

NOTICE OF STUDY SESSION

OF THE

UNIVERSITY CITY CITY COUNCIL

Public Notice is hereby given that a Study Session of the City Council of University City will be held on **Monday, September 24, 2018, at 5:30 p.m.**, at City Hall, fifth floor, 6801 Delmar, University City, MO.

AGENDA

Requested by the City Manager

1. Meeting called to order
2. Changes to Regular Council Agenda
3. Emergency Medical Services (EMS) Transport
4. Adjournment

This meeting is OPEN to the public.

Dated this 21st day of September, 2018

LaRette Reese
City Clerk

**UNIVERSITY CITY
FIRE DEPARTMENT
EMS TRANSPORT**



**Start-Up
Initiative**



Fiscal Evaluation Year One

Without the Safer Grant

Personnel Cost = \$1,112,787.84

Ambulance Cost = \$393,739.00

Medical Equipment = \$130,161.87

Total \$1,609,687.87

EMS Billing Revenue = \$800,000

Total Cost = \$809,687.87

With the Safer Grant

Personnel Cost = \$336,681.84

Ambulance Cost = \$393,739.00

Medical Equipment = \$103,161.03

Total \$ 833,581.87

EMS Billing Revenue = \$800,000

Total Cost = \$ 33,581.87

Year Two

Without the Safer Grant

Personnel Cost = \$1,055,360.16

Ambulance Cost = \$ 256,182.00

Medical Equipment = 33,651.43

Total \$ 1,345,193.59

EMS Billing Revenue = \$ 800,000

Total = \$ 545,193.59

With Safer Grant

Personnel Cost = \$279,254.16

Ambulance Cost = \$ 256,182.00

Medical Equipment = \$33,651.43

Total = \$ 569,087.59

EMS Billing Revenue = \$ 800,000

Total = +\$230,912.41

Year Three

Without Safer Grant

Personnel Cost = \$ 1,055,360.16

Ambulance Cost= \$0

Medical Equipment = \$ 33,651.43

Total= \$ 1,089,011.59

EMS Billing Revenue= \$ 800,000

Total = \$ 289,011.59

With Safer Grant

Personnel Cost= \$685,984.10

Ambulance Cost= \$0

Medical Equipment = \$ 33,651.43

Total = \$ 719,635.53

EMS Billing Revenue = \$ 800,000

Total = + \$80,364.47

EQUIPMENT/SUPPLIES

CURRENT

ZOLL Cardiac Monitors	\$ 67,264.60	---- \$33,632.30 each, need 2 right away
Medical Supplies	Averaging \$30,000 a year,	will increase by \$35,000 yearly.
Oxygen	Averaging \$3,000 a year,	will increase by \$4,000 yearly.
Medical Waste Disposal	Averaging \$10,550 a year	currently negotiating price. Will be considerably lower.
EMS Reporting Software	\$13,00 yearly.	This program connects surrounding Fire and EMS, hospitals, Mo Bureau of EMS and billing to simplify and ease the collection of patient information.
EMS Billing.	Handled by Medicaid.	They charge 5% of what they collect on billable runs. Zero start up cost. Zero maintenance fees. They set up and maintain all contracts with Medicare/Medicaid.

CURRENT AMBULANCES

2009 Chevrolet Medtec Ambulance -- move to back up position, replace in 2nd year

2011 International Osage Ambulance--- Remount box to new Freightliner Chassis

1999 Freightliner Medtec – Complete replacement due to age and condition.

See packet for further details.

Next Steps

- Amend the City Staffing Pattern for additional firefighter/paramedics.
- Amend Capital Improvement Program to reflect needed Capital Purchases
- Open Formal Discussion with Gateway Ambulance to create a Transition Plan

Council updates on the progress

Questions?



Total Ambulance Restoration Costs



First Year	Without SAFER		With SAFER
Personnel Costs	\$ 1,112,787.84		\$ 336,681.84
Ambulance Costs	\$ 393,739.00		\$ 393,739.00
Medical Equipment Costs	\$103,161.03		\$103,161.03
Total	\$ 1,609,687.87		\$ 833,581.87
EMS Billing Revenue	\$ (800,000.00)		\$ (800,000.00)
Total	\$ 809,687.87		\$ 33,581.87
Second Year			
Personnel Costs	\$ 1,055,360.16		\$ 279,254.16
Ambulance Costs	\$ 256,182.00		\$ 256,182.00
Medical Equipment Costs	\$33,651.43		\$33,651.43
Total	\$ 1,345,193.59		\$ 569,087.59
EMS Billing Revenue	\$ (800,000.00)		\$ (800,000.00)
Total	\$ 545,193.59		\$ (230,912.41)
Third Year			
Personnel Costs	\$ 1,055,360.16		\$ 685,984.10
Ambulance Costs	\$ -		\$ -
Medical Equipment Costs	\$33,651.43		\$33,651.43
Total	\$ 1,089,011.59		\$ 719,635.53
EMS Billing Revenue	\$ (800,000.00)		\$ (800,000.00)
Total	\$ 289,011.59		\$ (80,364.47)



Year 1 - Ambulance Personnel Cost Analysis



2017 Safer Grant Submission Figures	Per Firefighter	12 Firefighters	75% paid by grant	25% paid by city	Actual 2019	Actual 12 FF	Actual City Cost
Annual Salary	\$ 58,235.00	\$ 698,820.00	\$ 524,115.00	\$ 174,705.00	\$ 59,399.70	\$ 712,796.40	\$ 188,681.40
Medicare	\$ 844.00	\$ 10,128.00	\$ 7,596.00	\$ 2,532.00	\$ 860.88	\$ 10,330.56	\$ 2,734.56
Workers Compensation Insurance	\$ 4,385.00	\$ 52,620.00	\$ 39,465.00	\$ 13,155.00	\$ 4,472.70	\$ 53,672.40	\$ 14,207.40
Medical Insurance	\$ 12,560.00	\$ 150,720.00	\$ 113,040.00	\$ 37,680.00	\$ 12,811.20	\$ 153,734.40	\$ 40,694.40
Pension	\$ 9,318.00	\$ 111,816.00	\$ 83,862.00	\$ 27,954.00	\$ 9,504.36	\$ 114,052.32	\$ 30,190.32
Life Insurance	\$ 18.00	\$ 216.00	\$ 162.00	\$ 54.00	\$ 18.36	\$ 220.32	\$ 58.32
Long Term Disability Insurance	\$ 274.00	\$ 3,288.00	\$ 2,466.00	\$ 822.00	\$ 279.48	\$ 3,353.76	\$ 887.76
Uniform Allowance	\$ 600.00	\$ 7,200.00	\$ 5,400.00	\$ 1,800.00	\$ 600.00	\$ 7,200.00	\$ 1,800.00
Totals	\$ 86,234.00	\$ 1,034,808.00	\$ 776,106.00	\$ 258,702.00	\$ 87,946.68	\$ 1,055,360.16	\$ 279,254.16
Hiring Costs							
Hiring Process, testing, physicals, etc					\$ 1,170.00	\$ 14,040.00	
Fire Gear, Helmet, Boots Etc					\$ 3,300.64	\$ 39,607.68	
Uniforms					\$ 315.00	\$ 3,780.00	
Total Hiring Costs					\$ 4,785.64	\$ 57,427.68	
Total Personnel Costs Year 1							\$ 336,681.84



UCFD Ambulance Cost Projection



Trucks	Activity	Cab and Chasis Cost	Remount and modernization	Cost of Box New	Total
2009 Chevrolet Medec	Move to spare ambulance	\$-			\$ 10,000.00
1999 Freightliner Medtec	Sell - too costly to remount	\$-			\$ (5,000.00)
2011 International Osage	Remount to 2020 Freightliner	\$83,157.00	\$49,400.00		\$ 132,557.00
New 2020 Freightliner Osage		\$83,157.00		\$173,025.00	\$ 256,182.00
					\$ 393,739.00



PROUDLY SERVING THE FIRE AND E.M.S. COMMUNITIES SINCE 1974

6641 Christopher Drive St. Louis, MO. 63129

Phone: 314-846-0911, Fax: 314-846-4445

Chris Marshall Cell # 636-699-8235

DATE: September 13th, 2018
TO: University City Fire Department
FROM: Chris Marshall
REFERENCE: PRICE QUOTES FOR NEW AMBULANCE

- 1) 2020 M2 Freightliner with Liquid Spring Suspension System and Osage Superwarrior Module custom built to match your specifications.

Conversion Price	\$173,025.00
Chassis Price	\$82,157.00
TOTAL PRICE	\$255,182.00

Chassis built time is estimated first quarter of 2019

- 2) 2019 Ford F-550 4x4 193" WB with Liquid Spring Suspension System and Osage Superwarrior Module custom built to match your specifications.

Conversion Price	\$168,235.00
Chassis Price	\$61,885.00
GPC Ford Rebate	-\$4,490.00
TOTAL PRICE	\$225,630.00

Chassis delivery expected mid November 2018 with 150 to 180 days build time

Current demo order F-550 could be delivered mid February 2019

- 3) 2019 Chevrolet Silverado 5500HD with Liquid Spring Suspension and Osage Superwarrior Module custom built to match your specifications.

Conversion Price	\$173,025.00
Chassis Price	\$59,135.00
TOTAL PRICE	\$232,160.00

Chassis build dates starting end of 2018 estimated chassis delivery spring 2019

4) Remount of 2011 Osage Superwarrior from International to Medium Duty Chassis

TOTAL PRICE \$49,900.00

Current start date based on chassis availability

ALL PRICES INCLUDE STRYKER POWER LOAD SYSTEM

Price Includes all applicable discounts and incentives at time of purchase

Price is FOB University City Fire Department

Delivery within 150 to 180 days of receipt of chassis

Terms of sale are No Money Down, Full Payment at Delivery

Price is good for 60 days

Sincerely,

Chris Marshall

**Chris Marshall
Emergency Services Supply, Osage Dealer**



PROUDLY SERVING THE FIRE AND EMS COMMUNITIES SINCE 1974

6641 Christopher Drive St. Louis, MO. 63129

Phone: 314-846-0911, Fax: 314-846-4445

Chris Marshall Cell # 636-699-8235

DATE: September 15th, 2018
TO: University City Fire Department
FROM: Chris Marshall
REFERENCE: PRICE QUOTE FOR NEW AMBULANCE

- 1) 2020 M2 Freightliner with Liquid Spring Suspension System and Osage Superwarrior Module custom built to match your specifications.

Conversion Price	\$173,025.00
Chassis Price	\$83,157.00*
TOTAL PRICE	\$256,182.00

*Chassis built time is estimated first quarter of 2019

*Chassis price is based on full payment of chassis upon delivery at Osage plant

- 2) Remount of 2011 Osage Superwarrior from International to 2020 Freightliner M2 with Liquid Spring Suspension and your specifications.

Conversion Price	\$49,900.00
Chassis Price	\$83,157.00*
TOTAL PRICE	\$133,057.00

*Chassis built time is estimated first quarter of 2019

*Chassis price is based on full payment of chassis upon delivery at Osage plant

ALL PRICES INCLUDE STRYKER POWER LOAD SYSTEM

Price includes all applicable discounts and incentives at time of purchase

Price is FOB University City Fire Department

Delivery within 150 to 180 days of receipt of chassis

Terms of sale are No Money Down, Full Payment at Delivery for Conversion

Price is good for 60 days

Sincerely,

Chris Marshall
Emergency Services Supply, Osage Dealer