



I Should have Paid More Attention in Math!

By: Ken Prillaman, Fire Chief (Ret.), Principal – Five Trumpet Advisors

It's reasonable that a Fire Chief in a modern-day, contemporary fire department needs to understand something about math. Being able to navigate the budget, develop a capital plan or calculating the fully burdened cost of going to four-person staffing should be a minimum requirement. But open ISO's Fire Suppression Rating Schedule (FSRS) and it feels like you just received your textbook for a college algebra class!

SAMPLE FIRE SUPPRESSION RATING SCHEDULE FORMULAS

$$CEC = \frac{EC}{600(NE)} \{I + .05(I')\} \times 6$$

$$CT = \frac{\sum(T)}{100} \times 9$$

$$CCP = \frac{ODF + \left(\frac{PSO}{2}\right) + \left(\frac{OCF}{3}\right)}{EE + EL + .5(ES) - AP} \times 2.5$$

I've talked to Fire Chiefs all over the country and one thing I hear repeated is this, "when I got to those formulas, I just closed the document." Many just give up. It's not that they aren't capable of going back and reliving the nightmare we remember as algebra, but given the ongoing challenges that tend to hibernate on the Chief's desk, when or how are you going to make the time?

One of the challenges that is hibernating on your desk right now is that the clock is ticking on your next ISO rating. With a national move by ISO toward a five-year schedule vs the traditional ten-year schedule we have been accustomed to, you are a lot closer to your next evaluation than you might think. And until now, Fire Chiefs could invest the time to understand the formulas in the FSRS, and therefore prepare for their evaluation or they could wait for their notification from ISO, respond to the request for data and simply hope for the best.

Well, as a self-proclaimed math and excel nerd, I decided that there was a third option and over the past several years have fully automated the FSRS into an elaborate tool that allows me to estimate where you stand today and will help prepare you for your next evaluation.

Below is an example of how the formula for Credit for Company Personnel (CCP) has been converted from the formula in the Fire Suppression Rating Schedule to excel.

$$CCP = \frac{ODF + \left(\frac{PSO}{2}\right) + \left(\frac{OCF}{3}\right)}{EE + EL + .5(ES) - AP} \times 2.5$$

Row	Column	Content
66	B	571 TITLE
66	C	CREDIT FOR COMPANY PERSONNEL (CCP)
68	D	A. Minimum Staffing
68	E	43.01
69	D	B. Public Safety Officers (PSO)
69	E	0
70	D	C. On-Call & Off-Duty Firefighters (OCF)
70	E	0
71	D	D. Automatic Aid Response
71	E	0
72	D	E. Special Apparatus
72	E	0
73	D	F. Service Engines/Ladders
73	E	0
74	D	G. Additional Personnel (AP)
74	E	0
76	B	571
76	C	CREDIT FOR COMPANY PERSONNEL (CCP)
76	H	30
76	I	10.75

Now, by simply inputting your data into the spreadsheet, we are able to do three things related to your staffing;

1. We can tell you, with certainty, how your staffing scores against the FSRs.
2. We can use the spreadsheet to look at various “what if” scenarios, i.e., adding additional firefighters.
3. We can arm you with the data you need to DEFEND your current rating or arm you with the data you need to ACHIEVE a higher rating.

I created Five Trumpet Advisors to help jurisdictions PREPARE for their next ISO rating, whether you are defending your rating or trying to achieve a higher classification. I promote the idea of having an estimate done six-to-eight months PRIOR to your next evaluation so that you have time to do something with the results of the exercise. Here is an analogy; if you’re a boxer and you want to qualify in the 135 pound weight class, you don’t wait until the night before your fight to see how much you weigh. You weigh yourself now and use that information to inform your training. I can help you do the same thing in preparation for your next ISO evaluation.

Call or email today for more information. Pricing starts at \$4,850 for a department with up to five stations and/or 100 career, combination or volunteer firefighters. Your estimate comes in a written report and includes your score, the complete excel workbook results for all areas of the Fire Suppression Rating Schedule and specific areas for improvement.

There is a better way. Let Five Trumpet Advisors show you today.