



FIRE DEPARTMENT

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Steve Howard, Fire Chief

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September 6, 2017

Ald. Joseph Pieper, Chair
Finance Committee
1011 W. Glenn Drive
Waukesha, WI 53188

Subject: Review and Update of Emergency Medical Services (EMS) Fees

Dear Ald. Pieper,

The City of Waukesha Fire Department is recommending that the Finance Committee and Common Council adopt a fee increase for emergency medical services. The department has worked closely with representatives of Andres Medical Billing (AMB) to conduct a rate analysis as part of our 2018 budget preparation, and as a result we are requesting a \$100 increase for Advanced Life Support (ALS) service and a \$200 increase for Basic Life Support (BLS) service. These fee increases are consistent with "Usual and Customary" payments from private insurance and would generate an additional \$73,345 from private insurance. **Attached** is a rate analysis provided by AMB that is based on our actual 2016 demographics.

The fees for Emergency Medical Services were last reviewed and adopted effective date of October 1, 2015 (see **attached** rate history chart). As part of this update, the City developed a "Soft Collection Policy", which had been a long-standing request from past Common Councils, and ultimately was possible due to an interpretation by the Office of the Inspector General of the US Department of Health & Human Services. With the guidance of the City Attorney's office and AMB, the policy was developed so that city residents would not have to pay any "out of pocket" expenses. Since the implementation of this policy, City residents were not required to pay \$1,159,407 in fees not covered by insurance (out of pocket).

The fee schedule adopted at the time of the 2015 update was based on "Usual and Customary" payments made by private insurance, which was higher than some surrounding communities, but comparable with Midwest communities in the utilizing a soft collection policy. The increase being requested is consistent with that of the comparable communities since 2015 (comparable information **attached**).



Per past requests of the Finance Committee, the department continues to work closely with our billing company and the Finance department to ensure that our rates are regularly evaluated and adjusted accordingly. The proposed increases will generate an additional \$73,345, without increasing fees paid by city residents.

As always, feel free to contact me with any questions. Fire Department staff will be present at the Finance Committee meeting to provide additional information.

Respectfully,



Steve Howard, Fire Chief
City of Waukesha

Attachments (3)

Copies: Finance Committee members
Mayor Shawn Reilly
City Administrator Kevin Lahner
Finance Manager Rich Abbott

