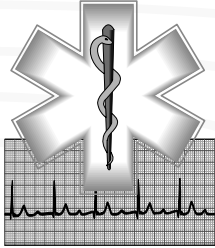


Preliminary 2007 Cost Survey Results

Ambulance Association of PA

2009 Cost Analysis Survey



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"Special Thanks to"



*Heather Sharer and the
AAP Board of Directors*

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**FIRST; TO CONDUCT A
FORMAL STATEWIDE
COST SURVEY !!!**

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2007 Cost Survey Overview

- Internet based Survey was made available to all ambulance services in Pennsylvania! (Jan.- Apr.)
- Survey was designed and modeled around standardized Unit Hour Analysis Tool
- Instructions were provided by AAP website
- Survey information collected in a confidential, de-identified manner
- Summaries produced for six (6) regions
- Service Area Characteristics - Rural vs. Urban

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2007 Cost Survey Overview



5

How can the survey results help?

- Knowledge of costs is an essential business practice and a helpful planning tool
- Should be the principal factor in establishing ambulance service rates and fees
- Helps services identify staffing, utilization and productivity issues
- Based on three critical data elements:
 - 1) Calls per year
 - 2) Staffing Patterns
 - 3) Financial Summary

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Preliminary 2007 Cost Survey Results Ambulance Association of PA

How can the survey results help?

Summarized survey results will serve as the foundation for future crucial discussions, negotiations and potential legal actions!

Legislators, Regulators, Government Health Care Programs, Insurance Companies and the Courts!

Ambulance services may find the results very useful in regard to internal management and education of:

Local Elected Officials, the General Public and our EMS Providers !!!!

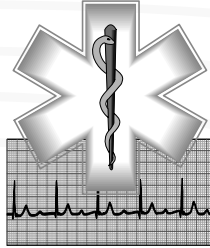
7

Preliminary Cost Survey Results

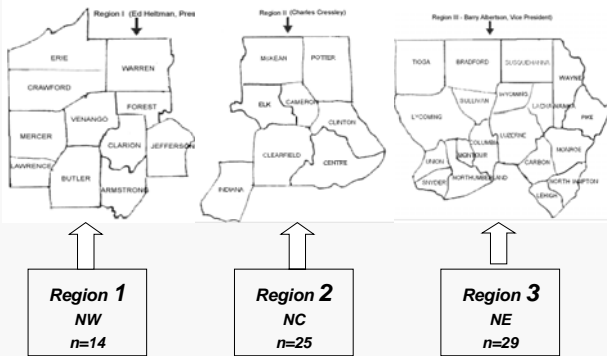
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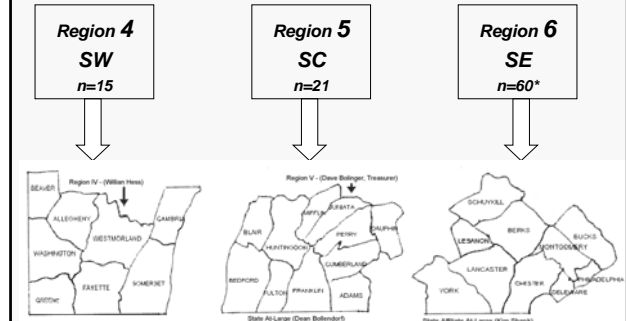


AAP Regional Survey Results



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AAP Regional Survey Results



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2007 Cost Survey Results

Organizational Responses: 163

Urban = 70 (43%)

Rural = 59 (36%)

Combination = 34 (21%)

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2007 Preliminary Cost Survey Results

Organizational Structure Types:

- Non-Profit - 136 (83.4%)
- Municipal - 11 (6.7%)
- Fire Based - 8 (4.9%)
- For-Profit - 5 (3.0%)
- No listed 3 (1.8%)
- Hospital Based - 0

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Preliminary 2007 Cost Survey Results Ambulance Association of PA

2007 Preliminary Cost Survey Results

Number of Emergency Responses:

- Non-Profit - 583,519 (82.8%)
 - Municipal - 77,931 (11.0%)
 - Fire Based - 17,685 (2.5%)
 - For-Profit - 11,320 (1.6%)
- 704,656**

39.3% of statewide PCR database (n=1,788,735)

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2007 Preliminary Cost Survey Results

Percentage of Non-Transport:

Urban = 34%
Rural = 38%

Highest: Region 2 = 49%

Lowest: Region 4 = 24%

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2007 Preliminary Cost Survey Results

Non-Emergency Transports: **108,477**

Wheelchair Van Transports: **270,704**

Other Types of Responses: **23,489**

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2007 Preliminary Cost Survey Results

Service Level Provided:

- ALS (MICU) - 79
- ALS (Squad)- 64
- BLS - 123
- WCV (PUC) - 45
- WCV (Non-PUC) - 26
- Other Services - 16

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2007 Preliminary Cost Survey Results

Reimbursement Payer Mix: (Median)

Medicare	= 41%	Medicare Fee Schedule Amt.
Commercial	= 24%	Variable based upon specific benefits offered by Ins. Co.
Medicaid	= 9%	\$120 BLS/ \$200 ALS
Private Pay	= 9%	Variable (typically Coll.% low)
Auto Claims	= 5%	110% of Medicare Fee Sch.
Work Comp	= 1%	113% of Medicare Fee Sch.

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2007 Preliminary Cost Survey Results

Unit Hours per Week:

Low = 8
High = 8,500
Median = 288

Average Weekly Call Volume:

Low = 3
High = 814
Median = 40

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Preliminary 2007 Cost Survey Results Ambulance Association of PA

2007 Preliminary Cost Survey Results

Unit Hour Utilization:

Low = .01
 Median = .17
 High = .63

.55 - .45 – High Utilization
 .45 - .35 – Above Average Utilization
 .35 - .25 – Average Utilization
 .25 - .15 – Below Average Utilization
 .15 - .01 – Low Utilization

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2007 Preliminary Cost Survey Results

Average Calls per Shift:

Low = .11
 High = 5
 Median = 1.38

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2007 Preliminary Cost Survey Results

Expenses per Year:

Low = \$ 1,565
 High = \$ 11,878,650
 Median = \$ 729,733

Average Expenses per Day:

Low = \$ 4.29
 High = \$ 35,589.00
 Median = \$ 2,002.00

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2007 Preliminary Cost Survey Results

Expenses per Hour:

Low = \$.10
 High = \$ 306.06
 Median = \$ 63.98

Cost per Shift:

Low = \$.80
 High = \$ 2,448.46
 Median = \$ 511.82

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2007 Preliminary Cost Survey Results

Cost per Call: (Non-Adjusted cost /Cash)

Low = \$.45
 High = \$ 1,014.82
 Median = \$ 511.82

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2007 Preliminary Cost Survey Results

Non-Transport Adjustment: Medians

Urban = 34%
 Rural = 38%
 Combination = 32%

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Preliminary 2007 Cost Survey Results Ambulance Association of PA

2007 Preliminary Cost Survey Results

Bad Debt/Contractual Allowance:

Urban = 40% (High =75%)
Rural = 40%
Combination = 40%

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2007 Preliminary Cost Survey Results

Profit Margin: (Median)

Urban = 5% (High =78%)
Rural = 5%
Combination = 5% (High =55%)

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2007 Preliminary Cost Survey Results

Estimated Billed Amount per Call to meet projections : (URBAN = 79% adjustment)

Median = \$ 916.15

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2007 Preliminary Cost Survey Results

Estimated Billed Amount per Call to meet projections : (RURAL = 83% adjustment)

Median = \$ 1,064.21

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2007 Preliminary Cost Survey Results

Estimated Billed Amount per Call to meet projections : (COMBINATION=83% adjustment)

Median = \$ 1,115.10

(11.6% higher than Urban)

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Questions??



**THANK YOU FOR PARTICIPATING
IN THIS SESSION!!!**

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