

# KRONENWETTER FIRE DEPARTMENT

## AMBULANCE PROPOSAL



# **Implementation of Ambulance Service in the Village of Kronenwetter**

## **Background Information:**

Kronenwetter is the largest village by land area in the United States and the third most populous community in Marathon County. The population estimate as of January 1, 2023 was 8,539. Kronenwetter covers 52 square miles, making it the largest village in the State of Wisconsin.

Historically the Village of Kronenwetter has always contracted with an outside source to provide ambulance services to residents. Prior services have included Mosinee Ambulance, Schofield Fire and Ambulance, Rib Mountain Fire and Ambulance, SAFER, and most currently Riverside Fire District.

## **Contract with Riverside Fire District**

The current contract with Riverside Fire District started January 1, 2023 and expires on December 31, 2025. The contract includes an annual base fee of \$5.92 per capita with a 2% increase per calendar year after 2023 with an additional charge to the Village of Kronenwetter of \$50.00 per patient care report (per dispatch regardless of patient contact) with Riverside Fire District having full entitlement to all revenues from patient billing.

## **Kronenwetter Emergency Medical Responders**

In addition to the outside sourcing for ambulance services, Kronenwetter Fire Department provides Emergency Medical Responders (EMR) as first responders who respond directly to the patient's home/location. First responders carry the equipment necessary to start initial patient care and assist with the movement of the patient to the ambulance. They are also able to aid during transport or as the ambulance driver. There are currently 10 first responders on Kronenwetter Fire with licenses ranging from EMR to Paramedic/Nurse. In addition, there are current firefighters in the department with the desire to train as EMS.

The equipment supplied by Kronenwetter Fire Department and carried by each EMR includes an automated external defibrillator (AED), advanced airway equipment, oxygen, etc. In 2023 the first responder group purchased an advanced cardiopulmonary resuscitation (CPR) device called LUCAS.

An EMS flex grant offered by the State of Wisconsin financed the initial creation of a weekend on call system in 2023.

## **Increased EMS Calls and Resulting Revenue**

Requests for emergency medical services within the Village of Kronenwetter have steadily increased. From 243 calls in 2019 to over 400 for the last 2 years. With the continued growth residentially (apartments and single-family homes) and anticipated business growth, those request numbers will continue to rise.

The 2022 emergency medical service requests in Kronenwetter have provided \$214,608.54 in revenue for Riverside Fire District. Their 2023 estimated revenue from Kronenwetter requests as of October 2023 stands at \$170,000. The 2024 budgeted revenue is \$192,000. These revenues are in addition to the contract fees of \$69,931 in 2022, \$70,931.12 in 2023 and \$72,000 budgeted for 2024.

### **Ambulance Services in Marathon County**

Current ambulance services within Marathon County by service type include: EMT Basic: Athens, Edgar, Stratford, Hatley, Mosinee; AEMT (Advanced EMT): Spencer; Paramedic: Wausau, Riverside (Rothschild/Schofield), SAFER (Weston/Rib Mt). *\*Research of current EMT and AEMT services less than 10% (7% average) of the service's total calls in 2022 and 2023 had a paramedic level intercept requested all other calls are handled by the services EMT or AEMT service providers.*

### **Available Funding Opportunities**

The State of Wisconsin along with the federal government have identified areas within EMS that are lacking. These areas include but are not exclusive to, reimbursement percentages for Medicaid billed services, staffing shortages, and training opportunities. There are continued efforts on the behalf of the government entities to improve these pitfalls. There are now numerous grant opportunities to assist services in many of these areas. Grants from within the state have increased, additional opportunities have been created for training as well as funding sources to help support wages and staffing.

The FAP grant from the State of Wisconsin has an annual distribution of funds for ambulance service vehicles or vehicle equipment, emergency medical services supplies or equipment, or emergency medical training for personnel, to the ambulance service providers that are a public agency, a volunteer fire department, or a nonprofit corporation. The funds are disbursed under a funding formula consisting of an identical base amount for each ambulance service provider plus a supplemental amount based on the population of the ambulance service provider's primary service or contract area, as established under Wis. Stat. § 256.15(5).

## Proposal:

Ambulance services are identified by the State of Wisconsin as an essential service of a community. The goal of this proposal would allow for the creation of an ambulance service within the Kronenwetter Fire Department. It would provide ambulance services at an Advanced Emergency Medical Technician (AEMT) level with continued utilization of first responders to all residents/non-residents with a need for medical assistance within the Village of Kronenwetter. It would also be available to neighboring communities if requested for assistance. The target start date is January 1, 2026. The creation of this ambulance service and the resulting revenue would allow for a self-supporting entity.

Benefits of a municipal ambulance service:

1. **Community Coverage:** A municipal ambulance service ensures comprehensive coverage for emergency medical needs within the community.
2. **Local Control:** Municipalities have direct control over the service, allowing them to tailor it to local needs. Decisions on staffing, equipment, and protocols are made by local authorities.
3. **Integrated Services:** A municipal service can collaborate closely with other public safety agencies (such as fire departments and police) to create a seamless emergency response system.
4. **Community Investment:** A municipal service invests in local jobs, training, and infrastructure. It contributes to the overall well-being of the community.
5. **Emergency Preparedness:** Having a dedicated municipal ambulance service enhances disaster preparedness and response. It ensures adequate resources during emergencies.
6. **Revenue Generating** – Billing for services allowing generation of revenue to support the ambulance service.

## **Implementation and Operational Plan:**

The implementation plan would follow the State of Wisconsin EMS operational plan requirements and guidelines as described in the following sections.

This section serves as an action plan for providing ambulance service to the residents/non-residents of the Village of Kronenwetter requiring emergency medical assistance. This plan reflects an anticipated start date of January 1, 2026, and includes tasks necessary for full implementation of that service.

Items listed are in no specific order and any future or in-process items may be achieved consecutively throughout this process.

### ❖ Administrative

- Work with Marathon County Dispatch to align response protocols.
- Secure mutual aid and coverage agreements with adjacent ambulance services
- Educate staff accordingly with documentation procedures and updates to patient care reporting system to reflect transport capabilities and billing information.
- Reinforce relationships with hospital system and local nursing facilities establishing parameters of providing an ambulance service.

### ❖ Billing

- Solicit billing projections and approve one vendor. Initial conversations with vendors have already taken place. Possible vendor options:
  - EMS/MC
  - Accumed
- Establish a billing rate schedule which would be approved by the Village of Kronenwetter Board
- Work with chosen billing agency to establish implementation process to link systems for information transfer.

### ❖ Insurance

- Work with village clerk to obtain additional insurance coverage for apparatus and personnel for the new service.

### ❖ Equipment

- Purchase two ambulances (1 new, 1 used) along with associated equipment to outfit the apparatus required by the State of WI for transporting patients.
- Outfit apparatus with radios and equipment upon delivery.
- Establish a maintenance schedule based on manufacturer specifications with internal staff and externally as needed through a KFD preferred service center.

- Purchases additional capital assets and equipment. Capital assets have a long-use life before needing replacement/repairs.
- ❖ Personnel
  - Hire or up-train staff members to allow for completion of training prior to implementation date.
    - Begin additional recruitment processes immediately.
  - Train existing and new members on the operations and procedures relating to the new equipment and protocols with the addition of the ambulance service.
  - Currently, the Kronenwetter Fire Department has 31 members, 7 members are Firefighters/First Responders, 3 members are solely first responders. Additional firefighters are interested in training up to provide EMS coverage.
- ❖ Cost Benefit Analysis
  - See Fiscal Projections and Impact

In accordance with State of WI requirements, there is an extensive checklist of initial tasks that need to be completed prior to obtaining licensure. These checklist items are in accordance with various Wisconsin Administration Codes.

Operational Plan Initial Tasks to be Completed:

1. Complete a feasibility study and submit it to the state department for approval. (in Progress)
2. Upon the department's approval of the feasibility study, complete and submit an application and an operational plan to the state department in the manner specified by the department. (In Progress)
3. Signed patient care protocols approved by the service medical director. (Complete)
4. A formulary list of medications the emergency medical service provider will use. (Complete)
5. A list of the advanced skills and procedures the applicant intends to use to provide services within the Wisconsin scope of practice of the level of care for which licensure is sought. (Complete)
6. Proof of professional liability or medical malpractice insurance, and, if the emergency medical service provider is an ambulance service provider, proof of vehicle insurance (In Progress – proof of vehicle insurance remaining)

7. Written letters or other documentation of endorsement from the local hospital and government within the proposed primary service area, if the application is for licensure as a 9-1-1 ambulance service provider or non-transporting emergency medical service provider, whether the application is for initial licensure or a service level upgrade (In Progress – Conversations have already taken place with current Medical Director Dr Michael Clark – he supports the upgrade to service)
8. Completion of Operational Policies:
  - a. Use of lights and sirens in responding to a call. (Complete)
  - b. Use of lights and sirens in responding to a call. (Complete)
  - c. Refusal of care, describing the procedure for accepting a refusal of care from a patient (Complete)
  - d. Destination determination, describing how the transport destination of the patient is determined if the provider is an ambulance service provider. (Complete)
  - e. Emergency vehicle operation and driver safety training (Complete)
  - f. Controlled substances and how the service provider will obtain, store, secure, exchange, and account for any and all controlled substances used to provide patient care. (Complete)
  - g. Continuous quality assurance and improvement program describing the components of the program, including how patient care and documentation will be reviewed, by whom, and how the results will be shared with practitioners and incorporated into continuing education. (Complete)

Additional Responsibilities as required by the State of Wisconsin:

1. Read and understand the responsibilities under Wis. Admin. Code § DHS 110.34 (Complete)
2. Designate the primary service area in which it will operate (Complete)
3. Maintain written mutual aid and coverage agreements with ambulance service providers operating within or adjacent to its primary service area (Future)
4. Designate and maintain affiliation with a regional trauma advisory council. (In-progress)
5. Maintain at least one ambulance vehicle in good operating condition as required under ch. Trans 309 (Future)
6. Provide your list of service designees per Wis. Admin. Code § DHS 110.47.(Complete/Future)

*\*\*Attachments to this proposal include the fiscal impact, patient billing fee perspectives, equipment and personnel costs, ongoing additional cost for service, graphical representation of historical EMS data, mileage and time study, and implementation and operational steps.*

## Fiscal Information and Impact:

### Current EMS Budget

<b>Current EMS Budget</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>
Wages	\$ 33,714.50	\$ 34,725.94	\$ 35,767.71	\$ 36,840.74	\$ 37,945.97
FICA	\$ 2,579.16	\$ 2,604.45	\$ 2,682.58	\$ 2,763.06	\$ 2,845.95
Supplies	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Training	\$ 1,600.00	\$ 1,600.00	\$ 1,600.00	\$ 1,600.00	\$ 1,600.00
Other	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
Medical Physicals	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00
Equipment	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00
Riverside per call	\$ 22,000.00	\$ 22,000.00	\$ 22,000.00	\$ 22,000.00	\$ 22,000.00
Riverside Contract	\$ 65,000.00	\$ 65,000.00	\$ 65,000.00	\$ 65,000.00	\$ 65,000.00
<b>Total Budget</b>	<b>\$ 136,993.66</b>	<b>\$ 138,030.38</b>	<b>\$ 139,150.29</b>	<b>\$140,303.80</b>	<b>\$ 141,491.91</b>

\*\* wages include a 3% increase annually

### Projected Budgets and Expenses

<b>Capital Purchases</b>			
Item	Cost	Quantity	Total Cost
Ambulance (New)	\$ 350,000.00	1	\$ 350,000.00
Ambulance (Used)	\$ 100,000.00	1	\$ 100,000.00
Stryker Power Load cot loading s	\$ 28,000.00	2	\$ 56,000.00
Stryker Poser Pro 2 power cot	\$ 32,550.00	2	\$ 65,100.00
Stryker Power Pro stair chair	\$ 4,500.00	2	\$ 9,000.00
Defibrillator	\$ 55,000.00	2	\$ 110,000.00
Backboards, KED, & other capital	\$ 10,000.00	2	\$ 20,000.00
<b>TOTAL</b>			<b>\$ 710,100.00</b>

\*\* Many capital items can be purchased as refurbished for a lesser cost while still meeting standards with full warranty/ Total can be financed with an est. \$71,000 a year payment



<b>ESTIMATED 2025 Budget</b>	
<b>Item</b>	<b>Cost</b>
Cradlepoint wifi & router (for Defibrillator)	\$ 5,400.00
Current Firefighter - Training to EMT	\$ 7,200.00
EMS Wages	\$ 34,725.94
FICA	\$ 2,604.45
Supplies	\$ 5,000.00
Training (Conference, etc..)	\$ 1,600.00
Other	\$ 3,000.00
Medical Physicals	\$ 500.00
Equipment	\$ 4,000.00
Riverside per call	\$ 22,000.00
Riverside Contract	\$ 65,000.00
<b>TOTAL</b>	<b>\$ 151,030.38</b>

\*\*\$13,000 increase between current budget and increase to purchase extra equipment/up-training of firefighters to EMS

<b>Projected Revenue/Grants</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>	<b>2030</b>
Projected Billing Revenue	\$ 200,000.00	\$ 202,000.00	\$ 204,020.00	\$206,060.20	\$ 208,120.80
Grants	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00
2% Fire Dues	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00
<b>Total</b>	<b>\$ 220,000.00</b>	<b>\$ 222,000.00</b>	<b>\$ 224,020.00</b>	<b>\$226,060.20</b>	<b>\$ 228,120.80</b>

\*\*1% increase annually \*\* Wisconsin ACT 228 – GEMT will allow for greater return of Medicaid patient billing / Grant funding is likely under-estimated due to changes in Wisconsin FAP grant

<b>ESTIMATED BUDGET</b>			
<b>Item</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>
Wages	\$ 196,560.00	\$ 198,525.60	\$ 200,510.86
FICA	\$ 14,742.00	\$ 14,889.42	\$ 15,038.31
EMS Operating Supplies(include)	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00
Training (Conference, etc..)	\$ 1,600.00	\$ 1,600.00	\$ 1,600.00
Medical Physicals	\$ 500.00	\$ 500.00	\$ 500.00
Equipment	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00
Vehicle/Equipment Maintenance	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
Fuel	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00
Patient Billing	\$ 8,400.00	\$ 8,400.00	\$ 8,400.00
Medical Control	\$ 3,600.00	\$ 7,200.00	\$ 7,200.00
Software/Staffing Management	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
Clothing Allowance	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
Membership dues	\$ 500.00	\$ 500.00	\$ 500.00
<b>TOTAL</b>	<b>\$ 258,402.00</b>	<b>\$ 264,115.02</b>	<b>\$ 266,249.17</b>

\*\*Patient Billing using billing company estimated at \$21 per call @ 400 calls

COMPARISONS	2026	2027	2028
Current Budget	\$ 139,150.29	\$ 140,303.80	\$ 141,491.91
Revenue	\$ -	\$ -	\$ -
<b>Village Expense</b>	<b>\$ 139,150.29</b>	<b>\$ 140,303.80</b>	<b>\$ 141,491.91</b>
Projected Budget	\$ 258,402.00	\$ 264,115.02	\$ 266,249.17
Capital Expense (Loan payment)	\$ 71,000.00	\$ 71,000.00	\$ 71,000.00
Total Expenses	\$ 329,402.00	\$ 335,115.02	\$ 337,249.17
Revenue/Funds/Grants	\$ 220,000.00	\$ 222,000.00	\$ 224,020.00
<b>Village Expense (total Expense -</b>	<b>\$ 109,402.00</b>	<b>\$ 113,115.02</b>	<b>\$ 113,229.17</b>

**Projected savings to the Village of Kronenwetter = Current Village Expense – Projected Village Expense with revenues:**

2026	\$ 29,748.29
2027	\$ 27,188.78
2028	\$ 28,262.74

**Per Capita = ((total expenses – revenue)/total census (8500 residents))**

Current	\$ 16.37	Per Capita
Projected	\$ 12.87	Per Capita

## PATIENT BILLING

PATIENT BILLING RATE - CURRENT SERVICES						
Description	Mosinee	Wausau	SAFER	Stratford	Riverside 2022	Riverside 2023
BLS - Resident	800	1300	900	800	1050	1100
BLS - Non Resident	925	1300	1050	900	1250	1300
ALS1 - Resident	975	1450	1075	1050	1200	1300
ALS1 - Non Resident	1075	1450	1225	1250	1400	1500
ALS2 - Resident	1150	1800	1475	1275	1400	1600
ALS2 - Non Resident	1275	1800	1625	1475	1600	1800
BLS On Scene Care - Resident	275	500	425	300	350	400
BLS On Scene Care - Non Resident	275	500	500	375	425	500
ALS On Scene Care - Resident	775	1100	425	650	1200	1300
ALS On Scene Care - Non Resident	900	1100	500	725	1400	1500
Mileage - Resident	16	23	20	21	25	26
Mileage - Non Resident	17	23		22	25	26
Oxygen					82.5	90
Spinal Immobilization					165	200
Lift Assist (1st 2)		0				
Lift Assist after 2		275				

SUGGESTED KRONENWETTER PATIENT BILLING RATE	
Description	Suggested Rate
BLS - Non-Emergent	\$ 950
BLS - Emergent	\$ 1,100
ALS1 - Non -Emergent	\$ 1,100
ALS1 - Emergent	\$ 1,250
ALS2	\$ 1,400
BLS On Scene Care	\$ 250
ALS On Scene Care	\$ 450
Mileage	\$ 25

\*\*Per EMS Regional Director – Resident and Non-Resident charges are not recognized by billing companies

### Mileage and Response Times study (addresses blacked out to retain privacy)

Address Example	Address	RSFD Mi.	RSFD Time	KFD Mi.	KFD Time		Direction	Time Diff.	Mileage Diff
Address 1		8.9 mi.	14 mins.	5.1 mi.	7 mins		South	7 min	3.8
Address 2		9 mi.	15 mins	8.9 mi.	15 mins		East	0 min	0.1
Address 3		8.8 mi.	14 mins.	9.2 mi.	14 mins		East	0 min	0.4
Address 4		9.2 mi.	13 mins	3.6 mi.	5 mins		South	8 min	5.6
Address 5		7.9 mi.	12 mins.	2.3 mi	5 mins		South	7 min	5.6
Address 6		12.9 mi	18 mins	9.1 mi.	11 mins		South	7 min	3.8
Address 7		5.6 mi.	9 mins	2.0 mi	4 mins		West	5 min	3.6
Address 8		4.3 mi.	7 mins	3.0 mi.	5 mins		West	2 min	1.3
Address 9		4.2 mi.	7 mins	2.9 mi	5 mins		West	2 min	1.3
Address 10		3.7 mi.	8 mins	3.7 mi	7 mins		Central	1 min	0
Address 11		7.6 mi	13 mins	3.9 mi	6 mins		Central/South	7 min	3.7
Address 12		4.4 mi	9 mins	4.2 mi.	8 mins		Central	1 min	0.2
Address 13		5.7 mi	11 mins	6.1 mi	10 mins		East	1 min	0.4
Address 14		4.0 mi	8 mins	2.8 mi	5 mins		Central	3 mins	1.2

Figure 1

### Historical Call Times and Days of Weeks:

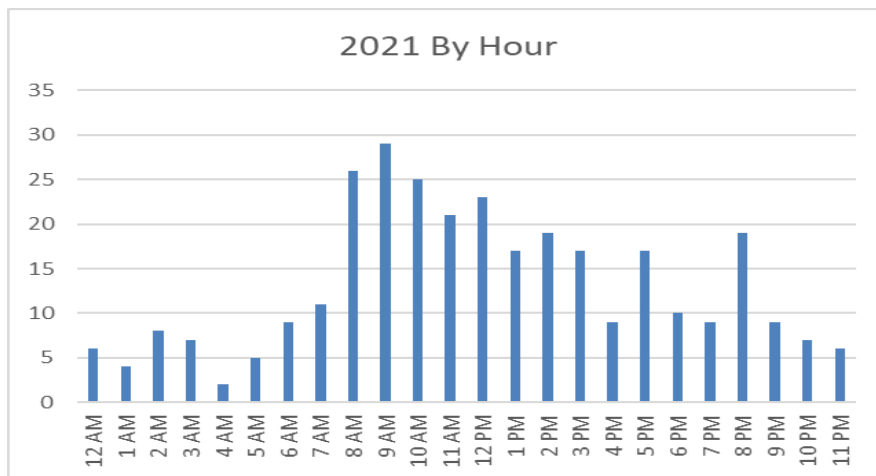


Figure 2

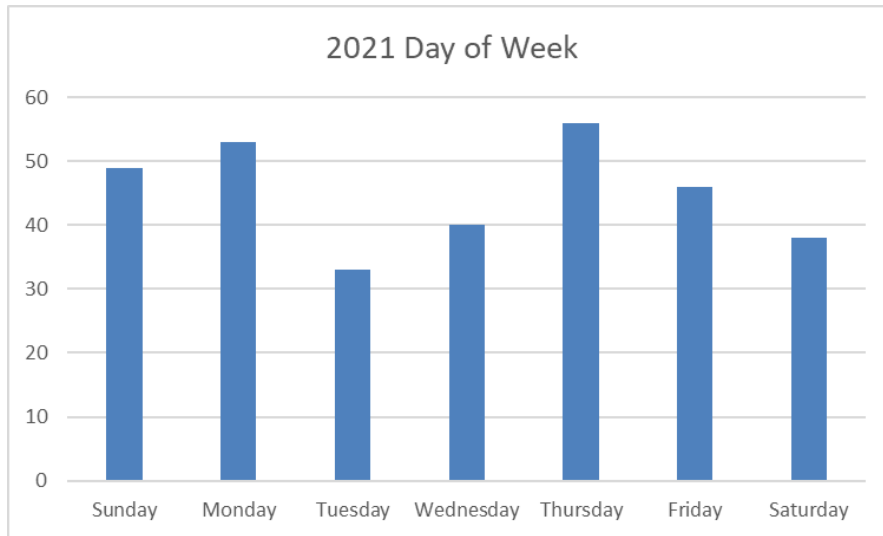


Figure 3

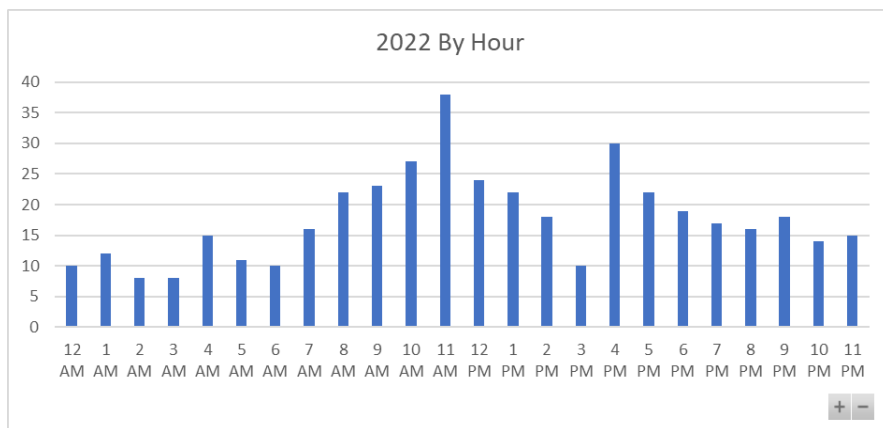


Figure 4

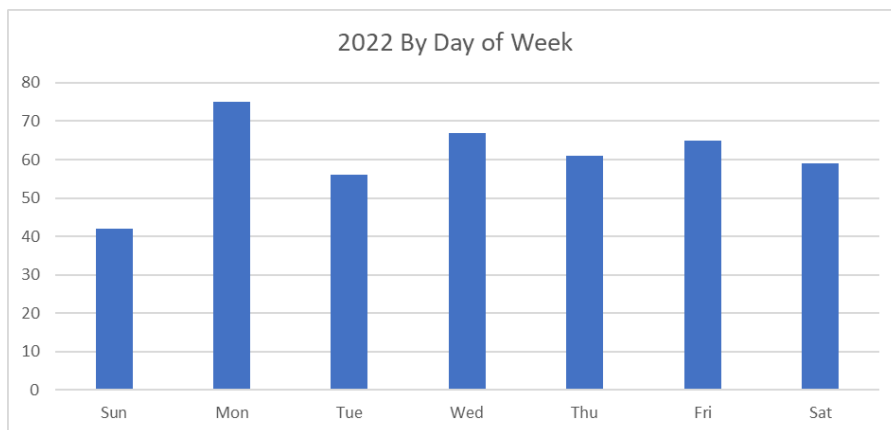


Figure 5

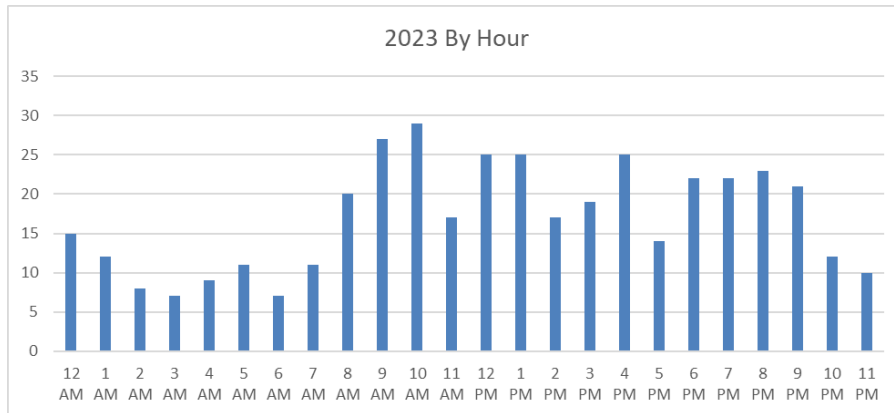


Figure 6

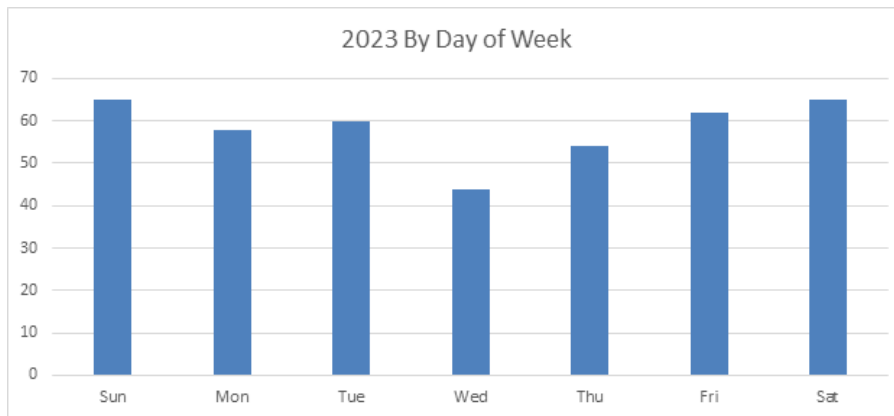


Figure 7

## Call by Transport Type

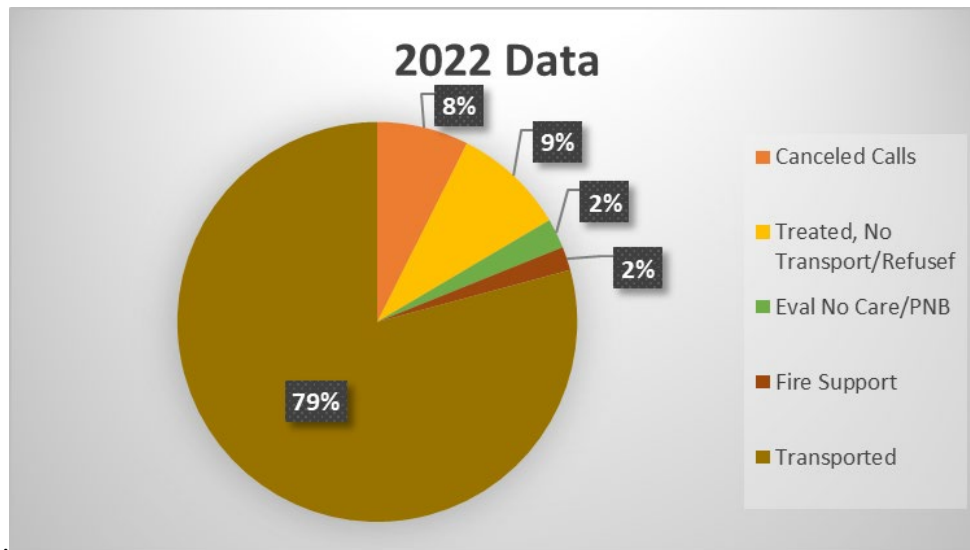


Figure 8

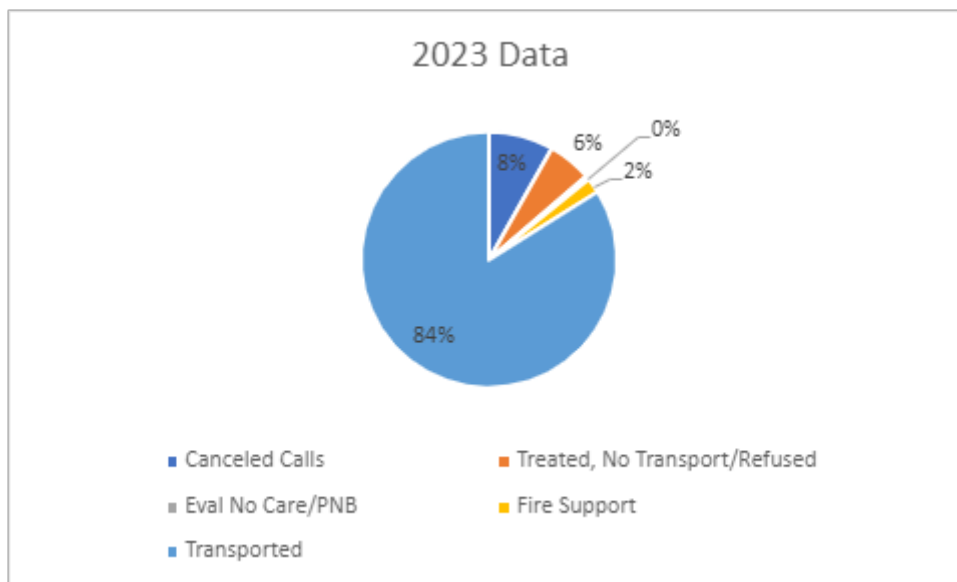


Figure 9