

Town of Franklin

355 East Central Street
Franklin, Massachusetts 02038-1352



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OFFICE OF THE TOWN ADMINISTRATOR

Memorandum

January 29, 2020

To: Town Council
From: Jamie Hellen, Town Administrator

Re: Bylaw 21-869 ALS/BLS & Mileage Rate Changes

I am asking the Council to consider the passage of a revised fee schedule for ALS/BLS & Mileage rates in the Town's fees bylaw.

The Council last approved these fee increases last year in order for the Town to be in a position where we were in the middle of the pack for rates. The staff suggested at the time, at the recommendation of our billing service provider, the Town should be at least in the middle of area communities and we were, at the time, far below. Fast forward a year later, and we are now slightly below the middle of the pack and approval of this bylaw will allow us to be back in the middle and maintain market standards.

As all of you recall, the additional revenue the FD has raised through the ALS/BLS rates is supporting the sustainability of four new paramedics approved in the FY21 budget. We have concluded the interview process and hope to have those candidates sworn in at a Council meeting in March once the required background checks, exams and paperwork are complete.

I have included two activity reports from the Fire Department in the packet: the first report is from 4/1/2019 - 12/31/19 and the second report is from 4/1/20 - 12/31/20. In reviewing the reports you can see that the total charges in 2019 were \$2,598,377.90 from 1,582 billable transports and in 2020 the charges were \$3,294,250.47 from 1,409 transports. In summary, the Fire department charged \$695,872.57 more with 173 less billable transports in the 2020 year as compared to 2019.

These fee changes have proven very successful for the Fire Departments revenue, and we look to continue with annual updates to this fee bylaw.

The new proposed rates are as follows:

| Ambulance Fees: | | |
|-----------------|-----------------------|-------------------|
| ALS Base Rate 1 | \$2,329.00 | <u>\$2,420.00</u> |
| ALS Base Rate 2 | \$3,420.00 | <u>\$3,571.00</u> |
| BLS Rate | \$1,477.00 | <u>\$1,553.00</u> |
| Mileage | \$36.12 | <u>\$37.31</u> |

If you have any additional questions please feel free to ask.

ACTIVITY TRACKING REPORT
BY PAYOR GROUPS

Company IS FRANKLIN MA FIRE DEPARTMENT; AND Trip Date IS BETWEEN 04/01/2019 AND 12/31/2019; AND Show All

1/27/2021

1

FRANKLIN MA FIRE DEPARTMENT

| | Total Transports | Total Charges | Total Allowable | Total Collected | Percent Collected |
|--------------------|------------------|-----------------------|-----------------------|-----------------------|-------------------|
| Blue Cross | 149 | \$246,667.55 | \$237,662.55 | \$220,074.53 | 92.60% |
| Medicaid | 261 | \$421,323.68 | \$77,816.64 | \$77,082.63 | 99.06% |
| Medicare | 777 | \$1,278,090.42 | \$403,602.71 | \$400,121.00 | 99.14% |
| Other Insurance | 280 | \$463,238.96 | \$421,156.90 | \$390,099.02 | 92.63% |
| Totals > | 1,467 | \$2,409,320.61 | \$1,140,238.80 | \$1,087,377.18 | 95.36% |

| | Total Transports | Total Charges | Total Allowable | Total Collected | Percent Collected |
|---------------------------|------------------|---------------------|---------------------|--------------------|-------------------|
| Veterans Administration | 6 | \$9,920.58 | \$6,531.92 | \$4,882.83 | 74.75% |
| 100% Self Pay - Insured | 66 | \$109,998.17 | \$83,579.49 | \$29,805.62 | 35.66% |
| 100% Self Pay - Uninsured | 43 | \$69,138.54 | \$67,930.93 | \$7,538.39 | 11.10% |
| Totals > | 115 | \$189,057.29 | \$158,042.34 | \$42,226.84 | 26.72% |

| | | | | | |
|--------------------------|--------------|-----------------------|-----------------------|-----------------------|---------------|
| Grand Totals > | 1,582 | \$2,598,377.90 | \$1,298,281.14 | \$1,129,604.02 | 87.01% |
|--------------------------|--------------|-----------------------|-----------------------|-----------------------|---------------|

ACTIVITY TRACKING REPORT
BY PAYOR GROUPS

Company IS FRANKLIN MA FIRE DEPARTMENT; AND Trip Date IS BETWEEN 04/01/2020 AND 12/31/2020; AND Show All

1/27/2021

1

FRANKLIN MA FIRE DEPARTMENT

| | Total Transports | Total Charges | Total Allowable | Total Collected | Percent Collected |
|--------------------|------------------|-----------------------|-----------------------|-----------------------|-------------------|
| Blue Cross | 141 | \$346,046.52 | \$332,702.34 | \$260,700.25 | 78.36% |
| Medicaid | 222 | \$507,535.92 | \$86,250.61 | \$79,858.55 | 92.59% |
| Medicare | 776 | \$1,800,673.45 | \$437,266.17 | \$378,584.86 | 86.58% |
| Other Insurance | 176 | \$417,936.46 | \$390,624.97 | \$288,028.55 | 73.74% |
| Totals > | 1,315 | \$3,072,192.35 | \$1,246,844.09 | \$1,007,172.21 | 80.78% |

| | Total Transports | Total Charges | Total Allowable | Total Collected | Percent Collected |
|---------------------------|------------------|---------------------|---------------------|--------------------|-------------------|
| Veterans Administration | 1 | \$2,545.72 | \$2,545.72 | \$2,545.72 | 100.00% |
| 100% Self Pay - Insured | 42 | \$97,401.72 | \$88,452.88 | \$15,665.30 | 17.71% |
| 100% Self Pay - Uninsured | 51 | \$122,110.68 | \$122,110.68 | \$2,509.60 | 2.06% |
| Totals > | 94 | \$222,058.12 | \$213,109.28 | \$20,720.62 | 9.72% |

| | | | | | |
|--------------------------|--------------|-----------------------|-----------------------|-----------------------|---------------|
| Grand Totals > | 1,409 | \$3,294,250.47 | \$1,459,953.37 | \$1,027,892.83 | 70.41% |
|--------------------------|--------------|-----------------------|-----------------------|-----------------------|---------------|



Sponsor: Administration

TOWN OF FRANKLIN

BYLAW AMENDMENT 21-869

CHAPTER 82, MUNICIPAL SERVICE FEES

A BYLAW TO AMEND THE CODE OF THE TOWN OF FRANKLIN AT CHAPTER 82

BE IT ENACTED BY THE FRANKLIN TOWN COUNCIL that Chapter 82 of the Code of the Town of Franklin is amended at Section 82-6 Schedule of Service Fees, Subsection F. Fire, by striking existing language and replacing as, set out below:

§ 82-6. Schedule of service fees.

F. Fire

| Service Fee | Rate |
|--|---|
| Ambulance Fees: | |
| ALS Base Rate 1 | \$2,329.00 <u>\$2,420.00</u> |
| ALS Base Rate 2 | \$3,420.00 <u>\$3,571.00</u> |
| BLS Rate | \$1,477.00 <u>\$1,553.00</u> |
| (Commercial Care Facility Without Transport) | \$935.00 |
| Mileage | \$36.12 <u>\$37.31</u> |

This bylaw amendment shall become effective on and after April 1, 2021.

DATED: _____, 2021

VOTED:

UNANIMOUS: _____

A True Record Attest:

YES: _____ **NO:** _____

ABSTAIN: _____

ABSENT: _____

Nancy Danello
Temporary Town Clerk

Glenn Jones, Clerk
Franklin Town Council