

City of Chula Vista Fire Department Ambulance Transport System

System Update
April 9, 2021 – October 9, 2021

Ambulance Transport System (ATS) Overview

January 2020 – Council Approved ATS

- Independent Study
- System Options

May 2020 – CVFD Hosted Virtual Public Workshop

May 2020 – Council Approved:

- Partner Contracts
- Capital Purchases
- Personnel Hiring

June 2020 –

- Measure A COC Approves Temporary Startup Costs Loan
- Council Approved Measure A Temporary Start Costs Loan

ATS Overview (continued...)

October 2020 – Partner Agency Contracts Finalized

February 2021 – Capitol Equipment Purchased, Outfitted, and Received by the city

March 2021 – ATS Personnel Hired & Trained

April 9, 2021 @ 7:30 am – City Assumed ATS Services

ATS Goals

Service Delivery Improvement

- Ability to position ambulances for best performance in our service area
- Responding ambulance units need to be stationed and originate from within the Service Area
- Balanced response times throughout the service area
- Increase ambulance unit hours to meet projected demand
- Provide greater efficiency for dispatching ambulance units and unify use of radio communications and information technology
- Unified medical direction and continuity of patient care
- Improved data access and analytics

ATS Goals (continued...)

Service Cost Improvement

- Reduce base rate cost and minimize fluctuations
- Leverage federal reimbursements of \$3.5 million
- Reinvestment of revenues into system

ATS Compliance Requirements

Bonita Fire Protection District

- All EMS Calls for Service Within **12 Minutes @ 90%**










Chula Vista

- ALS EMS Calls for Service Within **12 Minutes @ 90%**
- BLS EMS Calls for Service Within **20 Minutes @ 90%**

Imperial Beach

- ALS EMS Calls for Service Within **12 Minutes @ 90%**
- BLS EMS Calls for Service Within **20 Minutes @ 90%**

ATS Performance Comparison

	Previous Contractor	CVFD ATS		Delta %	Delta Count
	Oct 8, 2020 to Apr 8, 2021		Apr 10, 2021 to Oct 10, 2021		
Total Calls for Service	8032		8971	 11.7%	 939
ALS Calls for Service w/in 12 Minutes @ 90%	88.9%		95.6%	 7.5%	 6.6%
BLS Calls for Service w/in 20 Minutes @ 90%	89.3%		98.2%	 9.9%	 8.9%

*April 9, 2021 excluded due to commingling of data on this overlap day of transfer of services.

October 27, 2021














ATS Performance Comparison

	Previous Contractor Oct 8, 2020 to Apr 8, 2021		CVFD ATS Apr 10, 2021 to Oct 10, 2021	Delta %	Delta Count
Total Calls for Service	8032	↑	8971	↑ 11.7%	↑ 939
ALS Calls for Service <u>Average</u> Response Time	0:08:23	↓	0:05:54	↓ -29.6%	↓ 0:02:29
BLS Calls for Service <u>Average</u> Response Time	0:13:29	↓	0:07:35	↓ -43.8%	↓ 0:05:54
System Overload - Requires Mutual Aid	860	↓	56	↓ -93.5%	↓ 804
Greater than 20 Minute Response Time	45	↓	40	↓ -11%	↓ 5

*April 9, 2021 excluded due to commingling of data on this overlap day of transfer of services.

October 27, 2021

ATS Comparison by Fire Station

	Previous Contractor		CVFD ATS
	Oct 8, 2020 to Apr 8, 2021		Apr 10, 2021 to Oct 10, 2021
Total Calls for Service	8032		8971
Bonita FS38			95.9%
Imperial Beach FS39			93.4%
Chula Vista FS1	93.5%		96.0%
Chula Vista FS2	94.6%		96.8%
Chula Vista FS3	90.9%		95.4%
Chula Vista FS4	88.2%		94.0%
Chula Vista FS5	89.2%		96.6%
Chula Vista FS6	79.6%		93.5%
Chula Vista FS7	82.1%		96.8%
Chula Vista FS8	67.5%		91.2%
Chula Vista FS9	89.7%		97.5%
Chula Vista FS10	64.8%		90.3%

Billing Rates

Base Rate Comparison	Previous Contractor (Effective dates varies)	Current ATS System (4/9/2021-10/9/2021)	Delta \$
Base Rate <i>(previous contractor 2020)</i>	\$ 3,881.56	\$ 2,800.00	\$ (1,081.56)
Ancillary Fees			
Oxygen <i>(previous contractor 2019)</i>	\$ 156.54	\$ 104.70	\$ (51.84)
Mileage/mile <i>(previous contractor 2019)</i>	\$ 43.33	\$ 41.73	\$ (1.60)
Night Charge <i>(previous contractor 2019)</i>	\$ 155.09	\$ 76.60	\$ (78.49)
Gross Billing per Transport	Not Provided	\$ 3,184.97	-
Net Billing per Transport	Not Provided	\$ 1,352.88	-

ATS Payor Mix

Payor Mix - Estimated for One Year	Number of Transports	Total
Medicare	7,051	41.00%
MediCal	4,729	27.50%
Commercial	3,267	19.00%
Private	2,149	12.50%
Total	17,196	100%

Current Payor Mix - 4/9/2021-10/9/2021	Number of Transports	Total
Medicare	3,792	40.41%
MediCal	2,733	29.12%
Commercial	1,434	15.28%
Private	1,425	15.19%
Total	9,384	100%

Billing & Collections

Net payments for 4/9/2021-9/30/2021 is \$3,261,021.66

Collection rate for period is 25.54%, meeting expectations for one-time ramp up period

Federal reimbursements

- The City has just received its first invoice for the QAF program, and we are awaiting our first enhanced revenue from MediCal

Billing & Collections (continued...)

Factors affecting collection rate:

- Medicare application approved on August 13, 2021
- MediCal application approved on August 10, 2021
- Collection rate includes transports billed but still outstanding due to recent application approval
- Combined makes up 69% of current payor mix

Average Transports Per Day

Original Projected Transports per day: 48

Actual Transport Averages:

- July Average per Day: 51.5

- August Average per Day: 57.1

- September Average per Day: 52.7

6 Month Average per Day: 52.2

Financial Status

	FY21 Total	FY22 July	FY22 August	FY22 September
Cash In				
Cash from BOFA Loan	4,478,283.69	-	-	-
Cash from Measure A Loan	3,209,317.49	-	-	-
Cash from Billing Collections	393,186.91	802,423.88	1,123,135.57	942,275.30
Total Cash In	8,080,788.09	802,423.88	1,123,135.57	942,275.30
Cash Out				
Personnel	1,455,289.00	583,448.77	431,026.86	601,284.45
Supplies & Services	1,452,149.00	83,119.33	84,392.45	179,013.71
Capital	4,542,937.00	-	-	-
Other	257,135.00	464,055.77	-	-
Total Cash Out	7,707,510.00	1,130,623.87	515,419.31	780,298.16
Total Cash Over/(Under)	373,278.09	(328,199.99)	607,716.26	161,977.14
Cumulative Cash Over/(Under)	373,278.09	45,078.10	652,794.36	814,771.50

Additional Information

- How many government providers of EMS have moved from a private to public service delivery model.
- FRALS-EMS System
- Staffing
- Overtime
- Technology
- Mutual Aid
- Medical protocols are unchanged

ATS Overview Conclusion

Questions...