



Delta Ambulance Response Team (DART)

Delta Community Non-Profit EMS

April 16, 2025

Objectives/Vision



1

Contract with ALS provider for up to 12 months to prevent any lapse in service

2

Initiate start-up sequence of community-owned non-profit EMS (DART)

3

9-12 months rollout transition from ALS provider to community-owned non-profit EMS

Start-Up



Non-Profit Organization Formation

1. RAES initiates community-owned EMS non-profit until established
2. Initiate 501c(3)
3. Physician Sponsor
4. DEA authorization
5. NPI/Medicaid Numbers

Secure Funding and Assets

1. Funding
2. Ambulance Lease or Purchase
3. Ambulance Equipment Purchase

Hire Resources

1. EMS Director/ Coordinator
2. Paramedic/EMT 3 (3 each)
3. EMT 1 or EMT 2 (3 each)

Responsibilities



City of Delta Junction

- PILT
- Additional funding from landfill
- Interim ALS contract (up to 12 months)
- Facilities
- 911/ALMR equipment

RAES

- Initiate community-owned non-profit EMS
- Community Donations
- Grants
- Corporate Donations
- Fundraising

DCC

- CAP
- Grants
- Funding

Fort Greely

- Mutual Aid Agreement for ALS

Non-Profit Board Of Directors



Delta Ambulance Response Team (DART) Board

RAES Representative

City Representative

Physician Sponsor
or approved representative

RDVFD Representative

DCC Representative

Corporate Representative

\$50K donation + annual

Ft. Greely Representative
non-voting

Public Member 1
voted in by contributing members

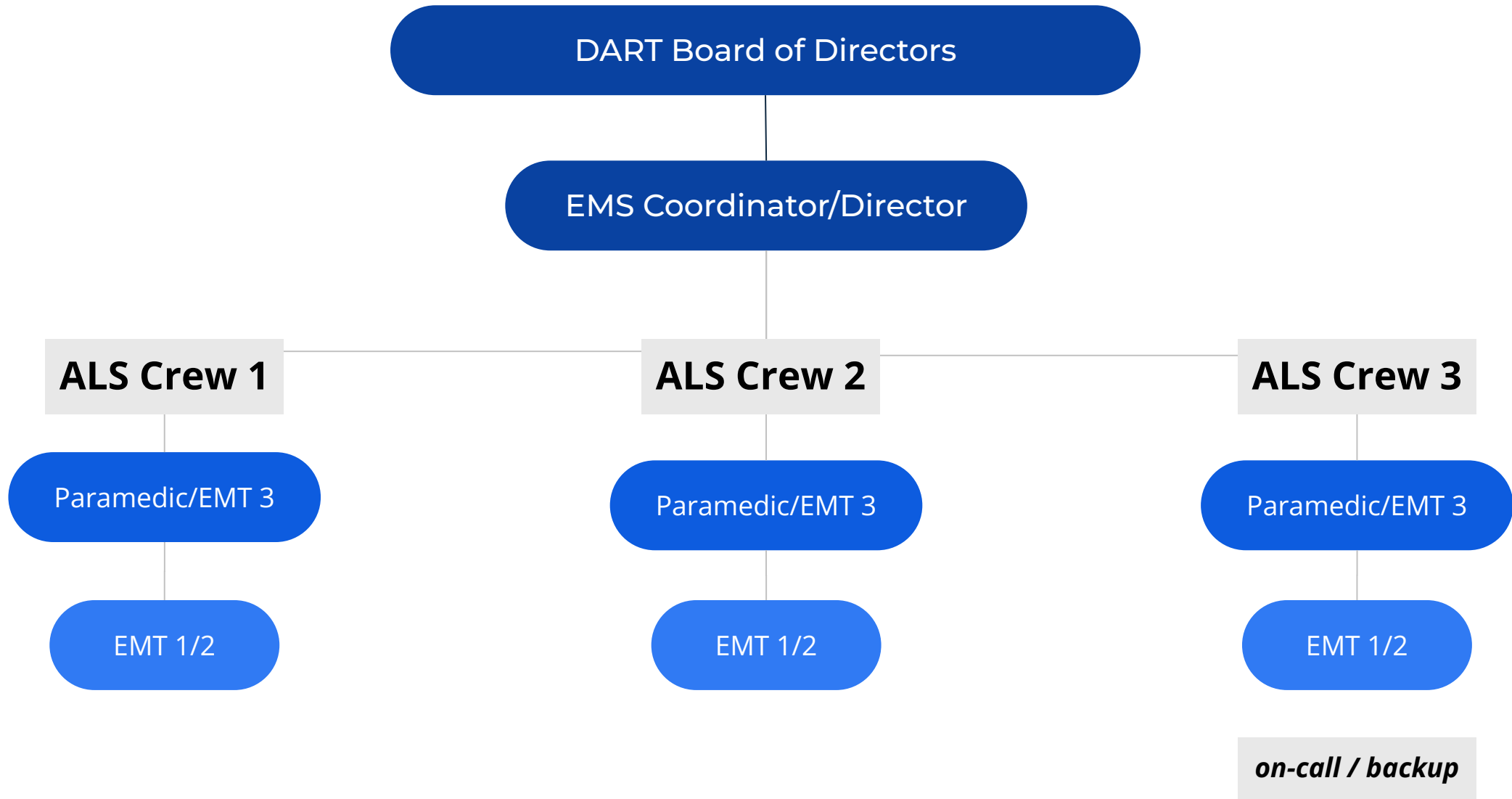
Public Member 2
voted in by contributing members

Public Member 3
voted in by contributing members

Public Member 4
voted in by contributing members

Elected by the contributing members of the
non-profit

DART Organization Structure



EMS Coordinator/Director



01

Daily Operations

- Employee management
- Payroll
- Emergency Medical Record run-log

02

Billing/Finances

- Use 3rd party billing agency for first 6-12 months for smooth operational transition, then take over billing
- Grant Funding

03

Communications/ Reporting

- Liaison to Physician Sponsor
- Liaison to Board
- Training/certification tracking
- Monthly State Reporting
- Medication Inventory/DEA Reporting

ALS Crews Details



ALS Crews		Full Time	Responsibilities
1	Paramedic (LEAD) EMT 1/2	✓	<ul style="list-style-type: none">• Paramedic: Maintains runs log/EMRs, maintains ambulance, inventories ambulance, CC for purchases up to \$500, maintains license• EMT 1/2: Maintains certifications, daily tasks delegated by lead
2	Paramedic (LEAD) EMT 1/2	✓	<ul style="list-style-type: none">• Paramedic: Maintains runs log/EMRs, maintains ambulance, inventories ambulance, CC for purchases up to \$500, maintains license• EMT 1/2: Maintains certifications, daily tasks delegated by lead
3	Paramedic (LEAD) EMT 1/2		<ul style="list-style-type: none">• Paramedic: Maintains runs log/EMRs, maintains ambulance, inventories ambulance, CC for purchases up to \$500, maintains license• EMT 1/2: Maintains certifications, daily tasks delegated by lead• On-call for backup

City of Delta Junction Responsibilities



Use of Fire Station,
Quarters, and Office

Mutual Aid Agreement
(ALS)

Billing for SEMT Grant

ALMR Radios

PILT Grant

911 Service Contract

Interim ALS Contract up
to 12 months

Funding (landfill, etc.)

RAES Responsibilities



Initiate non-profit
community-owned EMS

Large Grant Funding

Endowment Fund

Community Donations

Corporate Donations

Fundraisers

Deltana Community Corporation Responsibilities



CAP Funds

Grants

Funding

Start-Up Costs



Expenses	Start-Up Costs
Ambulance and Equipment Costs	
Vehicle #1 (Main-4x4) (Used under 20k miles)	\$225,000
Lifepak Monitor (refurbished)	\$30,000
Gurney/Loading System (assisted)	\$30,000
All Other Medical Supplies	\$25,000
Vehicle #1 Total	\$310,000
Vehicle #2 (Secondary) (Used under 20k miles)	\$185,000
Lifepak Monitor (refurbished)	\$20,000
Gurney/Loading System (non-assisted)	\$15,000
All Other Medical Supplies	\$20,000
Vehicle #2 Total	\$240,000
Vehicle #3 (back up- well used)	
Vehicle #3 Total	\$75,000
Building & Apartment	
City of Delta Jct Contract/Lease (yearly)	\$0.00
Technology	
Router (high power First Net capable)	\$3,600
Mobile VHF P25 radio	\$15,000
Portable Radios- ALMR (Use City of DJ Current)	\$55,000
Rugged Laptops/Tablets for EMR (EPCR)	\$10,000
Cell Phones (First Net Capable) Monthly Service (3 phones)	\$3,000
Technology Total	\$86,600
TOTAL START-UP	\$711,600

Employee Salaries



Annual Employee Salaries	Salary & Benefits
Administration	
EMS Coordinator/Manager	\$95,000
Benefits Package (30%)	\$28,500
Administration Total	\$123,500
EMS Crews	
Crew #1 & #2 (Week on /Week off) - PRIMARY	
Paramedic/EMT3 (Lead)	\$80,000 x 2
EMT 1 or 2	\$58,760 x 2
Crew #1 Benefits Package (30%)	\$41,628 x 2
Crew #1 & #2 Total	\$180,388 x 2 = \$360,776
Crew # 3 (On-Call /Part-time) - BACKUP	
Paramedic/EMT3	\$40,000
EMT 1 or 2	\$26,880
Crew # 3 Benefits Package	\$20,064
Crew #3 Total	\$86,944
TOTAL SALARIES & BENEFITS	\$571,220



Costs of Start-Up Year

Cost	Amount
Annual Training Costs	\$10,800
Ongoing Biennial recertification costs	\$300
Initial certification exam	\$2,400
Biennial continuing education	\$7,200
AT&T First Net Phones	\$900
Annual Physician Sponsor	\$75,000
General Liability /Personal Liability/Vehicle	\$25,000
Worker's Comp	\$25,000
Vehicle Expenses	\$83,300
Medical Supplies	\$75,000
Initial Operating Funds until billing recoverables are received	\$500,000
Administrative Costs (10% of annual budget)	\$90,650
START-UP COSTS	\$2,001,920.00

Annual Operations Budget & Income



Annual Operations Summary	Total	Assumptions
Annual Operations	\$944,274	
Grand Total Annual Budget	\$1,038,701	
Billing	\$316,200	Estimated return at 30% for 340 runs per year at \$3100 per ALS run.
City of Delta Junction - Landfill Revenue	\$233,400	Current \$0.03 with potential up to increase to \$0.15 per ton, potential increase of \$233k annually based off 2024 landfill calculation of 3890 tons.
Guaranteed Income	\$549,600	
Loss (\$489,101)		<i>Budget Shortfall – Funds needed to sustain ALS service</i>

Contributions & Potential Grants



Contributions			
Contribution Source	Total		Assumptions
Community Donation	\$52,054		\$25 a month per household member to cover budgetary shortfall of \$400k+
Corporate Sponsorship	???		Possibility of capturing \$100K + annually for all contractors: Pogo, Kinross, Doyon, Boeing, Conoco Phillips, etc
Fundraising	???		RAES Future ideas / Endowment
Potential Grants			
Potential Grants	Total		Notes
PILT -City	\$300,000		Potential \$600k (unlikely this high dollar amount)
DCC CAP	\$47,500		DCC Cap potential funds \$75k
SEMT GRANT- City Billing	\$102,570		SEMT grant on \$1M billed/\$316k received in billing 15% loss revenue of \$684k

Morley Purchase Option - Part 1



Expenses	Start-Up Costs Fixed	Annual Cost Depreciation	Assumptions
Ambulance and Equipment Costs			
Vehicle #1 (Main-4x4) (Purchase from Morley)	\$125,000.00	\$19,100.00	Medical Equipment life 10 years- Use Straight line deprecation for all equipment and ambulance of 10 years.
LifePak (refurbished)	\$25,000.00		
Gurney/Loading System (assisted)	\$16,000.00		
All Other Medical Supplies	\$25,000.00		
Vehicle #1	\$191,000.00		
Vehicle #2 (Secondary) (Purchase from Morley)	\$100,000.00	\$14,650.00	
LifePak (refurbished)	\$18,000.00		
Gurney/Loading System (non-assisted)	\$8,500.00		
All Other Medical Supplies	\$20,000.00		
Vehicle #2	\$146,500.00		
Vehicle # 3 (back up- well used)	\$50,000.00	\$5,000.00	
Building & Apartment			
City of Delta Jct Contract/Lease (yearly)	\$0.00	\$0.00	\$45250 City Contribution providing quarters
Technology		\$16,454.00	Added in 5000, for contingency - 3 yr Depreciation
Router (high power First Net capable)	\$3,600.00		1200 per truck
Mobile VHF P25 radio	\$15,000.00		5000 per truck
Portable Radios- ALMR (Use City of DJ Current)	\$55,000.00		Use City of DJ Current ALMR portables
Rugged Laptops/Tablets for EMR (EPCR)	\$10,000.00		ePCR= electronic Patient Care Report Service, 5000 per laptop/tablet
Cell Phones (First Net Capable) Monthly Service (3 phones)	\$3,000.00		150 per month through AT&T for 3 phones (1 phones for admin)
Total Technology	\$86,600.00		
TOTAL START-UP	\$474,100.00	\$55,204.00	
Annual Employee Salaries			
	Salary & Benefits		ASSUMPTIONS
Administration	\$123,500.00		ALS Service 24/7/365 Coverage Rate of es is salaried, not overtime eligible. EMS Coordinator will wear multiple hats to include daily operations, ce billing, and training coordinator. Salary calculations based off paramedic, annual cost could decrease with EMT 3 as main hire. Benefits are calculated at 30% of salary. Benefits package of part-time crew is lculated at 15%/ Use Volunteer to save costs on relief crews
EMS Coordinator/Manager & Ins Biller	\$95,000.00		
Benefits Package	\$28,500.00		
Crew #1 (Week on /Week off)	\$180,388.00		
Paramedic/EMT3	\$80,000.00		
EMT 1 or 2	\$58,760.00		
Crew #1 Benefits Package	\$41,628.00		
Crew #2 (Week on /Week off)	\$180,388.00		
Paramedic/EMT3	\$80,000.00		
EMT 1 or 1	\$58,760.00		
Crew # 2 Benefits Package	\$41,628.00		
Crew # 3 (On-Call /Part-time)	\$86,944.00		
Paramedic/EMT3	\$40,000.00		
EMT 1 or 2	\$26,880.00		
Crew # 3 Benefits Package	\$20,064.00		
TOTAL SALALARIES & BENEFITS	\$571,220.00		
Annual Training Costs	\$10,800.00		

Morley Purchase Option - Part 2



Ongoing Biennial re-certification costs	\$300.00		100 per person for half stall of 3 per year
Initial certification exam	\$2,400.00		1200 for 2 positions a year
Biennial continuing education	\$7,200.00		1200 allotment for each staff of 6
AT&T First Net Phones	\$900.00		75 month for 2 phones
Annual Physician Sponsor	\$75,000.00		
Insurance	\$50,000.00		
General Liability /Personal Liability/Vehicles	\$25,000.00		Estimated Values- (1 employee Admin @ 100k coverage ; 6 employee medical @ 500k)
Worker's Comp	\$25,000.00		
Vehicle Expenses	\$83,300.00		Calculated out at \$0.98 for 85k miles per year based off 425 runs
Medical Supplies	\$75,000.00		
Contingency Funds	\$500,000.00		Used in Interim to pay salaries & expenses
Administrative Costs (10% of annual budget)	\$92,052.40		
START-UP COSTS	\$1,764,420.00		
ANNUAL OPERATIONS	\$920,524.00		
GRAND TOTAL ANNUAL BUDGET	\$1,012,576.40		
INCOME			
Billing	\$316,200.00		Estimated return at 30% return for 340 runs per year at \$3100 per ALS Run
City of Delta Junction - Landfill Revenue	\$233,400.00		Current \$.03 with potential up to increase to \$.15 per ton, potential increase of \$233k annually based off 2024 landfill calculation of 3890 ton.
Guaranteed Income	\$549,600.00		
Loss/Gain	-\$462,976.40		
CONTRIBUTIONS			
Community Donation	\$52,053.76		\$25 per per/month per household (potential no taxation)
Corporate Sponsorship			Possibility of capturing \$100K + annually for all contractors- Pogo, Kinross, Doyon, Boeing, Lockheed Martin, Conoco Phillips,
Fundraising			RAES Future ideas
POTENTIAL GRANTS			
PILT -City	\$300,000.00		Potential \$600k (unlikely this high dollar amount)
DCC CAP	\$47,500.00		DCC Cap potential funds \$47k
SEMT GRANT- City Billing	\$102,570.00		SEMT grant on \$1M billed/\$316k received in billing 15% loss revenue of \$689k
PROJECTED ANNUAL INCOME	\$1,051,723.76		
LOSS/GAIN	\$39,147.36		Possibility of in the black

Morley Lease Option - Part 1



Expenses	Start-Up Costs	Fixed	Annual Cost Depreciation	Assumptions
Ambulance and Equipment Costs				
Vehicle #1 (Main-4x4) (Morley Lease)	\$36,000.00			Medical Equipment life 10 years- Use Straight line depreciation for all equipment and ambulance of 10 years. First year of lease paid immediately at start-up Lease is \$3000 month/per Ambulance
LifePak (refurbished)	\$25,000.00			
Gurney/Loading System (assisted)	\$16,000.00			
All Other Medical Supplies	\$25,000.00		\$10,200.00	
Vehicle #1	\$102,000.00			
Vehicle #2 (Secondary) (Morley Lease)	\$36,000.00			
LifePak (refurbished)	\$18,000.00			
Gurney/Loading System (non-assisted)	\$8,500.00			
All Other Medical Supplies	\$20,000.00		\$8,250.00	
Vehicle #2	\$82,500.00			
Vehicle # 3 (back up- well used)	\$50,000.00		\$5,000.00	
Building & Apartment				
City of Delta Jct Contract/Lease (yearly)	\$0.00		\$0.00	\$45250 City contribution with quarters
Technology	\$86,600.00		\$16,454.00	Added in 5000, for contingency - 3 yr Depreciation
Router (high power First Net capable)	\$3,600.00			1200 per truck
Mobile VHF P25 radio	\$15,000.00			5000 per truck
Portable Radios- ALMR (Use City of DJ Current)	\$55,000.00			Use City of DJ Current ALMR portables \$5500
Rugged Laptops/Tablets for EMR (EPCR)	\$10,000.00			ePCR= electronic Patient Care Report Service, 5000 per laptop/tablet
Cell Phones (First Net Capable) Monthly Service (3 phones)	\$3,000.00			150 per month through AT&T for 3 phones (1 phones for admin)
TOTAL START-UP	\$321,100.00		\$39,904.00	
Annual Employee Salaries				
	Salary & Benefits			ASSUMPTIONS
Administration	\$123,500.00			
EMS Coordinator/Manager & Ins Biller	\$95,000.00			ALS Service 24/7/365 Coverage Rate of
Benefits Package	\$28,500.00			es is salaried, not overtime eligible.
Crew #1 (Week on /Week off)	\$180,388.00			EMS Coordinator will wear multiple hats to include daily operations,
Paramedic/EMT3	\$80,000.00			te billing, and training coordinator.
EMT 1 or 2	\$58,760.00			Salary calculations based off paramedic, annual cost could decrease
Crew #1 Benefits Package	\$41,628.00			with EMT 3 as main hire. Benefits
Crew #2 (Week on /Week off)	\$180,388.00			are calculated at 30% of salary. Benefits package of part-time crew is
Paramedic/EMT3	\$80,000.00			culated at 15%/ Use Volunteer to save costs on relief crews
EMT 1 or 2	\$58,760.00			
Crew # 2 Benefits Package	\$41,628.00			
Crew # 3 (On-Call /Part-time)	\$76,912.00			
Paramedic/EMT3	\$40,000.00			
EMT 1 or 2	\$26,880.00			
Crew # 3 Benefits Package	\$10,032.00			
TOTAL SALALARIES & BENEFITS	\$561,188.00			
Annual Training Costs	\$10,800.00			

Morley Lease Option - Part 2



Ongoing Biennial re-certification costs	\$300.00	100 per person for half stall of 3 per year
Initial certification exam	\$2,400.00	1200 for 2 positions a year
Biennial continuing education	\$7,200.00	1200 allotment for each staff of 6
AT&T First Net Phones	\$900.00	75 month for 2 phones
Annual Physician Sponsor	\$50,000.00	
Insurance	\$50,000.00	
General Liability /Personal Liability/Vehicle	\$25,000.00	Estimated Values- 1 employee clerical @ 100k, 6 employee medical @
Worker's Comp	\$25,000.00	500k
Vehicle Expenses	\$155,300.00	Calculated out at \$0.98 for 85k miles per year based off 425 runs plus \$72k yearly ambulance lease
Medical Supplies	\$75,000.00	
Contingency Funds	\$500,000.00	Used in Interim to pay salaries & expenses
Administrative Costs (10% of annual budget)	\$94,219.20	
START-UP COSTS	\$1,648,388.00	
ANNUAL OPERATIONS	\$942,192.00	
GRAND TOTAL ANNUAL BUDGET	\$1,036,411.20	
INCOME		
Billing	\$316,200.00	Estimated return at 30% return for 340runs per year at 3100 per ALS Run
City of Delta Junction - Landfill Revenue	\$233,400.00	Current \$.03 with potential up to increase to \$.15 per ton, potential increase of \$233k annually based off 2024 landfill calculation of 3890 ton.
Guaranteed Income	\$549,600.00	
Loss/Gain	-\$486,811.20	
CONTRIBUTIONS		
Community Donation	\$52,053.76	\$25 per per/month per household (potential no taxation)
Corporate Sponsorship		Possibility of caputring \$100K + annually for all contractors- Pogo, Kinross, Doyon, Boeing, Lockheed Martin, Conoco Phillips,
Fundraising		RAES Future ideas
POTENTIAL GRANTS		
PILT -City	\$300,000.00	Potential \$600k (unlikely this high dollar amount)
DCC CAP	\$47,500.00	DCC Cap potential funds \$47k
SEMT GRANT- City Billing	\$102,570.00	SEMT grant based on \$1M billed/\$316k received in billing 15% loss revenue of \$689k
PROJECTED ANNUAL INCOME	\$1,051,723.76	
LOSS/GAIN	\$15,312.56	Possibility of in the black

DMT Lease Option - Part 1



Expenses	Start-Up Costs	Fixed	Annual Cost Depreciation	Assumptions
Ambulance and Equipment Costs				
Vehicle #1 (Van) (DMT Lease)	\$48,000.00		\$6,000.00	Amulances leased fully equiped until we are able to get grants to replace ambulances and all equipment. Medical Equipment life 10 years- Use Straight line decreciation for all equipment and ambulance of 10 years. Lease is \$5000 month/per ambulance with ALL Medical equipment
LifePak (included in lease)	\$12,000.00			
Gurney/Loading System (assisted)(included)	\$0.00			
All Other Medical Supplies (included)	\$0.00			
Vehicle #1	\$60,000.00			
Vehicle #2 (Secondary) (DMT Lease)	\$48,000.00		\$6,000.00	
LifePak (included in lease)	\$12,000.00			
Gurney/Loading System (included in lease)	\$0.00			
All Other Medical Supplies (included in lease)	\$0.00			
Vehicle #2	\$60,000.00			
Vehicle # 3 (back up- well used)	\$50,000.00		\$5,000.00	
Building & Apartment				
City of Delta Jct Contract/Lease (yearly)	\$0.00		\$0.00	\$45250 City's Contribution via providing quarters
Technology	\$86,600.00		\$16,454.00	Added in 5000, for contingency - 3 yr Depreciation
Router (high power First Net capable)	\$3,600.00			1200 per truck
Mobile VHF P25 radio	\$15,000.00			5000 per truck
Portable Radios- ALMR (Use City of DJ Current)	\$55,000.00			Use City of DJ Current ALMR portables (\$5500)
Rugged Laptops/Tablets for EMR (EPCR)	\$10,000.00			ePCR= electronic Patient Care Report Service, 5000 per laptop/tablet
Cell Phones (First Net Capable) Monthly Service (3 phones)	\$3,000.00			150 per month through AT&T for 3 phones (1 phones for admin)
TOTAL START-UP	\$256,600.00		\$33,454.00	
Annual Employee Salaries				
Annual Employee Salaries	Salary & Benefits			ASSUMPTIONS
Administration	\$123,500.00			
EMS Coordinator/Manager & Ins Biller	\$95,000.00			ALS Service 24/7/365 Coverage Rate
Benefits Package	\$28,500.00			es is salaried, not overtime eligible.
Crew #1 (Week on /Week off)	\$180,388.00			EMS Coordinator will wear multiple hats to include daily
Paramedic/EMT3 (Lead)	\$80,000.00			france billing, and training coordinator.
EMT 1 or 2	\$58,760.00			Salary calculations based off paramedic, annual cost could
Crew #1 Benefits Package	\$41,628.00			decrease with EMT 3 as main hire.
Crew #2 (Week on /Week off)	\$180,388.00			Benefits are calculated at 30% of salary. Not PERS Benefits
Paramedic/EMT3 (Lead)	\$80,000.00			ne crew is calculated at 15%/
EMT 1 or 1	\$58,760.00			Use Volunteer to save costs on relief crews
Crew # 2 Benefits Package	\$41,628.00			
Crew # 3 (On-Call /Part-time)	\$86,944.00			
Paramedic/EMT3	\$40,000.00			
EMT 1 or 2	\$26,880.00			
Crew # 3 Benefits Package	\$20,064.00			
TOTAL SALALARIES & BENEFITS	\$571,220.00			
Annual Training Costs	\$10,800.00			

DMT Lease Option - Part 2



Ongoing Biennial re-certification costs	\$300.00	100 per person for half stall of 3 per year
Initial certification exam	\$2,400.00	1200 for 2 positions a year
Biennial continuing education	\$7,200.00	1200 allotment for each staff of 6
AT&T First Net Phones	\$900.00	75 month for 2 phones
Annual Physician Sponsor	\$75,000.00	
Insurance	\$50,000.00	
General Liability /Personal Liability/Vehicle	\$25,000.00	Estimated Values- WC- 1 employee \$100k @ clerical, 6 employee @ \$500k medical
Worker's Comp	\$25,000.00	
Vehicle Expenses	\$83,300.00	Calculated out at \$0.98 for 85k miles per year based off 425 runs
Medical Supplies	\$75,000.00	Used in Interim to pay salaries & expenses
Contingency Funds	\$500,000.00	
Administrative Costs (10% of annual budget)	\$89,877.40	
START-UP COSTS	\$1,463,620.00	
ANNUAL OPERATIONS	\$898,774.00	
GRAND TOTAL ANNUAL BUDGET	\$988,651.40	
INCOME		
Billing	\$316,200.00	Estimated return at 30% for 340 runs per year at 3100 per ALS Run Current \$.03 with potential up to increase to \$.15 per ton, potential increase of \$233k annually based off 2024 landfill calculation of 3890 ton.
City of Delta Junction - Landfill Revenue	\$233,400.00	
Guaranteed Income	\$549,600.00	
Loss/Gain	-\$439,051.40	
CONTRIBUTIONS		
Community Donation	\$52,053.76	\$25 per per/month per household (potential no taxation)
Corporate Sponsorship		Possibility of caputring \$100K + annually for all contractors- Pogo, Kinross, Doyon, Boeing, Lockheed Martin, Conoco Phillips,
Fundraising		RAES Future ideas
POTENTIAL GRANTS		
PILT -City	\$300,000.00	Potential \$600k (unlikely this high dollar amount)
DCC CAP	\$47,500.00	DCC Cap potential funds \$47k
SEMT GRANT- City Billing	\$102,570.00	SEMT grant \$1M billed/\$316k received in billing 15% loss revenue of \$689k
PROJECTED ANNUAL INCOME	\$1,051,723.76	
LOSS/GAIN	\$63,072.36	Possibility of in the black



State Assessment Overview

Community Decision

- Online voting
- In person Voting

Meeting Summary



- DONATE DONATE DONATE
- Agree on future EMS plan by the end of May
- Community rally behind and support result
- Implement plan and get it established

Q & A time

