



Town of Ticonderoga Ambulance District

Map, Plan and Report Presentation

August 2024



Presentation overview

- EMS Background
- TiEMS Operations
- Lamoille Operations
- Proposed Ambulance District
 - Services & Boundaries
 - Governance
 - Estimated cost

EMS Background

- Modern EMS system founded ~60+ years ago
- EMS undergoing substantial change in NYS and nationally

Increased Demand

- Aging population
- Changing expectations

Loss of volunteers

- 59% of rural volunteer EMS providers reported moderately or severely impaired response times due to shortages in certified volunteer staff¹

Increased Costs

- Need for paid staff to cover loss of volunteers
- Competitive wages to attract declining numbers of professional responders
- Complex equipment and increased regulatory standards

Low reimbursement rates

- Insurance only pays a fraction of the fee charged and does not cover the full costs of service.

¹ New York State Emergency Medical Services Council (SEMSCO), *EMS Workforce Shortage in NYS: Where are the Emergency Responders?*, December 2019.

Ticonderoga Emergency Squad (TiEMS)

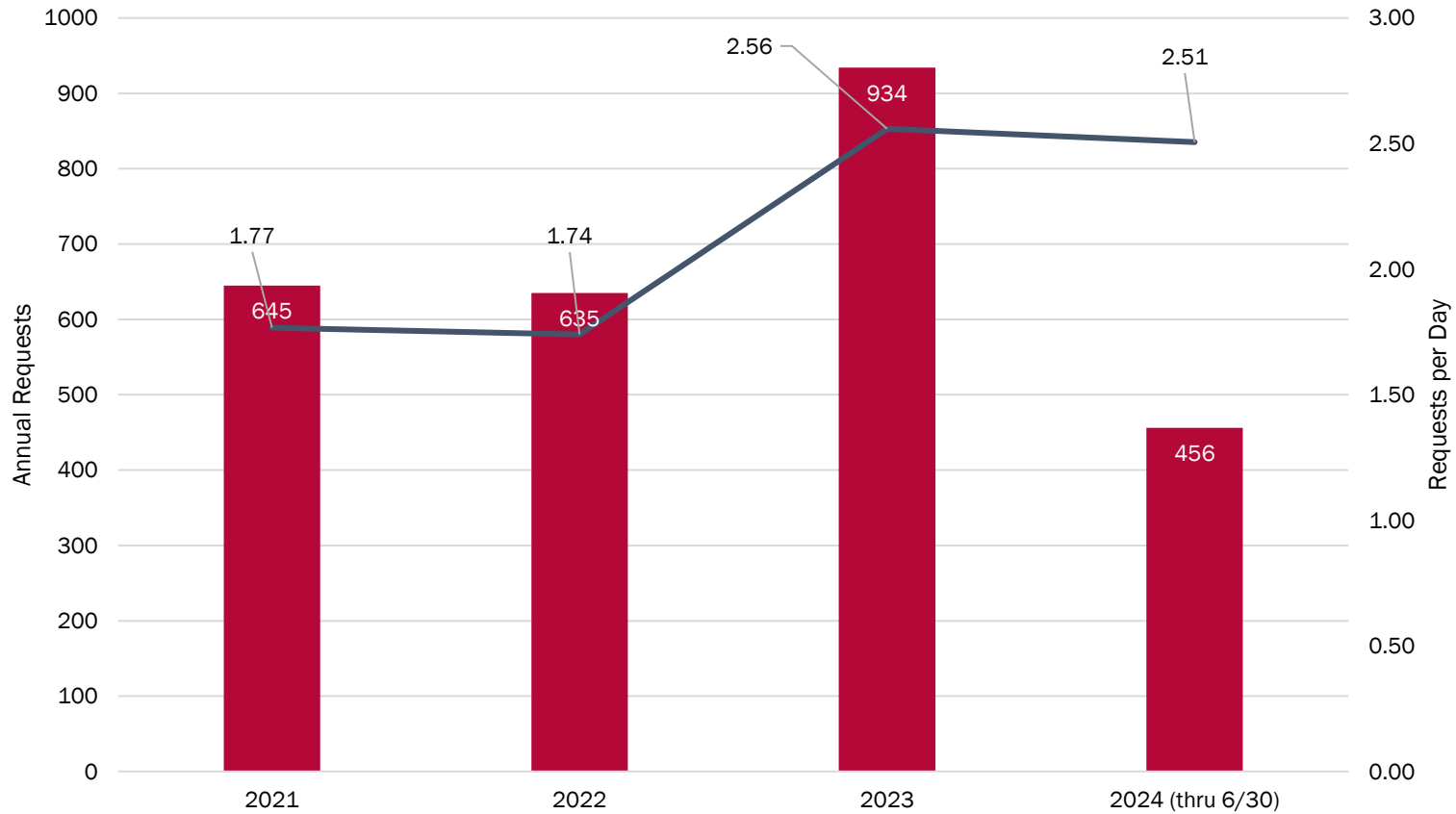
- Nonprofit ambulance agency serving Ticonderoga, Putnam and Crown Point
- 2 ambulances & 4,100 sf station
- Staff consists of volunteers & contracted staff from Keena Staffing and Essex County
- Paid staff provides the 336 hours required to have a crew of two available at all 24/7/365. Volunteers provide supplemental staffing and work to answer second calls in the district

Type of Staff	Volunteer	Keena Staffing Services		Essex County	
	Number	Number	Pay rate	Number	Pay rate
Non- Certified EMS	3	3 PT	\$ 17/hr	0	
Emergency Medical Technicians (EMTs)	12	2 FT, 3 PT	\$19/hr	4 FT	\$24.75/hr + benefits*
Advanced EMT- Critical Care	3	2 PT	\$21.35 - \$22.23/hr	0	
Paramedic	1	1 PT	\$23.35/hr	0	
Line Officers (Counted as EMTs elsewhere)	Captain and Assistant Captain				

*County benefits are paid through a NYS grant set to expire at the end of 2024.

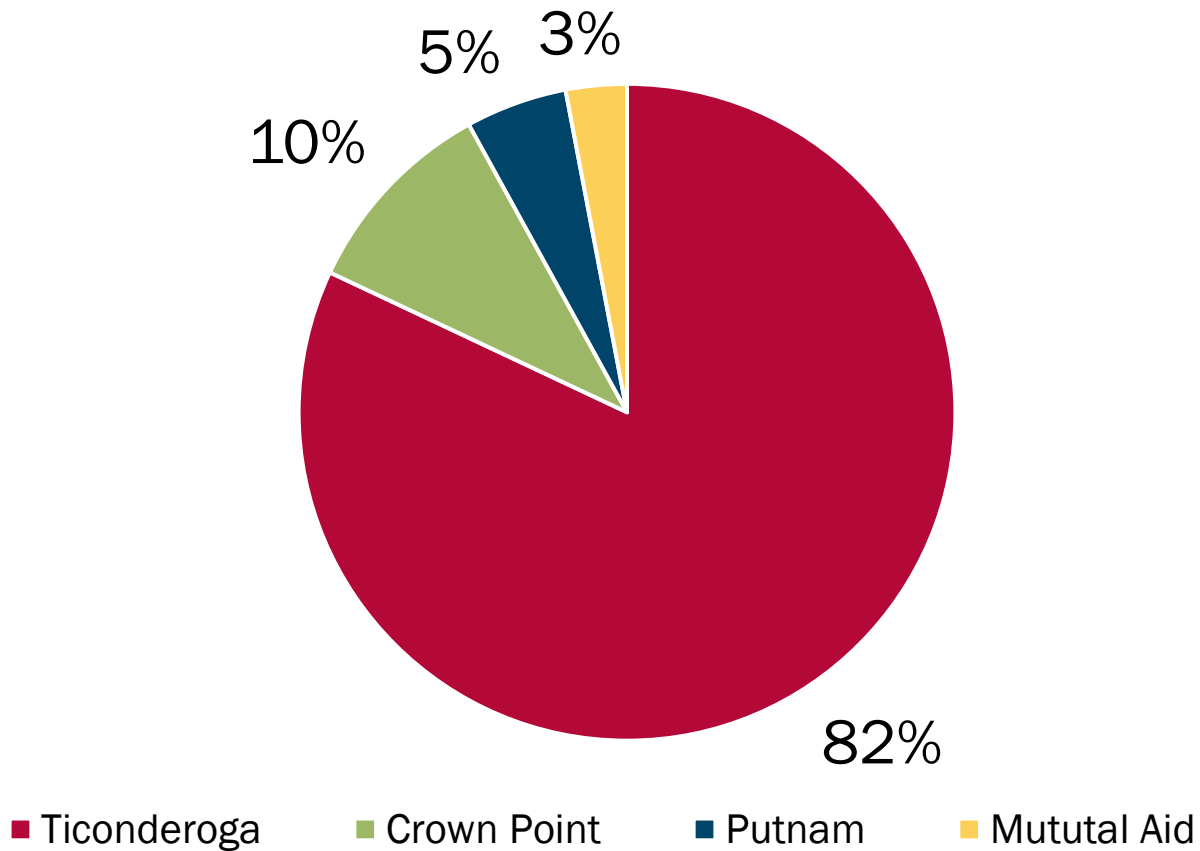
TiEMS Call Volume

Requests for Service Jan 2021 – June 2024



TiEMS Incidents by Location

Incidents by Location 2021-June 2024



TiEMS Finances

- Expenses

- Payroll is the largest cost in the TiEMS budget -- nearly 2/3rds of the agency's expenses at \$300,000 in 2023. The salaries line increased 10% between 2023 and 2024.
- Likely need to increase in 2025 as Essex County grant expires
- The next highest expense categories are the mortgage for the base and billing service fees.

- Income

- Patient (insurance) billing provides about 60% of income.
- Municipal support (Towns of Ticonderoga, Putnam, Crown Point) provides about 25% of total income.
- Donations bring in about 10% of income.

TiEMS Multi-Year Finances

	2019	2020	2021	2022	2023 Adopted	2024 Adopted
Billing Income	122,490	188,070	307,957	228,218	225,000	300,000
Contributions / Grants	65,896	50,619	90,866	26,040	33,350	73,900
Municipal Funding			41,655	70,000	155,500	125,500
Other Income						
Investment Income	723	80	66	48		
Total Income	189,109	238,769	440,544	324,306	413,850	499,400
Total Expenses	99,838	207,661	436,238	427,802	550,222	594,370
Surplus / Deficit	89,271	31,108	4,306	(103,496)	(136,372)	(94,970)
Total Cash / Investments	231,302	225,681	218,733	68,484		

Source: 2019-2022 990 Forms and 2023 -24 adopted budgets provided by TiEMS

Lamoille Ambulance Services

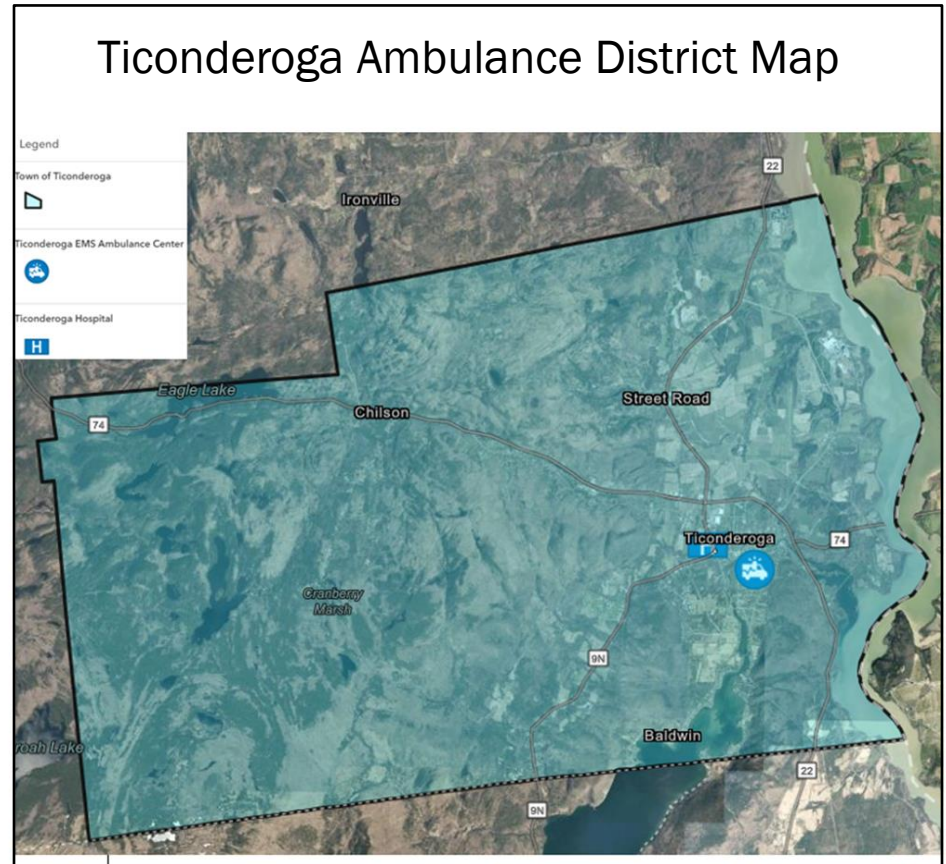
- Private, for-profit organization with an operating certificate in all of Essex County & City of Plattsburgh
- Currently provides interfacility transport, advance life support response and backup ambulance service
- Has 3 vehicles stationed in Ticonderoga, 1 crew 24/7:
 - Handles an average of 3 calls per day throughout Essex County; this includes a mix of interfacility and emergency dispatches.
 - Lamoille has been dispatched to 73 emergency incidents in Essex County From January 1 through May 2024.
- Employs 15 New York-based, FT and PT employees. Three are paramedics and two are advanced EMT-Critical Care.
- Lamoille does not have any primary 911 contracts in NY and receives all of its revenue from billing for services.

Proposed Ambulance District

- NYS Town Law Article 12-A Establishment of Improvement District, allows the Town Board of any Town to establish an improvement district, including an ambulance district, and to levy a dedicated property tax to support the specific district.
- The establishment of an Ambulance District will:
 - Permit the Town of Ticonderoga to assess a specific tax for the provision of ambulance service applied against all taxable properties in the town to supplement the funds needed to provide high-quality ambulance service 24/7, 365 days per year.
 - Continue to allow a fee-for-service charge for ambulance service to offset taxes and help keep local taxes under the NYS property tax cap.
 - Establish a separate line-item entry on district property owners' tax bills itemizing the exact amount of owners' local taxes utilized for supplementing the provision of emergency medical and ambulance services.
 - Create a steady, reliable, tax-based income stream that the Town can use to contract with an EMS organization to help meet community expectations of performance and lead to a long-term, mutually beneficial relationship between the Town and the identified EMS agency.

Proposed District Services & Map

Emergency medical and ambulance service, to provide pre-hospital emergency medical treatment and transportation of sick or injured persons found within the boundaries of the district (Town of Ticonderoga) to any nearby hospital or other emergency medical facility in accordance with accepted state and local Emergency Medical Service protocols, practices and regulations.



Governance & Structure

- The Ticonderoga Town Board will govern the Ambulance District. This includes:
 - Contracting for service or purchasing items to support the service
 - Determining the amount of tax to be raised for the district
 - Ensuring that any ambulance service that is contracted with tax dollars operates efficiently and economically
- The Town will likely issue a Request for Proposals (RFP) from potential ambulance service providers and select the provider based on their criteria to provide the best overall service and value to the community.

Proposed Operating Budget for TiEMS

Proposed Budget		
Revenue	Amount	Explanation
Donations & Fundraising	\$ 50,000	Long term average of total fundraising
Town of Ticonderoga	TBD	
Town of Putnam	\$ 15,500	Agreement with town
Town of Crown Point	\$ 40,000	Agreement with town
Billings	\$ 365,000	650 transports at \$560 average revenue
Total Anticipated Revenue	\$ 470,500	
Expense	Amount	Explanation
Salaries and Benefits	\$594,000	18,000 hours of payroll and benefits at \$33 an hour for 2 employees 24/7
Payroll Fees	\$4,200	Based on 2024 TiEMS Budget
Mortgage	\$41,000	Based on 2024 TiEMS Budget
Billing Services	\$45,000	Based on 2024 Budget with growth
Insurance	\$30,000	Based on 2024 TiEMS Budget
Vehicle Loan	\$12,500	Based on 2024 TiEMS Budget
Gas and Oil	\$8,500	Based on 2024 TiEMS Budget
Ambulance Repairs	\$4,500	Based on 2024 TiEMS Budget
Building Expenses	\$15,840	Based on 2024 TiEMS Budget
Equipment and Supplies	\$36,700	Based on 2024 TiEMS Budget
Training and Personnel Related	\$3,800	Based on 2024 TiEMS Budget
Legal and Accounting	\$10,000	Based on 2024 TiEMS Budget
Other	\$11,600	Based on 2024 TiEMS Budget
Total Operating Expenses	\$817,640	
Capital Reserve Funding	\$50,000	20% of replacement cost of ambulance
Total Annual Funding Need	\$867,640	
Gap to be met by ambulance district	\$397,140	

Proposed Cost to a Typical Property

- Tentative 2025 Town of Ticonderoga Assessment Roll: \$815,416,888
- 3,232 taxable parcels
- Median taxable property value for residential parcels is \$175,850 and the average is \$249,155
- Estimated cost to be expended by ambulance district tax funds in the first year of operations: \$400,000
- Projected tax rate is forecast to be \$0.4905 per \$1,000.

Value of Property	Annual Cost
\$75,000	\$37
\$100,000	\$49
\$125,000	\$61
\$150,000	\$74
\$175,000	\$86
\$200,000	\$98
\$225,000	\$110
\$250,000	\$123

Ambulance District Adoption Process

- The process of forming a special improvement district includes several requirements identified in Town Law Section Article 12-A:
 - A Town Board resolution authorizing the preparation of a map, plan and report to enable the Town Board to consider the establishment of an ambulance district (completed).
 - The creation of a map, plan and report that enables the Town Board to consider the establishment of an ambulance district (the accompanying document).
 - A public hearing by the Town to present the plan for public information and discussion.
 - Town Board adoption of a resolution approving the map/plan/report and district formation *or* a public referendum to approve the district.
 - ∞Ticonderoga intends to issue a public referendum to approve the district

Closing

- EMS has had more changes in operations in last ten years than in the previous forty years
- Ticonderoga, like many communities, benefitted from the efforts of dedicated volunteers EMS providers and generous benefactors
- Recently, fewer volunteers, growing demand for service, increased costs and heightened service expectations have created the environment leading to communities needing to support the service through tax dollars

Questions/Discussion

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