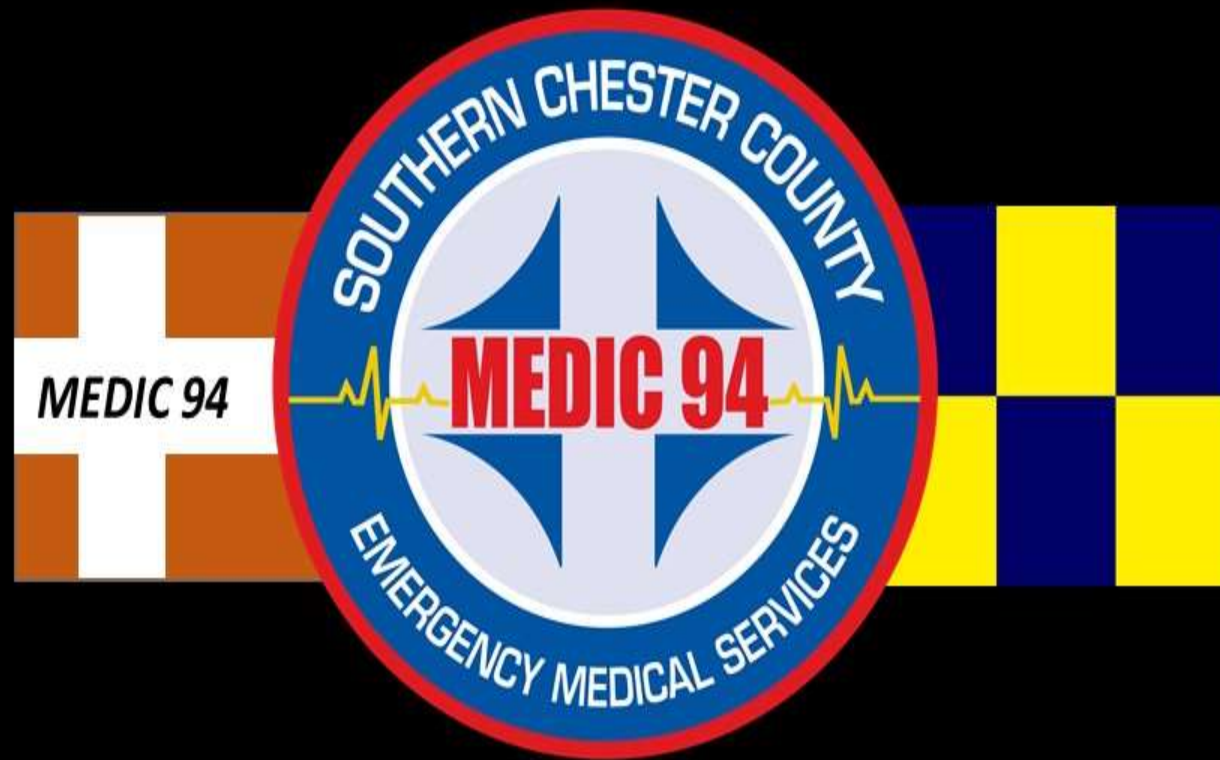


2023 Operations Budget Summary



**Celebrating 40 years of MEDIC 94 Services to the
Community**



1983-2023

Mission Statement

To deliver leading-edge, quality, pre-hospital, regional, advanced life support emergency medical services designed to dynamically meet the needs of the citizens and visitors of our communities, through a unified team of caring professionals with an overriding goal of improving patient outcomes.

Core Values

- **EXCELLENCE**
- **FISCALLY RESPONSIBLE**
- **TRANSPARENCY**
- **PROFESSIONALISM**
- **COMMUNITY GUIDED**
- **TEAM-BASED CULTURE**
- **INTEGRITY**
- **ACCOUNTABILITY**

2022 Accomplishments

- **Maintain Capacity, Capabilities and Resources as a result of the Closing of Jennersville Hospital-** With the closing of Jennersville Hospital in January 2022, SCCEMS added additional staffing and operations resources to meet the expected increase in call volume coupled with increased call times. An additional “power truck” was added 10 hours a day to meet these challenges. That additional capacity staffed at 73% of plan is handling 16% of total call volume
- **COVID-19 Operations-** SCCEMS paramedics have performed heroically during the ongoing COVID-19 pandemic. SCCEMS has been able to be successful in keeping staff healthy to maintain operational capabilities as well as maintaining personal protective supply lines to meet operational needs.
- **Organizational Leadership Restructuring-** The operational management structure was updated with the addition of an Operations Chief and the elimination of two vacant EMS Sergeants positions.
- **Grants and Government Funding-** SCCEMS has successfully obtained a significant amount of grant funding in recognition of the impact of the closing of the hospital. With over \$100,000 in funding to date, several capital projects have been able to be completely funded. In addition, the organization received the Employee Retention Credit from the American Recovery Plan (ARP) which provided valuable revenue to bring employee salaries up to market rates and replenish reserve accounts.

2023 SCCEMS Leadership Team

Chief Executive Officer

Bob Hotchkiss

Board Chairman

Harold Walls

Board Vice-Chair

Charles Foy Sr.

Board Secretary/Treasurer

Janet Wagner

Board Members

Gerard Porter

Mike Reynolds

Jim McLeod

Richard Scott-Harper

William O'Connell

William Wohl

Scott Massey

Mynellies Negron

Chuck Freese

Sharon Goldie

Fran Hildwine

EMS Medical Director- Dr. Joshua Simon

Budget Overview

- The 2023 SCCEMS Operations Budget is a balanced budget.
- Some capital expenses are primarily funded from carryover grant funding from FY 22.
- Employee retention credit funds received in 2022 are earmarked to support operation in FY 2023
- The budget assumes a full year of additional operational expenses to maintain the surge truck capacity given that no timetable or scope of capabilities have been announced by ChristianaCare once the hospital is reopened. The budget also assumes additional municipal funding to offset those increased costs.

2023 Operational Objectives

- **Maintain Capacity, Capabilities and Resources as a result of the Closing of Jennersville Hospital-** With no timetable nor scope of capabilities being announced by ChristianaCare, it is expected that the “power truck” will be required to be maintained for the entirety of 2023 in order to maintain advanced life support coverage in the district.
- **Future Facility Planning-** With the announcement of the awarding of a \$850,000 grant to Penn Township for the construction of a permanent headquarters and MEDIC 94 station, SCCEMS will work with the township on design for the new facility which is expected to be complete in mid-2024.
- **ChristianaCare Partnership-** There will be opportunities to collaborate with ChristianaCare as they begin operations at the former Jennersville Hospital. Those opportunities include leased space, supply and pharmacy purchasing agreements, cooperative training offerings and medical command and direction.
- **Final Implementation of Philips Tempus Pro Cardiac Monitor Defibrillator-** The final implementation of the Philips Tempus Pro Cardiac Monitor program will be completed in FY23 with the delivery of the 4th device, purchase of the remaining video laryngoscope and the expansion of the Corsium capability to receiving hospitals.

Sources of Revenue

- **Net Billing/Collections- Cash revenue from Billing and collections**
 - This is composed of:
 - Direct Pay/ Insurance Payments
 - Medicare Joint payments from BLS
 - Collections
- **Education Income-** Tuition and fees from SCCEMS sponsored training offerings and outreach classes where a fee is assessed.
- **Municipal Funding-** Based on 2023 funding formula and supplemental
- **Fund Drive-** Annual community direct mail to the community.
- **ERC Funds–** ERC Refund received in 2022
- **Grants-** Government and private grants for capital equipment
- **Capital Pledge-** 2023 donation from community donor for capital equipment
- **Disposal-** Sale and disposal of spare vehicle and equipment
- **Misc Income-** Uncategorized revenue received

FY 2022 Budget Revenue

• Net Billing/Collections	\$ 553,000	
• Educational Income	\$ 8,000	
• Municipal Funding	\$ 550,000	* **

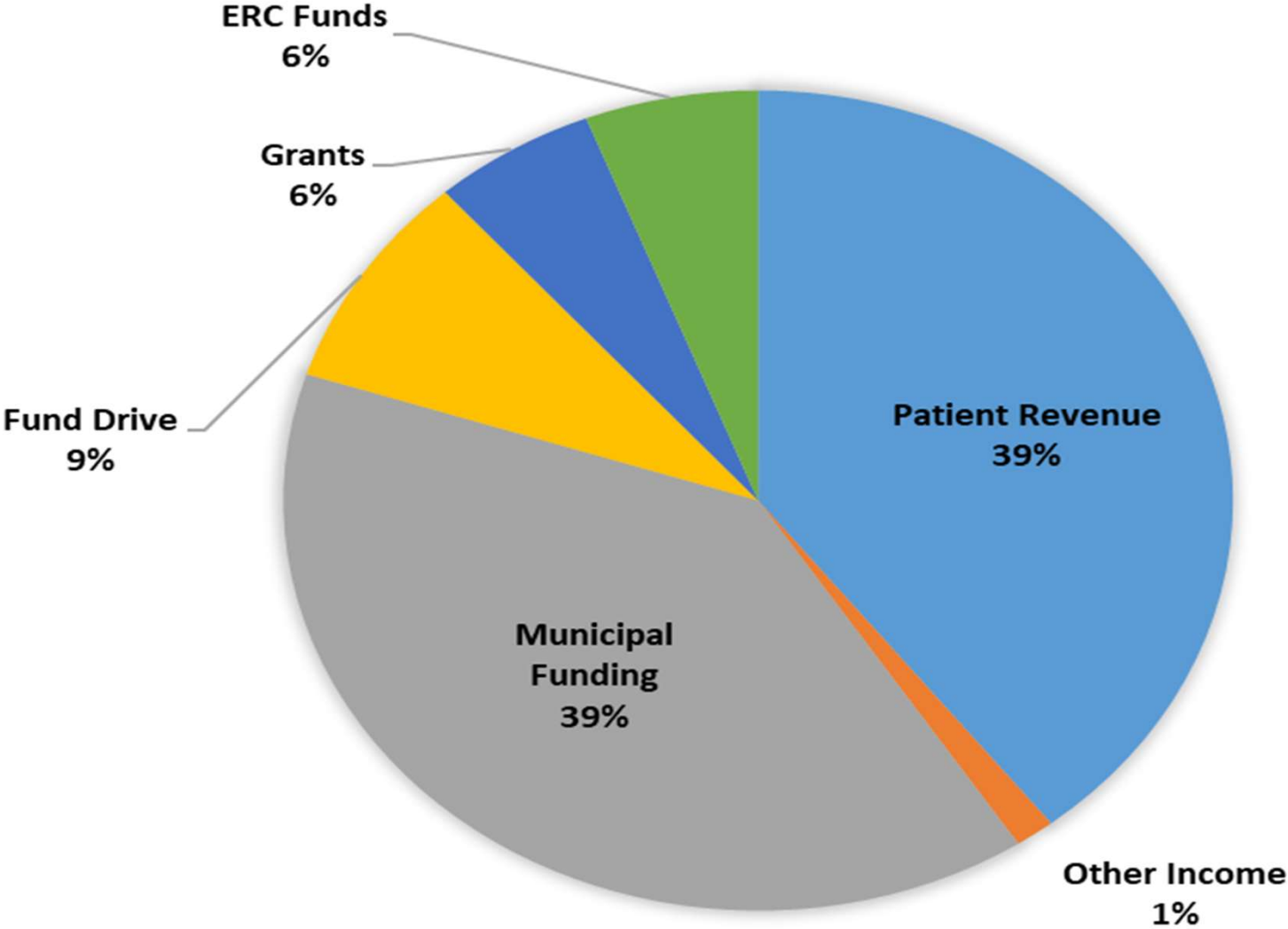
* The budget assumes the municipal funding formulas expected \$420,000 of municipal funding and municipal funding of an additional \$130,000 to fund capacity and resources to maintain operations due to the closing of Jennersville Hospital.

• Fund Drive	\$ 120,000	
• Grants	\$ 78,000#	
• # Some 2023 Grant funds were received in FY 2022		
• ERC Funds	\$ 80,000	
• Capital Campaign Donation	\$ 8,750	
• Disposal	\$ 10,000	
• Misc Income	\$ 1,200	

Billing Revenue Overview

- **SCCEMS bills patients and their insurance for services provided.**
 - **Billing rates increased by 10% in 2022. First increase in 7 years**
 - **Billing service fees unchanged for 2023**
 - **Rates are based on Medicare bundled levels**
 - **Increased insurance payors funding in Medicare model which results in decreased revenue and inability to balance bill**
 - **Collections revenue reflected into patient billing revenue category.**

FY 2023 Revenue



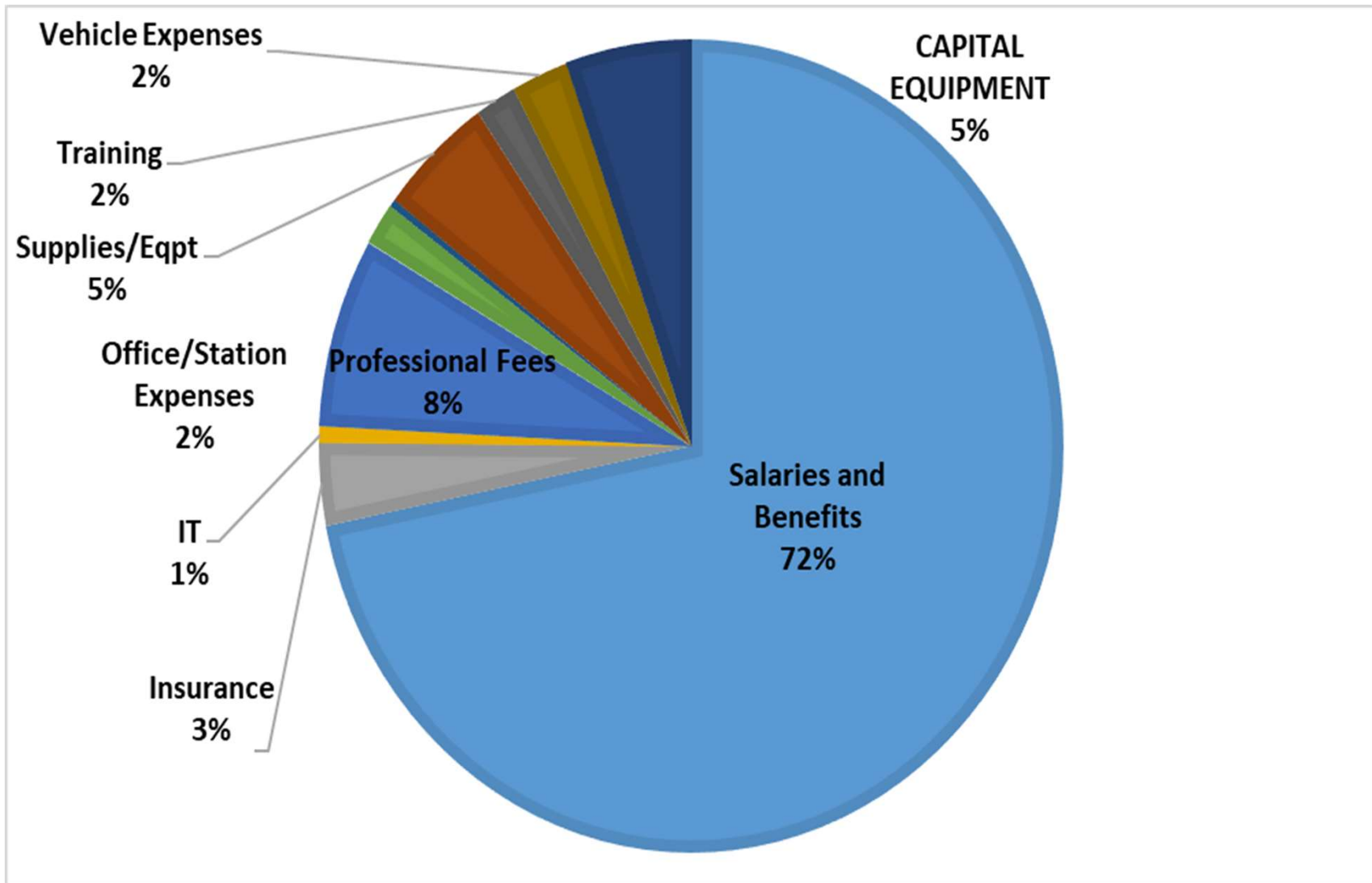
Sources of Expense

- **Salary & Benefits**
 - Salary and benefits for 10 full-time and 10 part time paramedics and Prehospital RNs
 - Reflects salary and benefit costs for 3rd paramedic 10hrs/day 7 days a week
- **Capital Equipment**
 - 2023 Ford Explorer Paramedic Responder Vehicle
 - Philips Tempus ALS Video Laryngoscopes (1)
 - Personal Protective Gear
- **Communications**
- **Insurance-** Liability, auto, D&O and workers comp
- **IT-** Management, charting, tracking software & support
- **Professional Services-** Accounting, audit, legal, medical command, billing, fund drive printing
- **Rent/ Office Supplies/ Utilities- Leases,** facility costs, repairs, utilities, relocations costs
- **Outreach/Public Education**
- **Supplies-Equipment-** Medical supplies, medications and oxygen
- **Training**
- **Vehicle Expenses-** Fuel, maintenance, supplies

FY 2023 Budget Expenses

• Salaries and Benefits	\$1,013,900
• Capital Expenditures	\$ 76,500
• Communications	\$ 500
• Insurance	\$ 46,000
• IT	\$ 9,500
• Professional Fees	\$ 106,500
• Rent/Office Supplies/Utilities	\$ 23,950
• Outreach/Public Education	\$ 4,500
• Supplies/ Equipment	\$ 70,000
• Training	\$ 23,500
• Vehicle Expenses	\$ 35,000

FY 2023 Expenses



All municipal funding received goes directly into operations for the support of advanced life support operations.

Without municipal funding, we would not be able to provide our valuable lifesaving service to the community

FY 2023 CAPITAL PURCHASES

- 2022 Ford Explorer Paramedic Responder Vehicle \$60,000
- Philips Tempus ALS Video Laryngoscopes (1) \$ 6,500
- Personal Protective Gear \$10,000



Thank you for your support!



Please contact SCCEMS Chief/CEO Bob Hotchkiss at 610.910.3180 or chief@sccems.org if you would like a presentation to your municipality. Monthly municipal updates will be mailed to each municipality electronically. 2022 Annual Reports will be distributed to all municipalities in the Spring.