



Northeast Quadrant
Advanced Life Support, Inc.



Webster Emergency Medical Service

*Consideration for Establishing an
Emergency Medical Services Tax District
in the Town of Webster*

July 28, 2022



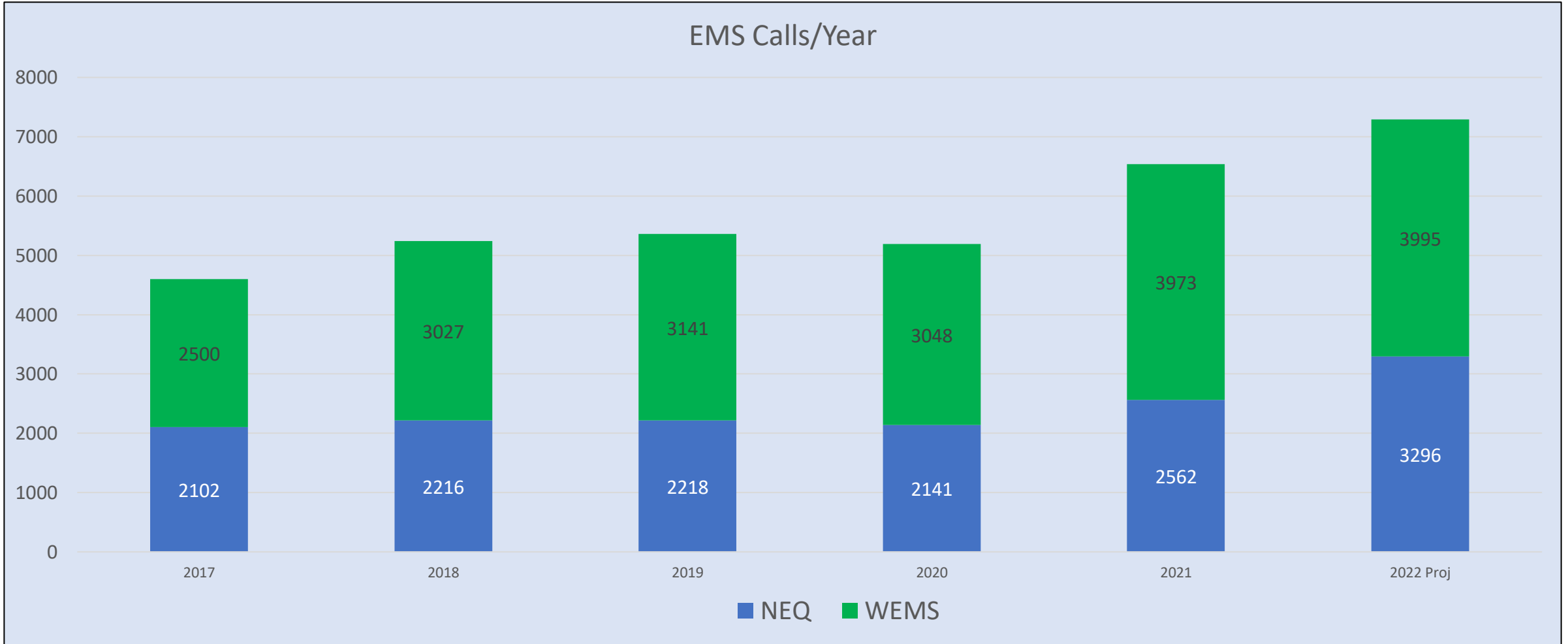
Challenges in Sustaining Community-Based Emergency Medical Services

- Increasing Demand for EMS Services
- Significant Decline in Available Labor Force
- Wage disparity between EMS & other First Responder/Healthcare Segments
- Reimbursement does not cover the cost of services or readiness





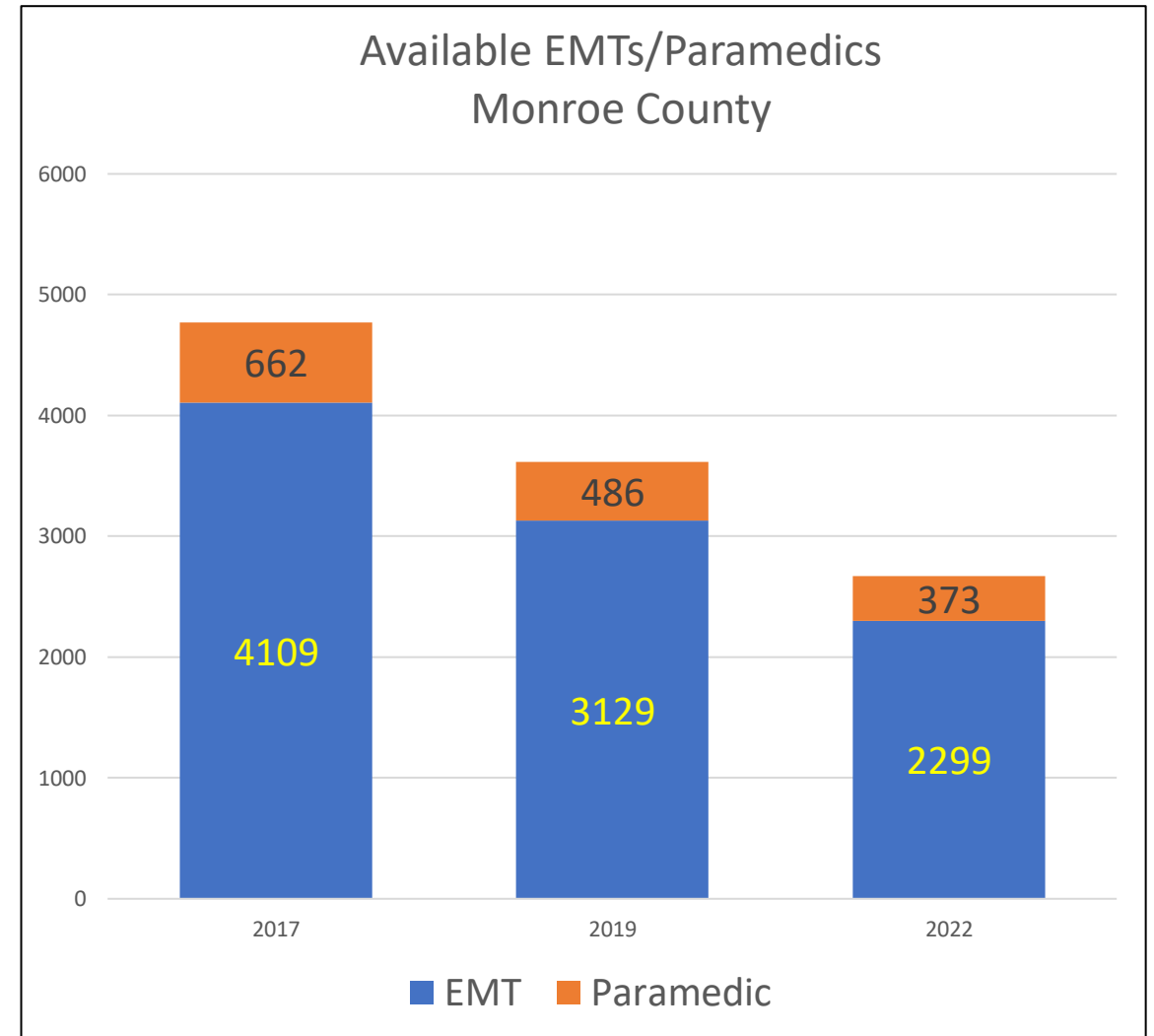
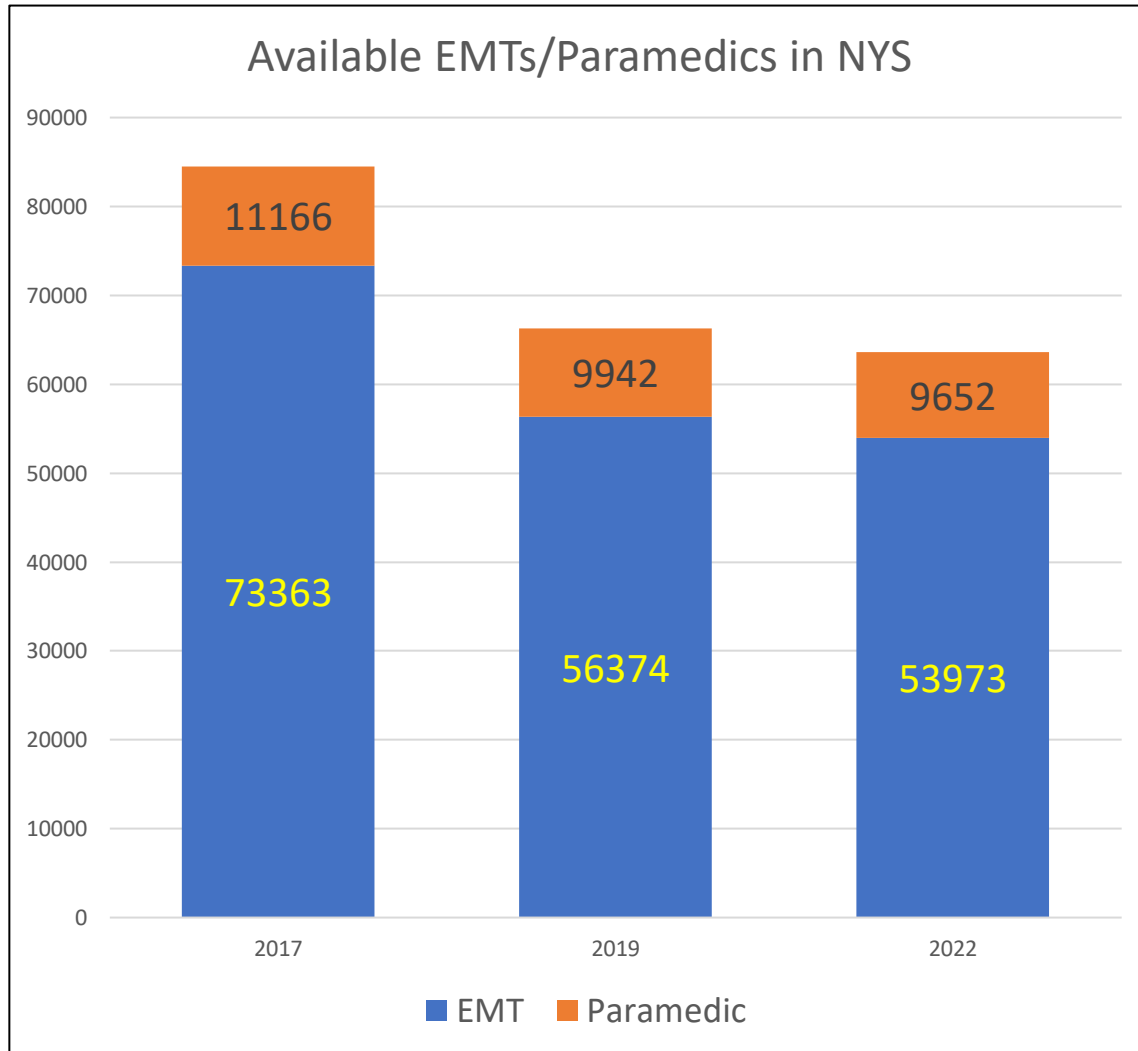
Call Volume in Webster Rising Steadily



Total NEQ Calls factored down to avoid double-counting calls where NEQ was on WEMS ambulance – total actual calls for both agencies 2021 was 7,633



The Number of Available EMS Personnel is Steadily Declining

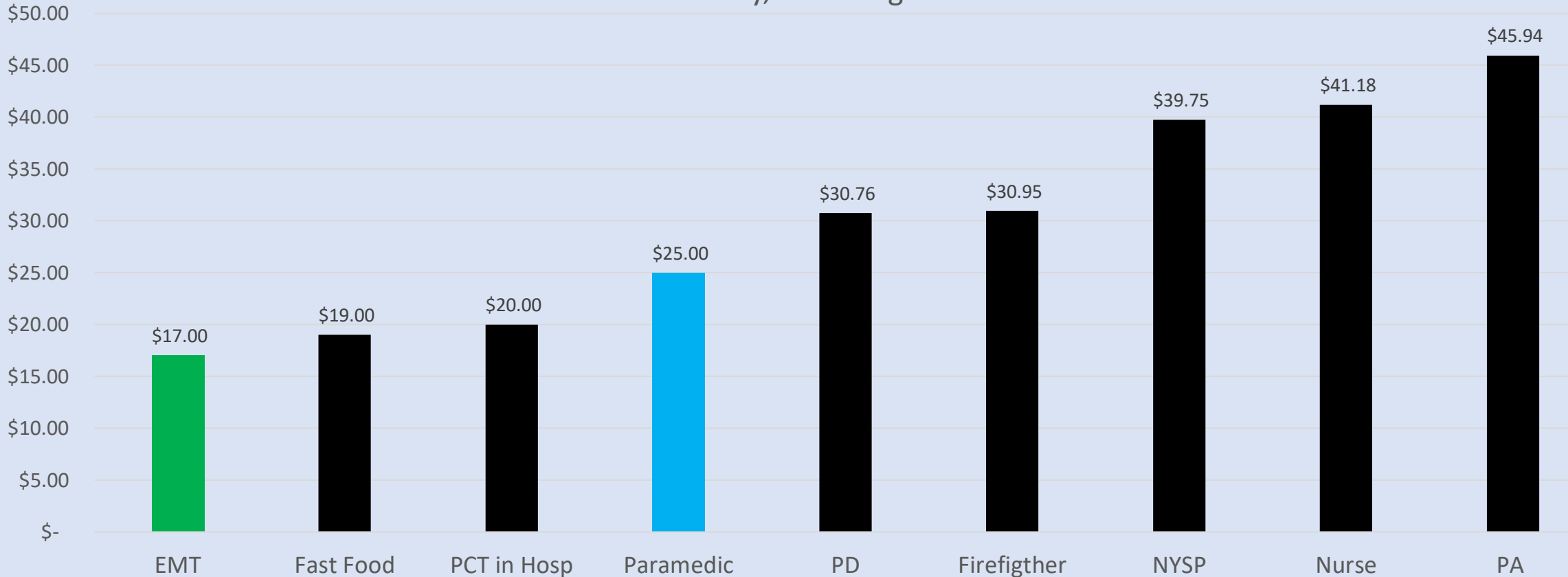


Data provided by NYS Bureau of EMS



EMS Wages are not Competitive vs Other First Responders / Healthcare Providers

Average Hourly Rates after 3 years,
Monroe County, excluding over-time



Data from Indeed and other Public Sources



Emergency Medical Services is an ESSENTIAL component of the Healthcare System

Current Revenue Model Presents Challenges Outside our Control

Income Is Unpredictable and Inadequate

- ✓ Medicare and Medicaid Reimbursements remain below or, at best, close to covering cost of a call
- ✓ Private Insurers reimburse patients, leading to potentially lengthy delays in receiving payment
- ✓ No matter what the billing rate is, at least 30% of our calls have fixed reimbursements
- ✓ While Insurance might cover the cost of a call, who covers the costs when crews are ready to respond but not called?

Costs Continue to Increase

- ✓ There are almost no volunteers left in EMS, and those that remain work a limited amount
- ✓ Labor rate has increased more than 50% in the last 5 years, almost 15% in the last 18 months
- ✓ EMS employees deserve the same benefits – paid vacation, holiday pay, 401K with match – as others
- ✓ Medical Equipment and Supply costs increasing double-digits
- ✓ As Demand for EMS increases, more staff and ambulances need to be ready to respond because every call is an emergency until it isn't



Emergency Medical Services is an **ESSENTIAL** component of the Healthcare System

EMS Brings the Emergency Room to the Patient – Because Minutes Matter

- ✓ Initial Assessment
- ✓ IV Access
- ✓ Cardiac Monitoring
- ✓ Physical Assessment
- ✓ Psychological Assessment
- ✓ Cardiac Assessment
- ✓ Neurological Assessment
- ✓ Trauma Assessment
- ✓ Obstetric and Neonatal Care when needed
- ✓ Critical, life-saving interventions, including
 - ✓ Medications
 - ✓ IV Fluids
 - ✓ Defibrillation/Cardioversion
 - ✓ Fracture management
 - ✓ Pain Management



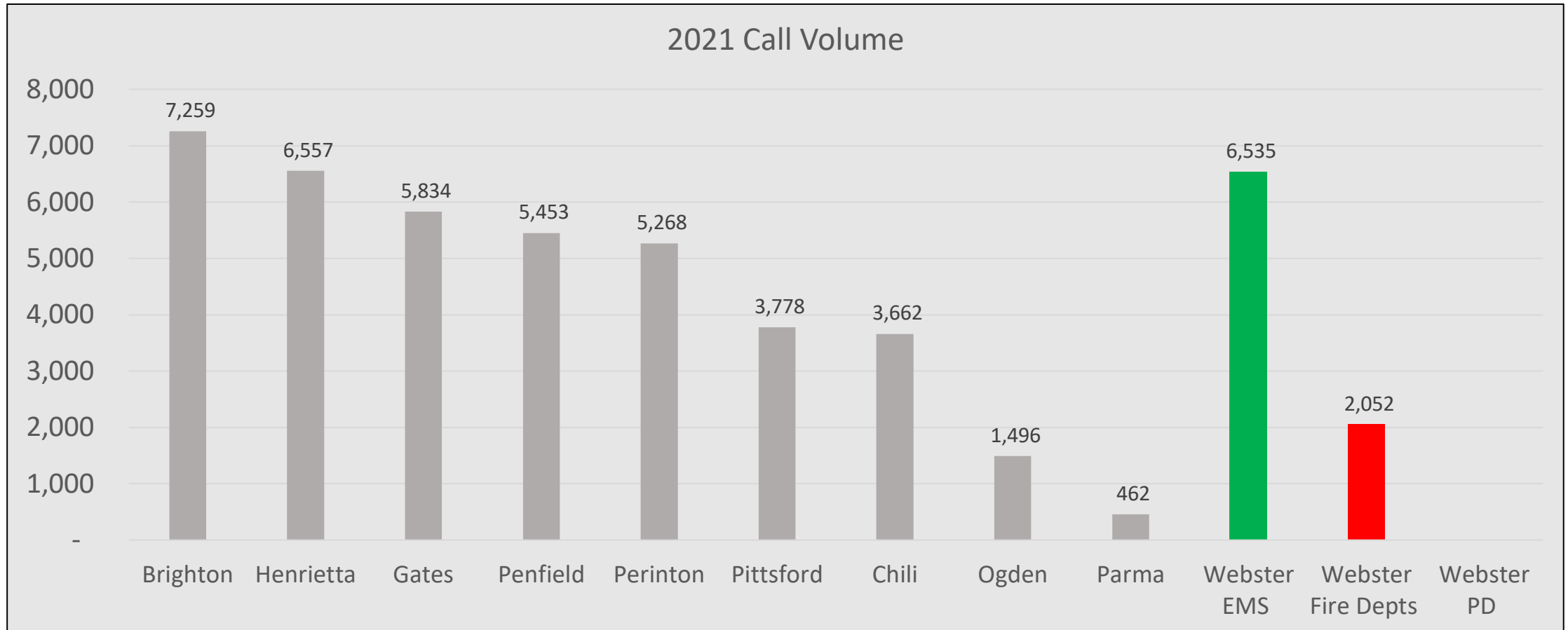
EMS in Webster is Much More than Transporting Patients to the Hospital

- ✓ COVID Screening and Vaccinations to home-bound residents
- ✓ CPR/AED/First Aid Training
- ✓ Community Outreach and Patient Follow-up
- ✓ Community Loan Closet
- ✓ Close Coordination with Fire and Police re EMS activities in the Community
- ✓ Supporting large scale events, tournaments, concerts and more in Town





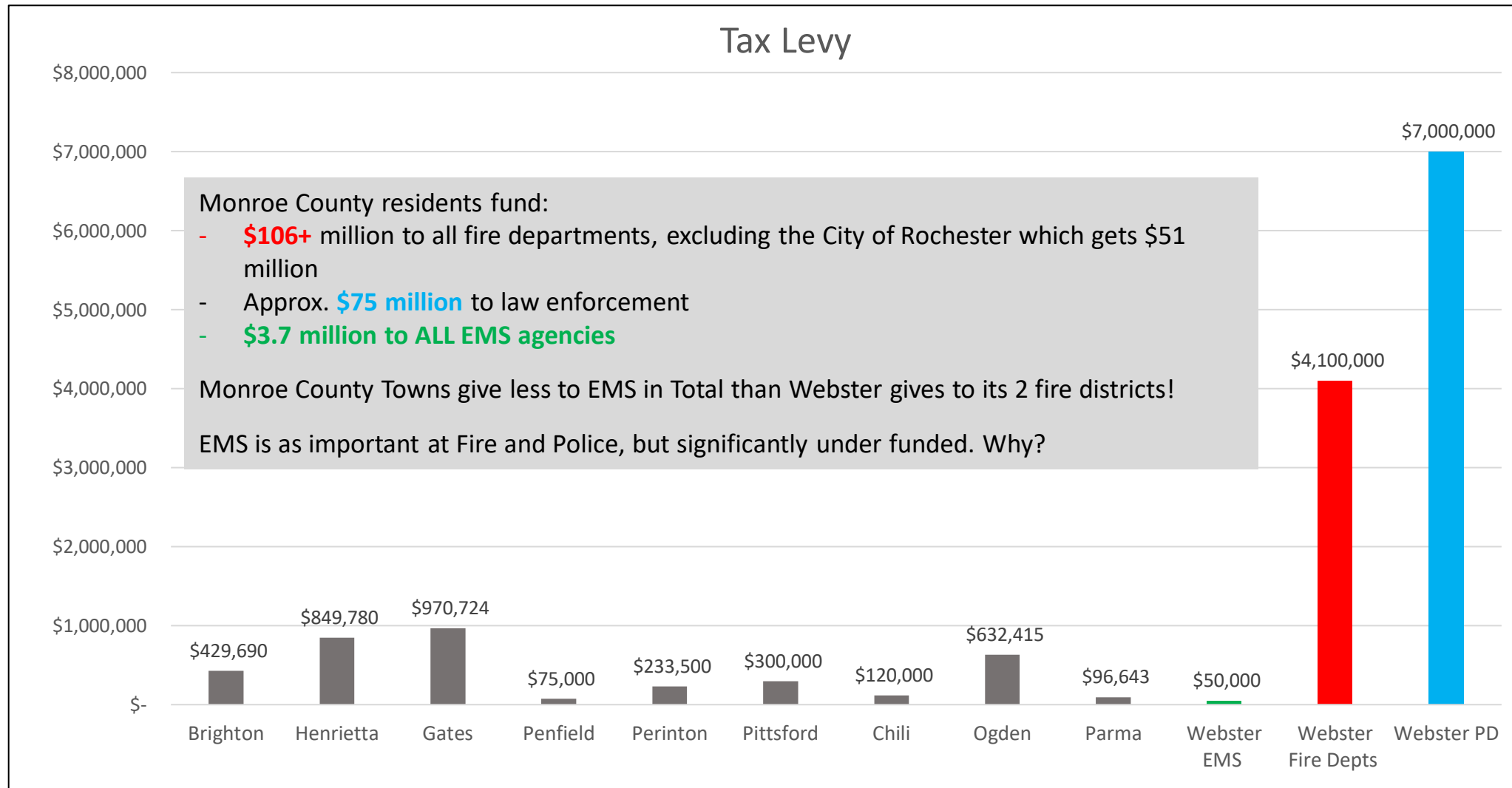
EMS Call Volume in Webster is Comparable to other EMS Agencies



- Webster fire department call volumes based on 2022 YTD, to remove EMS calls from West Webster.
- Webster PD call volume not comparable.
- Total NEQ Calls factored down to avoid double-counting calls where NEQ was on WEMS ambulance – total actual calls for both agencies 2021 was 7,633



Community Support for EMS is MUCH LESS Than Fire and Police





How does an EMS District help Protect the Citizens of Webster?

- + Ensures the long-term viability of Webster-based EMS
- + Enables EMS to recruit staff needed to ensure timely response to 95%+ of calls
- + EMS response times will remain at or below regional standards
- + Webster-based EMS will be prepared to support increasing patient demand
- + Webster residents will still be billed for transports but will get \$150 co-pay assistance
- + Webster residents will get free lift-assists



Cost per Household at \$0.25/thousand of assessed value

Home Value	Annual Cost	Monthly Cost
\$100,000.00	\$25.00	\$2.08
\$150,000.00	\$37.50	\$3.13
\$200,000.00	\$50.00	\$4.17
\$250,000.00	\$62.50	\$5.21
\$300,000.00	\$75.00	\$6.25
\$350,000.00	\$87.50	\$7.29
\$400,000.00	\$100.00	\$8.33
\$500,000.00	\$125.00	\$10.42
\$750,000.00	\$187.50	\$15.63
\$1,000,000.00	\$250.00	\$20.83
EMS District Raises	\$805,127.53	
NEQALS Budget 2021	\$2,961,621.00	

Assuming a similar budget for 2023, tax support would account for less than 30% of NEQALS' Annual Operating Budget



There is Still Time to Form an EMS District

Action	Month
Map, Plan, Report Development	July
Map, Plan Report submitted to Town for filing	July
Town Resolution of Intent (Public Hearing)	July
Public Hearing Order Published	July
Town Public Hearing Held	August
Town Resolution Approving District	August
Town Permissive Referendum Waiting Period - 30 days	August/September
Submit for State Comptroller Approval - 30 days	September
Submission of Budget Proposal to Town	October
Contract process between town and NEQALS	November /December
Contract Approved by Town	December
EMS District Starts	1-Jan-23

By starting these discussion in July, it is possible that the EMS district is fully “formed” by October 2022, following the regulatory process identified in Town Law Section Article 12-A.

- We will need to work together and quickly
- Gates Ambulance did this last fall and will help us
- NEQALS’ attorney will also be a resource



Northeast Quadrant
Advanced Life Support, Inc.
Webster Emergency Medical Service



Thank you for Allowing NEQALS / WEMS to
Present our Request to have an EMS District Formed in Webster

