



# County of San Diego

**NICK MACCHIONE, FACHE**  
AGENCY DIRECTOR

**HEALTH AND HUMAN SERVICES AGENCY**  
EMERGENCY MEDICAL SERVICES AGENCY  
6255 MISSION GORGE ROAD, MAIL STOP S-555  
SAN DIEGO, CA 92120-3599  
(619) 285-6429 • FAX (619) 285-6531

**NICK YPHANTIDES, MD, MPH**  
CHIEF MEDICAL OFFICER

## **CSA-69 ADVISORY COMMITTEE MEETING**

James Bingham, Chair/John Butz, Vice-Chair  
c/o Emergency Medical Services  
12216 Lakeside Avenue  
Lakeside, CA 92040

### **Minutes**

**Thursday, September 13, 2018**

---

## **IN ATTENDANCE**

---

### **Members**

Bingham, James – Lakeside Fire Protection District  
Fox, Ken – Santee School District  
Houlahan, Stephen – City of Santee  
Martin, Tom – Lakeside Community Planning Group  
Meadows-Pitt, R.N., Mary – Sharp Grossmont Hospital  
Peasley, Jim – Santee Chamber of Commerce  
Robeson, Robert – Lakeside Chamber of Commerce  
Savage, Warren – City of Santee  
Vacio, Mike – San Miguel Fire Protection District

### **County Staff**

Ameng, R.N., Diane  
Bechtol, Robert  
del Toro Cummings, Nicole (Recorder)  
Kirkpatrick, Jim  
Parr, Andy  
Shahri, Sheri  
Wolchko, Janet I.

### **Agency Representatives**

Garlow, John – City of Santee  
Jordan, Jon – Lakeside Fire  
Matsushita, Justin – City of Santee Fire Department  
Molloy, Bernard – Lakeside Fire Protection District

---

## **1. CALL TO ORDER/INTRODUCTIONS/ANNOUNCEMENTS**

---

James Bingham, CSA69 Chair, called the meeting to order at 4:03 pm. Introductions were made. Three (3) new members to CSA69 Advisory Committee meeting were introduced: Tom Martin, representing Lakeside Community Planning Group; Jim Peasley, primary representative and Kristin Dare, alternate representative to Santee Chamber of Commerce.

---

## **2. PUBLIC COMMENTS/PETITIONS**

---

There were no public comments or petitions submitted.

---

### 3. APPROVAL OF MINUTES

---

A motion was made by Stephen Houlahan, seconded by Robert Robeson to approve the May 10, 2018 CSA-69 Advisory Committee minutes. Motion carried.

---

### 4. STAFF REPORTS

#### A. Budget and Financial Report for Q4 and End of Year (EOY) – Sheri Shahri

1) Revenue by Source

Resident transports	\$ 2,856,578	
Non-resident transports	\$ <u>965,095</u>	
<b>Total Ambulance Transport Revenue</b>		\$3,821,673
Benefit Fee		\$2,546,214
Property tax		\$ 600,945
Interest, Penalties & Other		\$ <u>509,282</u>
<b>Total Revenue</b>		<b>\$7,478,114</b>

- Interest, penalties and other includes Ground Emergency Medical Transport (GEMT), \$305,236. GEMT amounts are not guaranteed and will fluctuate from year to year which impacts the Compound Annual Growth Rate (CAGR) for this report.
- Benefit fees were approved to go up FY2018/19 by 3.01% to \$55.39 for November 2018. Previous FY2017/18 benefit fees were \$53.77.

2) Expenditure by Source

Ambulance	\$ 6,361,298	
Billing & Collection Services	\$ 204,272	
County-Admin Services	\$ 163,980	
Wildan	\$ 4,544	
Sacramento Fire Contracts	\$ <u>15,826</u>	
<b>Total Expenses</b>		<b>\$ 6,749,920</b>

- Ambulance expense is up 15% from last year due to an increase in contract pricing/contract renewal.
- Billing and collection services includes prior year invoices, \$33,000.

3) Budget Year over Year

Revenue		
FY2017/18 Actual		\$ 7,478,114
FY2018/19 Budget		\$ 7,016,896
Expenditures:		
FY2017/18 Actual		\$ 6,749,920
FY2018/19 Budget		\$ 7,246,423

- The GEMT amount is estimated by COSD Fiscal and can fluctuate. Actuals will be collected in subsequent years at a lower amount.

4) Cash Balance was projected from FY2017/18 through FY2028/29

- 5) Resident and non-resident transports were given from July to June FY2016/17 through FY2017/18.
- 6) Net collection historic average, FY2016/17 and FY2017/18 July to June were presented.
- 7) Payer mix included FY2016/17 and FY2017/18 percentages of Medicare, Medicare HMO, Medi-Cal, Medi-Cal HMO, Insurance and private payer.

**B. At the May 10, 2018 CSA69 Advisory Committee meeting, CSA69 members requested a fee increase model presentation and fee increase projections to maintain the current model of two (2) firefighter paramedics on transporting ambulances, an additional half time unit (12 hours) and an additional full-time unit.**

A power point presentation on CSA69 Fee Increase Models was provided, which included the following:

- 1) Biennial fee increases of \$250 with an additional half time unit (12 hours)
  - Resident fees are based on 6,800 transports at \$900 per transfer. Calculations are based on a \$250 increase every other year. Collected amounts for resident fees are 33%.
  - Non-resident fees are \$1,050, the average number of transports are 2,300, collection rates are at 33%.
  - Revenue collected includes transport fees, benefit fees, taxes and GEMT. Additions and reductions from the reserve and required 180-day amount are to be retained in the cash reserve. \$250 every other year will have to continue to retain the required 180-day amount of cash reserve.
- 2) Biennial fee increases of \$250 for an additional full-time unit were calculated. At the end of FY 2020/21 the cash balance will be below the required 180-day recommended reserve.
- 3) GEMT fund calculations come from the County ORACLE system. First four (4) revenue entries were from prior years FY2013/14 - FY2016/17 in the amount of \$201,408, \$103,828 is an estimate for FY2017/18. Once payments are caught up the annual amount will be much smaller.  
\*An explanation of GEMT was given. GEMT is a state fund for ground medical transport of Medicaid/Medi-Cal patients. The County submits a claim to the state for supplemental reimbursement payment of uncompensated costs for Medi-Cal service transports.
- 4) Impact of fee increase for FY18/19 and FY25/26  
Subsidized cost per transfer goes up drastically for both resident and non-resident FY2018/19 to FY2025/26. By FY2025/26 the subsidized cost will increase from \$1407.15 (FY2018/19) to \$2,497 (FY2025/26).

**C. County Report**

- 1) The County uses the Health Services Capacity Plan to manage the surge of patients during the flu season or for other reasons. The current plan is going through a revision and has evolved to be more of an 'All Hazard Capacity Plan'. Working collaboratively with the entire Health Care Community, the County uses the plan to monitor and manage the larger system including monitoring EMS transport destinations, and to track

offload times and hospital bed availability. The plan can be used during the influenza season, fires or a natural disaster to monitor and hopefully lessen the severity on system community resources.

- 2) County EMS is monitoring out-of-county fire line paramedic staffing via daily updates from the Fire Service Operational Area Coordinator.
- 3) New policies and treatment protocols were in effect as of July 1, 2018. These include management of pain medication and the use of fentanyl. The State has also approved the use of ketamine as a local scope of practice for management of pain. A Ketamine policy will be released on or about July 2019.
- 4) County EMS fees
  - Fees were raised on July 1, 2018 from \$40 to \$63. The next increase will be in July 2019 to \$83.
  - Effective July 1, 2018 Paramedics and Mobile Intensive Care Nurses (MICNs) that renew their credential on time can do so with no fee. Renewing expired credentials are charged the renewal fee.
- 5) It was recommended for an increase awareness and vigilance of Middle East Respiratory System (MERS) symptoms. Persons who have traveled in or near the Arabian Peninsula for the annual Haj will be asked questions regarding their trip when returning to the United States.

#### **D. Fire Agency/Operation Chiefs Meeting Reports - Bernie Molloy**

A power point presentation on CSA69 Incidents Per Year from 2011 – 2017 was given, which included the number of service calls and average of incidents per CSA69 ambulance; the number of incidences that increased from 2011 to 2017; and mutual aid incidents.

##### Lakeside – Bernie Molloy

- Have two (2) new CSA69 ambulance paramedics. Four (4) open positions. Applications are now being accepted.
- Front line ambulance mileage:
  - 66,000 miles per calendar year on Medic 1 unit
  - 2, 61,000 miles on Medic 2 unit.
- Lakeside is initiating a recruitment hiring video on their website

##### Santee – Justin Matsushita

- Have one (1) new medic unit and one (1) out for re-chassis versus a new purchase.
- Ambulances accumulate approximately 75mi/year, have a 2-year frontline status.
- Five (5) paramedics are finishing probation.
- Santee is initiating a recruitment hiring video on the website.
- Open house on October 13, 10 am – 2 pm at Station 5 by the Santee Lakes. There will be a 3<sup>rd</sup> grade poster contest.
- There was an anticipated heat advisory July 24-26 that triggered a surge in staffing for Santee and Lakeside. A report will be sent to the County.

---

#### 4. OLD BUSINESS

---

##### A. Request from the committee regarding 5<sup>th</sup> Ambulance Funding

- 1) Advice and direction from the CSA69 committee regarding budgets from agencies and contractors will go to County fiscal for approval.
- 2) Information was explained regarding the consultant procurement, process of hiring a consultant (who will provide reports for future forecast and revenue projections), and the timing and selection.

##### Discussion on CSA69 financial status:

- Reviewing the \$250 increase for transports.
- Total revenue versus expenditures.
- Determining year to year collection growth, incident numbers and transport volume. The ability to calculate the number of transports is based on current trends in healthcare, the healthcare delivery system and the need for ambulance service.
- Solvency of CSA69. Breakeven point for required cash balance. Non-resident charges, every year increase. Growth built into the collections.
- Maintain increase of \$250 each year for residents and non-residents adds \$750,000 a year. The cost of adding an ambulance is currently \$1.7 million and goes up about half million each year.
- Review data and calculations for no additional unit, 4 units (status quo), 4.5 units and 5 units.
- CSA69 Advisory Committee direction for the next step

##### **Action Item:**

Calculation projection: resident fee increase of \$250 every other year for four cycles/eight years and a non-resident fee increase of \$250 every year for eight years. Expenditures at 4.0 units (no additional unit), 4.5 units and 5.0 units.

**A motion was made by Stephen Houlahan, seconded by Jim Peasley to approve the request for calculation projection of resident and non-resident increases for a period of eight years and expenditures for the current model of 4 units, and additional half time unit (12 hours) and an additional full-time unit.**

---

#### 6. NEW BUSINESS

---

No new business

---

#### 8. SET NEXT MEETING/ADJOURNMENT

---

The next CSA-69 Advisory Committee will meet on Thursday, November 8, 2018, 4:00 pm at the Lakeside Fire Department Administrative Office, 12216 Lakeside Avenue, Lakeside, CA 92040.

The meeting was adjourned at 5:04 pm.