



# Lane Fire Authority

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P.O. Box 398, Veneta, Oregon 97487  
541.935.2226  
[www.lanefire.org](http://www.lanefire.org)

## 2022 Ambulance Rate Proposal

Lane Fire Authority



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## Current Financial Situation:

Over the last year the finance committee has had several discussions surrounding our ambulance billing rates. Our last rate change occurred sometime in 2010, over 11 years ago. In that time, we have seen the cost of everything from equipment and PPE to fuel and employee costs increase substantially. Despite this increase, the only revenue Lane Fire Authority has seen is an increase due to increased call volume. This increase in call volume also increases the cost of providing the service. Since 2012 the cost of a firefighter/paramedic has increased 28.8% (LCPFA Collective Bargaining Agreement), average fuel prices have gone up 15.75% (Globalpetrolprices.com), and the cost of EMS equipment has increased by 11.63% (LFA Budgets). LFA has seen a total ambulance revenue increase of 29.29% (LFA Budgets) but has required an increase in staffing (1 peak car ambulance) in order to accommodate the additional call volume.

Fig 1

Year	Transport Revenue	Fire Med Revenue	GEMT	Total Transport Revenue
2012-2013	\$1,596,706	\$331,131	\$0	\$1,927,837
2013-2014	\$1,668,191	\$313,896	\$0	\$1,982,087
2014-2015	\$1,782,253	\$554,179	\$0	\$2,336,432
2015-2016	\$2,078,779	\$284,134	\$0	\$2,362,913
2016-2017	\$1,752,961	\$271,691	\$0	\$2,024,652
2017-2018	\$1,646,133	\$278,762	\$0	\$1,924,895
2018-2019	\$1,830,747	\$280,000	\$0	\$2,110,747
2019-2020	\$1,526,497	\$219,855	\$56,471	\$1,802,823
2020-2021	\$1,786,421	\$164,015	\$160,831	\$2,111,267



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Fig 2

Year	Supplies - EMS	EMS Equipment	Physician Advisor	Ambulance Billing Services	Total
2012-2013	\$82,416	\$8,949	\$15,200	\$84,522	<b>\$191,087</b>
2013-2014	\$77,734	\$3,290	\$15,650	\$88,977	<b>\$185,651</b>
2014-2015	\$80,091	\$10,657	\$17,000	\$97,063	<b>\$204,811</b>
2015-2016	\$87,229	\$9,178	\$21,250	\$95,963	<b>\$213,620</b>
2016-2017	\$98,695	\$15,387	\$22,750	\$51,797	<b>\$188,629</b>
2017-2018	\$91,170	\$5,679	\$20,000	\$54,794	<b>\$171,643</b>
2018-2019	\$113,327	\$14,316	\$30,000	\$54,057	<b>\$211,700</b>
2019-2020	\$90,782	\$11,205	\$30,000	\$49,494	<b>\$181,481</b>
2020-2021	\$116,135	\$16,094	\$30,000	\$51,083	<b>\$213,312</b>

## Rate Comparisons

Lane Fire Authority has historically maintained a fee in line with other service providers in the area that is just under what Eugene/Springfield charges. Historically the thought behind charging slightly under the ESF rate was that on an ESF call a patron is receiving a fully career first response in addition to their ambulance. Since that implementation the staffing model at LFA has drastically changed. LFA patrons are getting a first response engine with at least two career personnel on it in addition to a fully career ambulance. ESF and LFA share the same protocols and the same medical director and are providing the same level of service. Employees receive the same level of training and predominately carry the same equipment. LFA has prided itself over the last decade of providing care with cutting edge equipment that matches, and often exceeds, what ESF is carrying. For example, LFA got video laryngoscopy before ESF did and currently has lactate monitors and Lucas devices, which are not utilized by ESF. When an LFA patron receives ambulance transport through an auto-aid agreement they are charged over \$200 more in the base fee then if they received it from an LFA transport, while a Eugene patron receiving transport from an LFA medic under an auto-aid agreement is being charged less then if they received transport from an ESF medic. In both cases they are receiving the same level of care by similar providers. Eugene Springfield does have a higher employee cost per employee, which is a factor into



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how much that ambulance costs to run. This will shortly become a moot point as well, however, as ESF transitions to single role paramedics which will be earning an estimated 75% of what a full-time dual role employee earns. Despite this decrease in personnel cost, their transport rates will not be decreasing.

Comparing our rates to other agencies in the area based on a rate study done in October 2021 by Corvallis Fire, LFA is currently coming in at the median of ambulance fees. Raising our rates would put us above the current median, however other agencies may follow suite or be currently entertaining a rate increase (see figure 3). A more extensive document sent by our billing company, Systems Design, shows that while a rate increase would put us near the higher end of what ambulances are charging in Oregon, it would not put us outside the current range. The current range for System Design fees for ALS2 transport range from \$800-\$3157.

Fig 3

	County	Fire-Med	BLS-Emergency	ALS 1 Emergency	ALS 2 Emergency	ALS 1 Non-Emergency	BLS Non-Emergency	Evaluateion & Treatment No Transport	Transport Mileage (per mile)
<b>Corvallis Fire (Current)</b>	Benton	\$65.00	\$1,250.00	\$1,350.00	\$1,350.00	\$1,350.00	\$1,250.00	\$491.00	\$20.00
Eugene / Springfield Fire & EMS	Lane	\$65.00	\$1,859.00	\$1,859.00	\$1,859.00	\$1,859.00	\$1,859.00	\$929.50	\$24.18
Lane Fire Authority	Lane	\$65.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$800.00	\$20.00
South Lane Fire and Rescue	Lane	\$65.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$800.00	\$20.00
Albany Fire	Linn	\$65.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$630.00	\$20.00
Jefferson Fire District	Linn	\$50.00	\$1,200.00	\$1,450.00	\$1,450.00	\$1,450.00	\$1,200.00	\$600.00	\$20.00
Lebanon Fire District	Linn	\$60.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$500.00	\$20.00
Salem Fire Department	Marion	\$70.00	\$1,185.00	\$1,392.00	\$1,470.00	\$1,392.00	\$939.00	\$682.00	\$25.00
Marion County Fire District #1	Marion	\$70.00	\$1,185.00	\$1,392.00	\$1,470.00	\$1,392.00	\$1,080.00	\$682.00	\$25.00
Keizer Fire District	Marion	\$70.00	\$1,185.00	\$1,392.00	\$1,470.00	\$1,392.00	\$939.00	\$682.00	\$25.00
Dallas Fire Department	Polk	\$65.00	\$1,715.08	\$1,715.08	\$1,715.08	\$1,715.08	\$1,715.08	\$538.54	\$25.15
Polk County Fire District #1	Polk	\$60.00	\$1,250.00	\$1,350.00	\$1,350.00	\$1,350.00	\$1,250.00	\$490.00	\$20.00
McMinnville Fire	Yamhill	\$75.00	\$1,894.00	\$1,976.00	\$1,976.00	\$1,976.00	\$1,894.00	\$558.00	\$28.00
TVF&R Yamhill County	Yamhill	\$65.00	\$2,003.15	\$2,003.15	\$2,003.15	\$2,003.15	\$2,003.15	\$563.39	\$26.28
<b>Median</b>		\$65.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$615.00	\$22.09
<b>Difference from median values</b>		\$0.00	(\$350.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$350.00)	(\$124.00)	(\$2.09)
<b>Percentage from the Median</b>		0.0%	-28.0%	-18.5%	-18.5%	-18.5%	-28.0%	-25.3%	-10.5%
<b>Median for College/University Communities</b>		\$65.00	\$1,450.00	\$1,521.00	\$1,560.00	\$1,521.00	\$1,450.00	\$560.70	\$24.59
<b>Difference from Median values for College Communities</b>		\$0.00	(\$200.00)	(\$171.00)	(\$210.00)	(\$171.00)	(\$200.00)	(\$69.69)	(\$4.59)

Table courtesy of Corvallis Fire



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## Recommended Rates and Impact

Lane Fire Authority, like all ambulances, do not receive the entire amount that is billed. Many patient's that are transported fall under what is called a fixed payer. A fixed payer is those that have Medicare/Medicaid or OHP that only reimburse a certain amount, 80% of our bills are sent to someone who is a fixed payer. In addition, we have non-capped bills that go to uninsured individuals and commercially insured that do not always get paid or fully paid. Of the non-capped payers, we collect approximately 65% of what we bill. System Design put together some projections for Lane Fire Authority on what the revenue increase would be for different rate increases. Of the options presented the best option was one that provided a tiered billing rate for the different levels of service that may be provided by a Lane Fire Authority Transport Unit. Currently Lane Fire Authority only has one base fee for transport split into two categories. A resident fee of 1600 and a nonresident fee of 1800. We also have a mileage fee of \$20 per mile, a treatment no transport fee of \$800 and a special event standby fee of \$120 per hour. Under the new tiered system, we would charge a transport fee that ranges between \$1600-\$2300, a mileage fee of \$25 per mile, and keep the treatment no transport fee of \$800. Standby rates, which are not billed through the billing company but a contract with the agency requesting standby, would be \$175 per hour. Figure 4 shows the chart from the billing company for the proposed tiered rates. Under this tiered system, our projected revenue would increase 8.1% from \$2,041,057.16 to \$2,206,095.24.

Fig 4

	Fee
BLSNE-R	1600.00
BLSNE-NR	1700.00
BLSE-R	1900.00
BLSE-NR	2000.00
ALS 1 NE-R	1600.00
ALS 1 NE-NR	1700.00
ALS 1-R	2000.00
ALS 1-NR	2100.00
ALS 2-R	2200.00
ALS 2-NR	2300.00
TNT	800.00
Mileage	25.00