

## Coastal Valleys EMS Agency - Sonoma County Ambulance Rates 2017

AMBULANCE SERVICE PROVIDER	ALS RATE		OTHER CHARGES (if not included in base rates)					APC	Subscription
	Base	Inclusive	Mileage	Night	Emergency	Oxygen	?		
Bodega Bay FPD	\$ 2,224.00	-	\$ 27.00	\$ 100.00	\$ 150.00	\$ 120.00		\$ 3,026.00	
Coast Life Support District	?	\$ 3,389.00	\$ 35.00	\$ 197.00	\$ 405.00	\$ 158.00		\$ 4,679.00	
AMR - Sonoma	\$ 1,762.52	-	\$ 37.58	\$ 107.20	\$ 176.55	\$ 149.98		\$ 2,316.27	
Cloverdale Health Care District	-	\$ 1,900.00	\$ 20.00	?	?	?		\$ 2,140.00	
Falck/Sonoma Raceway	\$ 1,000.00	-	\$ 20.00	?	?	?		?	
Falck	\$ 2,600.00	-	\$ 42.48	?	?	\$ 150.13		\$ 3,972.31	
Petaluma Fire Department City Resident	\$ 1,290.00	-	\$ 31.00	?	?	\$ 123.00		\$ 1,303.55	
Petaluma Fire Department Non-Resident	\$ 1,500.00	-	\$ 31.00	?	?	\$ 123.00		?	
Sonoma Valley Fire City resident	\$ 1,155.00	-	\$ 25.00	?	?	\$ 123.00		\$ 1,243.24	49.00
Sonoma Valley Fire Non-resident	\$ 1,328.00	-	\$ 25.00	?	?	\$ 123.00		\$ 1,315.35	49.00
Bells Healdsburg Ambulance Service	\$ 1,600.00	-	\$ 26.00	\$ 70.00	\$ 300.00	\$ 90.00		\$ 3,026.00	
Russian River Fire	\$ 1,807.00	-	\$ 27.50	\$ 95.00	\$ 125.00	\$ 120.00		\$ 4,679.00	

### Questions for discussion

1. CLSD indicates both inclusive billing and itemized. Please explain?
2. Are there additional items which can be individually billed for that should be included, i.e. EKG?
3. Both Falck and Petaluma Fire Department indicate two separate rates but did not provide separate APC's. Does the APC provided include the average of both rates?
4. Do providers without "Other Charges" indicated actually not charge for these items?
5. Is there additional information that should be included in this report, i.e. Average Collections on Bills?

DRAFT

**Sonoma Life Support**

5 Year Financial History 2013 – 2017  
and Projections for 2018

Payer Source	Percentage of total billing	Percentage collected of total bill	Note
Medicare	51.3%	18.4%	This is a fixed reimbursement of approx. \$350.00
Medi-Cal	24.9%	6.5%	This is a fixed reimbursement of approx. \$150.00
Commercial Insurance	15.6%	82.0%	This is the category where cost shifting occurs
Private Pay	8.2%	13.6%	This is typically uncompensated care

Projections for 2018

	2013	2014	2015	2016	2017	2018
Gross Charges	53,332,643	56,047,794	60,751,054	67,341,685	70,173,167	71,090,545
Net Collections	14,635,869	15,298,005	15,211,250	16,263,593	16,851,725	16,821,944
Other Revenue	877,860	761,988	502,076	717,739	891,219	401,197
Public Funding						
Total Revenue	15,513,729	16,059,993	15,713,325	16,981,332	17,742,944	17,223,141
Personnel Expenses	8,487,032	8,683,235	9,237,099	10,145,019	10,384,508	10,583,130
Other Operating Expenses	5,849,918	6,617,378	6,622,084	7,510,875	7,485,833	7,568,026
Total Expense	14,336,950	15,300,612	15,859,183	17,655,894	17,870,341	18,151,156
Income	1,176,779	759,380	(145,858)	(674,562)	(127,397)	(928,015)
Profit %	7.59%	4.73%	-0.93%	-3.97%	-0.72%	-5.39%
Transports	23,115	24,651	26,591	29,095	28,684	27,839
Average Patient Charge	\$ 2,307.27	\$ 2,273.65	\$ 2,284.65	\$ 2,314.54	\$ 2,446.42	\$ 2,553.63
Average Collection / Claim	\$ 633.18	\$ 620.58	\$ 572.05	\$ 558.98	\$ 587.50	\$ 604.26
Collection Rate	27.44%	27.29%	25.04%	24.15%	24.01%	23.66%

Rates reflect an annual increase according to the Bay Area Consumer Price Index as authorized within the current contract