



PO Box 397 Dryden NY 13053  
Office (607) 844-8124  
Fax (607) 844-3249

January 18, 2018

TO: Town of Dryden  
Jason Leifer, Supervisor  
Town Board Members

RE: Dryden Ambulance billing rate increase request

Dryden Ambulance Inc. is requesting you consider approval of a revised billing rate increase for the year 2018. Rates had previously been approved in Dec. 2016 for both 2017 and 2018. These rates are what are charged to the patient and/or their insurance carrier for emergency medical care.

Dryden Ambulance was ahead of the game 20 years ago in foreseeing the volunteer crisis that is plaguing many fire departments and ambulance services nationwide by organizing a viable, highly successful, paid/volunteer community based service. (It has been replicated in many areas of NY State.)

Once again we are trying to stay ahead of another looming crisis in EMS, that of increased costs, non-competitive wages, inadequate Medicaid/Medicare payment, further declining volunteers, and a shortage of skilled Paramedic personnel.

The Dryden area is fortunate to have the close available advance life support ambulance service we provide. Like good schools, water, highways, fire protection, hospitals, and other community infrastructure, emergency lifesaving advanced medical care is benefit.

As we enter our 42<sup>nd</sup> year of service to the Town of Dryden and surrounding areas, we hope you will consider this rate increase to help us remain a viable and above average service to the community.

Respectfully,  
Kevin Westcott  
Director  
Dryden Ambulance Inc.

# Dryden Ambulance Inc.

*A community based, not for profit, ALS Ambulance Service*

*Proudly serving the Town of Dryden, Town of Harford and portion of the Town of Virgil in Central NY*

## **Business dynamics and metrics supporting a request to the Town of Dryden for revised patient billing rates for year 2018**

- ✦ **Minimum Wage Increase.**
- ✦ **Less Volunteers. (especially drivers) Having to pay drivers for 24x7 coverage.**
- ✦ **Increase cost of healthcare benefits.**
- ✦ **Increase medical equipment costs and required use by NYS DOH.**
- ✦ **Medicare and Medicaid billing approx. 66% of overall call volume.  
-(Fixed rate, have to accept it, considerably less than operating costs)**
- ✦ **Failure to pay approx. 12%. (no insurance, failure to pay, no collect)**
- ✦ **Paramedics and EMS professionals numbers are declining and therefore are in high demand. The need to recruit and retain good, qualified personnel through higher than average or surrounding wages.**

<b>Service</b>	<b>2018 approved rate</b>	<b>Proposed revised rate for 2018 billing in coverage areas</b>	<b>Rate for out of coverage area</b>
BLS Sign-Off	\$132.30	\$164.00	\$180.00
ALS Sign-Off	\$363.83	\$452.00	\$497.00
BLS Emergency	\$792.75	\$990.00	\$1,089.00
ALS I	\$972.40	\$1,210.00	\$1,331.00
ALS II	\$1,033.18	\$1,320.00	\$1,452.00
Paramedic Intercept	\$634.00	\$780.00	\$858.00
Mileage/loaded mile	\$15.75	\$22.00	\$22.00