



Marion County
Board of County Commissioners

Fire Rescue

2631 SE Third St.
Ocala, FL 34471
Phone: 352-291-8000
Fax: 352-291-8098

Marion County Fire Rescue Emergency Services
Advisory Board Meeting
October 11, 2011

- I. Call To Order: 4:03 p.m. by Chairperson Pat Gabriel

- II. Members Present:
Dr. Frank Fraunfelter, Medical Director, MCFR EMS
Paul Clark, C.O.O., Munroe Regional Medical Center
Thomas Lorio
Adam Woods
Butch Verrando
Pat Gabriel, Chairperson
Randy McVay, Acting C.E.O., Ocala Regional Medical Center
John Delorio, Ocala Fire Rescue, Fire Chief
Others in Attendance:
Chief Stuart McElhaney, Chief Shari Hall, Chief David Cooper, John Schaefer, Carl Crabtree, Chief Richard Maxwell, Chief Paul Nevels, Chief Todd Clifford, Nick Fortuna
Attendance taken by: Felicia Grasty

- III. Minutes: July 12, 2011 adopted.
 - A. ShandsCair
 - The labor attorney advised that MCFR couldn't put an air medic position outside of the collective bargaining unit.
 - If MCFR doesn't staff the air ambulance, Shands is prepared to staff with their own personnel.
 - Chief McElhaney stated that he wants our financial staff to work with Shands financial staff.
 - Butch Verrando questioned who would fund the capital expense and Chief replied this would be Shands responsibility.
 - Paul Clark asked if MCFR could provide a dollar or in-kind service instead of personnel. Chief McElhaney replied positively, stating that MCFR could provide office space.

"Meeting Needs by Exceeding Expectations"



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- Chief McElhaney believes there are strong reasons to be on board with this program.
- Tom Lorio inquired about the fuel station for the air unit. Chief explained that it would be at the station (Fire Station #30 Spruce Creek), and that it would be an above ground tank for aviation fuel.
- There are no issues with the FAA.
- The Advisory Board is comfortable with moving forward to support this program.
- The pilot program would be for one year or 18 months of the first fly out.
- Chief Hall advised that Shands is looking into partnering with a critical care unit at some point.

B. Annual Report – Agency Activity Summary FY10/11 was handed out.

- Information from last year is compiled with this year's info.
- The question was asked why more patients go to MRMC. Chief Hall explained that nine times out of ten, it is the patient's request.
- Infant deliveries usually go to Shands and MRMC.
- Discussion of percentage of calls per areas: Urban, Suburban, and Rural.
- \$13.1 million was the budgeted revenue for FY 9/10, \$13.6 million budgeted revenue currently, and \$14.1 million possibly for this year.
- Chief McElhaney explained there are three things we are looking at in recovering monies, collection wise.
- Chief McElhaney shared that the County Commission changed to a fixed fee collection agency for which the department purchases claims up front.
- MCFR eliminated the Deputy Chief position, which had an Administrative Assistant. Instead of eliminating the position, the department placed this employee in the billing department to call patients prior to the account going to collections.

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- Since February 2011, the employee has recovered about 1/6 of the \$1.2 million that would have gone to collections.
- MCFR would like to hire or contract more personnel for this effort due to the success of this pilot program.
- Self pays are the most difficult category to collect from and MCFR currently collects about 30% (EMSA only collected about 10%).
- The Board discussed how the department could implement credit reporting.
- Adam Woods stated that he will follow up with Chief McElhaney on a local collection agent, M.J. Altman.
- Chief Hall and Chief McElhaney shared that the department currently pays \$10.80 per claim to the current collection agency. The agency has collected \$92,000 from July 2010-September 2011.
- The board recommended finding a collection agency that will do the work for a percentage.
- John Schaefer shared the aging report and provided handouts.
- He shared that the billing department collects about \$1 million a month, based on invoices billed.
- Aging tracks along to the 180 days including any outstanding from EMSA brings the total to \$8.4 million. This is over a 3 year time frame. This breaks down to about \$2.5 million uncollected per year, so approximately 20% of the business is uncollectable. This averages out to be \$.80 on the dollar.
- The breakdown for auto is about \$147,000, the ADI (electronic payments) \$152,000, Collection Agency \$6.4 million and Medicare \$323,000. This is all over 180 days.
- Chief Hall explained that since the September data was not available, a large portion of the bottom line isn't included in the totals.
- Carl Crabtree noted that the in house staff should be focused on the current aging accounts, not the 180 days. Chief McElhaney explained that pre-collections is the primary focus of the position.

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- Chief Hall explained that patients have an option to pay in full by credit card or in six payments and that patients are billed within 72 hours of the incident.
- Carl Crabtree asked if there was a formal policy for collections and Chief Hall explained there is one in place.
- Chief Hall explained that if a payment arrangement is not satisfied, then the account goes straight to collections.

C. Budget Update

- Budget Compilation Adopted FY 11/12 handouts provided.
- Chief McElhaney pointed out a few budget highlights.
- MCFR will refurbish four ambulances, purchase two pumpers and added five brush trucks.
- Chief McElhaney spoke about the BCC approving the renovations of two stations: East Marion and Weirsdale.
- Chief discussed the four fueling sites and researching a biofuel conversion.
- Chief discussed the recurring expenditure (\$32.5 million) and revenue (\$34.5 million).
- The department analyzed several counties overtime and personnel services budgets to review and compared MCFR's overtime budget to counties of similar size and work schedule (24/48 with no Kelly Day). MCFR's Overtime is 5.78% of Personnel Services, while the comparison counties are as follows: Orange County (9.71%), Brevard County (11.78%), Polk County (9%) and Seminole County (10.57%).

D. Other Items

- Chief McElhaney consulted with the County Attorney regarding the MDA Boot Drive. The County Attorney stated that he is not comfortable with MCFR personnel being out on the roadways. Therefore, Chief stated that until MCFR can find another way to support the cause safely, staff will not do the drive right now.

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- Reminder that Station 7 Grand Opening is October 25, 2011 at 10:00 a.m.
- Chief also discussed the Communications Center Consolidation. City Council agreed then disagreed 4-1 not to consolidate Public Safety Communications with Ocala Fire.

IV. Board Items – N/A

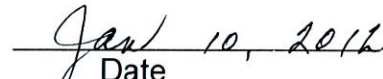
Adjournment – 5:55 p.m.

The next meeting will be held January 11, 2012 at 4:00 p.m. at Fire Rescue Headquarters.

Minutes submitted by Felicia Grasty.

Approved:


Pat Gabriel, Chairperson


Date Jan 10, 2012

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