduction due to cancelling LeBlue water services.
	COPIER COST (\$3,000)					
5350.00	DEPARTMENTAL SUPPLIES MISC	38,900	25,250	(13,650)	-35%	Reduction due to less needs in this area
-5351	<i>Statesville Base</i>					
	OFFICE SUPPLIES (4000)					
	MISCELLANEOUS (5000)					
	FURNITURE FOR NEW TROUTMAN BASE (5000)					
	SCANNERS FOR BASES (3000)					
-5352	<i>Harmony Base</i>					
	OFFICE SUPPLIES (750)					
	MISCELLANEOUS (1000)					
-5353	<i>Troutman Base</i>					
	OFFICE SUPPLIES (750)					
	MISCELLANEOUS (1000)					
-5354	<i>Mooreville Base</i>					
	OFFICE SUPPLIES (2000)					
	MISCELLANEOUS (1000)					
-5356	<i>Lake Norman Base</i>					
	OFFICE SUPPLIES (750)					

