

**CALL FOR A  
JOINT SPECIAL MEETING  
OF THE CITY COUNCIL  
OF THE CITY OF CORSICANA, TEXAS  
AND THE  
NAVARRO COUNTY COMMISSIONERS, NAVARRO COUNTY, TEXAS**

I, Don Denbow, Mayor of the City of Corsicana, Texas, do hereby call a Special Meeting of the City Council of the City of Corsicana, Texas and the Navarro County Commissioners, Navarro County, Texas to be held **Monday, May 3, 2021, at 10:00 a.m.** in the **Council Chambers** at the **Corsicana Government Center, 200 North 12<sup>th</sup> Street, Corsicana, Texas**, for the purpose of considering the following:

**A G E N D A**

1. Call to Order.
2. Pledge of Allegiance.
3. Invocation.
4. Discuss EMS Program.
5. Consider action on EMS Program for 2022.
6. Adjourn.

**CITY OF CORSICANA, TEXAS**  
**STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**  
**PROPRIETARY FUNDS**

For the Fiscal Year Ended September 30, 2020

	<b>Business-type Activities - Enterprise Funds</b>			<b>Total</b>
	<b>Utility Operations</b>	<b>Sanitation</b>	<b>Emergency Medical Services</b>	
<b>Operating revenues:</b>				
Water	\$ 11,032,872	\$ -	\$ -	\$ 11,032,872
Sewer	5,454,490	-	-	5,454,490
Tap fees	129,499	-	-	129,499
Other charges	361,437	31,928	39,544	432,909
Garbage collection fees	-	1,410,595	-	1,410,595
Landfill	-	3,042,484	-	3,042,484
Emergency medical services	-	-	2,333,192	2,333,192
<b>Total operating revenues</b>	<b>16,978,298</b>	<b>4,485,007</b>	<b>2,372,736</b>	<b>23,836,041</b>
<b>Operating expenses:</b>				
Costs of sales and services	10,945,116	3,140,085	3,285,480	17,370,681
Administration	756,801	24,681	50,280	831,762
Depreciation and amortization	2,191,913	318,954	179,251	2,690,118
<b>Total operating expenses</b>	<b>13,893,830</b>	<b>3,483,720</b>	<b>3,515,011</b>	<b>20,892,561</b>
<b>Operating income (loss)</b>	<b>3,084,468</b>	<b>1,001,287</b>	<b>(1,142,275)</b>	<b>2,943,480</b>
<b>Nonoperating revenue (expenses):</b>				
Intergovernmental	-	-	278,838	278,838
Investment earnings	27,055	19,791	122	46,968
Gain on disposal of assets	4,259	-	752	5,011
Interest and fiscal charges	(523,860)	(25,089)	-	(548,949)
Bond issuance costs	(110,177)	-	-	(110,177)
<b>Total nonoperating revenue (expenses)</b>	<b>(602,723)</b>	<b>(5,298)</b>	<b>279,712</b>	<b>(328,309)</b>
<b>Income (loss) before transfers</b>	<b>2,481,745</b>	<b>995,989</b>	<b>(862,563)</b>	<b>2,615,171</b>
Capital contributions	180,330	-	-	180,330
Transfer in	604,861	-	687,000	1,291,861
Transfer out	(1,690,195)	(626,090)	-	(2,316,285)
<b>Change in net position</b>	<b>1,576,741</b>	<b>369,899</b>	<b>(175,563)</b>	<b>1,771,077</b>
<b>Total net position (deficit) - beginning, as restated</b>	<b>37,132,681</b>	<b>5,080,130</b>	<b>(2,979,223)</b>	<b>39,233,588</b>
<b>Total net position (deficit) - ending</b>	<b>\$ 38,709,422</b>	<b>\$ 5,450,029</b>	<b>\$ (3,154,786)</b>	<b>\$ 41,004,665</b>

The notes to financial statements are an integral part of this statement.

**EMS Financials**

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	EST/BUDG 2021	EST/BUDG 2022			
	22	25	26	28	31	34	34	34	34	34	34	34	Total loss		
Staffing	(689,331.00)	(606,324.00)	(621,217.00)	(125,338.00)	478,229.00	786,985.00	159,716.00	(977,220.00)	(365,863.00)	(175,563.00)	(756,384.00)		(2,275,030.00)		
Operating Loss	110,270.05	(525,478.41)	(65.61)	(1,495,277.34)	(982,386.46)	(52.27)	197,763.02	(365,863.00)	(1,526,998.77)	(1,284,414.05)	(1,162,598.00)	as of 3-31-21			
Cash Balance YE													Additional Compensation Due to Loss of Grants	Additional Compensation Due to Cash Deficit	2022 Subsidy
Payment from County	250,000.00	150,000.00	150,000.00	275,000.00	335,000.00	405,000.00	294,000.00	304,000.00	286,000.00	541,000.00	504,000.00	528,343.00	61,114.00	150,000.00	739,457.00
Transfer from General				280,000.00	385,000.00	385,000.00	200,000.00	209,000.00	162,000.00	687,000.00	625,000.00	720,945.00	142,599.00	350,000.00	1,213,544.00
Transfer from Fund 239	114,125.00	154,125.00	-												
In Kind Costs	462,446.00	470,422.00	467,045.00	475,313.00	485,886.00	481,141.00	505,466.00	525,993.00	546,256.00	544,853.00	572,287.00	511,855.00			
<b>Grant Funds</b>															
Uncomp Care					479,122.14	423,764.12	498,444.48	187,200.56	134,988.55	203,713.23	200,000.00	-			
Uncomp Care-Pr Yr					227,371.35										
CPE Pmts-Pr Yr					78,703.38										
Misc. Grants		12,414.00	11,031.00	10,977.00		11,435.38			13,185.00						
EMS COVID STIMULUS	-	-	-	-	-	-	-	-	-	75,124.73	-	-			
	-	12,414.00	11,031.00	10,977.00	785,196.87	435,199.50	498,444.48	187,200.56	148,173.55	278,837.96	200,000.00	-			



# 2021 EMS RFP Comparison



On April 15, 2021 the City of Corsicana received two formal proposals from vendors wishing to provide 911 EMS and IFT to the City of Corsicana and Navarro County. This presentation is developed from the proposals to summarize and compare the two vendors.

The two vendors are Allegiance Mobile Health and American Medical Response (AMR). The two entities will be compared based upon the criteria described in the RFP.

This criteria areas are 1) Experience, 2) EMS Units Provided, 3) Response Times, 4) Dispatching, 5) Personnel and Training, 6) Clinical, 7) Monthly Reporting, 8) First Responder and MA agreements, 9) Billing Rates, and 10) Proposed Subsidy

# Experience

## Allegiance

- ▶ Established 2011
- ▶ Provides 911 EMS to the following Texas Counties: Frio, Medina, Nueces, San Patricio, Aransas, Matagorda, Polk, San Jacinto, Shelby, Panola, Jasper, Newton, Brooks, Jim Well, Kleberg, Liberty, Orange, Tyler, Windcrest/Bexar
- ▶ Provides Interfacility Transfers in: Sherman, Denton, Sherman, Austin, Georgetown, Houston, San Antonio, Corpus Christi, Nacogdoches, and Lufkin

## AMR

- ▶ Established 1992
- ▶ Provides 911 EMS in the following Texas locations: Ellis County, Hunt County, Johnson County, Collin County, Bell County, City of Temple, Belton, Tarrant County, Abilene, Amarillo, McLennan County, City of Waco, Wichita County, Wichita Falls, Johnson County
- ▶ Provides Service of 911 or IFT in more than 40 Texas Counties.

# Proposed EMS Units and Locations

## Allegiance

- ▶ 4 MICU staffed 24/7/365
- ▶ 2 Peak Ambulances
- ▶ 1 Paramedic Supervisor
- ▶ 1 Non-Emergent Wheel Chair Van
- ▶ Have 25 Additional Ambulances within 1 hour radius of Navarro County
- ▶ 150% Fleet Size in Navarro County
- ▶ (2) 24 hr MICU and (2) Peak Units within the City
- ▶ (2) 24 hr MICU in County @ VFD's, will pay each VFD \$12,000 annually to house ambulances

## AMR

- ▶ 5 Ambulances each staffed with a minimum of 1 EMT and 1 Paramedic-125% Fleet size in Navarro County
- ▶ Ensures Provision of ALS and/or MICU at all times.
- ▶ Would work with City and County leadership to determine mapping of the locations

# Response Times

## Allegiance

- ▶ Proposes to meet the following response times:
  - ▶ 6 Minute or Less 90% of time or greater in the City
  - ▶ 15 Minute or Less 90% of time or greater in unincorporated areas of county
  - ▶ 60 Minute or Less for All Non-Emergency Transports 90% of the time or greater

## AMR

- ▶ Proposes to meet full compliance with all specifications regarding response times in RFP:
  - ▶ 6 Minutes not less than 90% of time within the City
  - ▶ 20 Minutes not less than 90% of time within the County
  - ▶ 15 Minutes of Scheduled Transfers with 24 hour notice
  - ▶ 60 Minutes of Un-scheduled Transfers
  - ▶ ON SCENE / Arrival time means when Ambulance checks out at location

# Communications and Dispatch

## Allegiance

- ▶ Local PSAP transfers caller to a EMD center located in Georgetown, Corpus Christi, or Livingston
- ▶ Assurance that all communications will cross communicate with other agencies located throughout Navarro County

## AMR

- ▶ Will provide CAD and Certified EMD as specified in RFP. Local PSAP transfer implied
- ▶ Will provide Compatibility with central dispatch and other local responders.
- ▶ If desired, Texas Regional Communications Center, located in Dallas can serve the City and County partners in the service area as a back-up option

# Personnel and Training

## Allegiance

- ▶ Will provide First Responder Organizations with Medical Direction, Protocol Support, Training, and Supplies for agencies to serve their communities

## AMR

- ▶ Will provide preferential hiring to any incumbent workforce member and all individuals that live near the City and County.
- ▶ Require all personnel to attend and become certified in NIMS ICS 100, 200, 700, and 800

# Clinical

## Allegiance

- ▶ Will provide Medical Director for Region, found in Org Chart
- ▶ Will provide protocols
- ▶ Will provide 100% Chart Review for Quality Assurance

## AMR

- ▶ Dr. Sumrall would be medical director, he has no more than 2 other EMS agencies.
- ▶ Provides protocols to FRO
- ▶ CQI and QA program is provided

# Monthly Reporting

## Allegiance

- ▶ Will establish a set meeting (Monthly/Quarterly) with officials selected by Navarro County and City of Corsicana to review performance and contract compliance. 1) Response Times, 2) Staffing Compliance, 3) Equipment Compliance, 4) Patient and Public Satisfaction

## AMR

- ▶ Will submit monthly reports to City of Corsicana and Navarro County regarding elements of the provisions of the provisions of ambulance services in the contracted areas.

# First Responder and MA Agreements

## Allegiance

- ▶ Will provide First Responder Organizations with Medical Direction, Protocol Support, Training, and Supplies for agencies to serve their communities

## AMR

- ▶ Will provide FRO with joint education opportunities and efficient restocking of supplies, a 1 for 1 restocking of disposable supplies after each call.
- ▶ Access to AMR educational programs for continued certifications of First Responders
- ▶ AMR has a large, existing fleet of ambulances in the greater area that can also be dispatched to City and County at any given time

# Billing Rates

## Allegiance

Allegiance Billing Rates				
	Medicare	Medicaid	Insurance	Private
BLS Disposables	NA	\$280	\$280	\$280
ALS Disposables	NA	\$425	\$425	\$425
O2	NA	\$125	\$125	\$125
Mileage	\$15	\$15	\$35	\$15
ALS Non-Emergent	\$1,250	\$1,250	\$1,250	\$1,250
ALS Emergent	\$1,250	\$1,250	\$2,100	\$1,250
BLS Non-Emergent	\$1,000	\$1,000	\$1,200	\$1,000
BLS Emergent	\$1,000	\$1,000	\$1,500	\$1,000
ALS Level 2	\$1,500	\$1,500	\$2,600	\$1,500
Specialty Care Transport	\$1,750	\$1,750	\$3,100	\$1,750
Response- No Transport	\$165	\$165	\$165	\$165

## AMR

AMR Billing Rates	
Mileage	\$21.84
ALS Non-Emergent	\$1,200
ALS Emergent	\$1,600
BLS Non-Emergent	\$950
BLS Emergent	\$1,200
Critical Care Transport	\$1,600
Average Patient Charge	\$2,023.50
Net revenue Collected per Transport	\$460.70

## CFR

BLS-Non Emergency	\$ 650.00
BLS-Emergency	\$ 700.00
ALS-Non Emergency	\$ 750.00
ALS-Emergency	\$ 850.00
ALS-Level 2	\$ 950.00
Average Pt Charge 2020 Fiscal	\$ 1,246
Net Collection per Transport 2020 fiscal	\$ 437
Mileage	\$ 15.00
Treatment No Transport	\$ 180.00
BLS-Non Emergency /Non Resident	\$ 800.00
BLS-Emergency /Non Resident	\$ 875.00
ALS-Non Emergency /Non Resident	\$ 950.00
ALS-Emergency /Non Resident	\$ 1,025.00
ALS-Level 2 /Non Resident	\$ 1,100.00
Specialty Care transport /Non Resident	\$ 1,500.00
Treatment No Transport /Non Resident	\$ 270.00
Mileage /Non Resident	\$ 18.00
Oxygen	\$ 30.00
ALS Routine Disposables	\$ 45.00

# Proposed Subsidy

## Allegiance

- ▶ \$360,000 Annually
  - ▶ \$300,000 Navarro County
  - ▶ \$60,000 City of Corsicana

## AMR

- ▶ City and County Combined \$0 Subsidy
- ▶ City \$0 subsidy
- ▶ County \$0 subsidy

# Comparison Summary

Entity	Allegiance	AMR
Qualified/Experienced	Yes	Yes
Provides Adequate Units	4 Front Line, 2 Peak, 1 Van	5 Front Line
Agrees to Response Times	City 911 <6 min 90% County 911 <15 min 90%	City 911 <6 min 90% County 911 <20 min 90%
Provides CAD and EMD	Yes	Yes
Personnel Receive NIMS Training	Undetermined	Yes, 100, 200, 700, 800
Medical Director/Control	Yes, 100% QA provided	Yes, FRO Protocols, CQI/QA
Reporting	At meeting Monthly/Quarterly	In Monthly Report
FRO/MA	Provides FRO with Med Direction at No Cost, Protocol Support, training and supplies, 25 additional units within 1 hour of Navarro County	Will restock on a 1 for 1 disposable supply. Can provide additional units from greater service area
Pricing	\$360,000 Annually \$300,000 County , (-)\$12,000 Housing \$60,000 City	\$0 City & County \$0 City \$0 County

# Proposed Revenue VS Expenditure

Allegiance	
Net Revenue	\$2,569,863
Bad Debt	(\$256,986)
Subsidy	\$300,000
<b>Total Revenue</b>	<b>\$2,612,877</b>
Expense	\$2,090,881
EBITDA	\$521,996
<b>Total Expense</b>	<b>\$2,612,877</b>

AMR	
<b>Revenue</b>	<b>\$2,936,971</b>
Expenses	
Salary/Benefits	\$1,932,629
Other Expense	\$895,307
EBITDA 3.7% Margin	\$109,035
<b>Total Expenses</b>	<b>\$2,936,971</b>

CFR FY20	
<b>Operating Revenues</b>	<b>\$1,831,736</b>
<b>Non-Op Revenue</b>	<b>\$279,712</b>
<b>City Contribution</b>	<b>\$687,000</b>
<b>County Contribution</b>	<b>\$541,000</b>
<b>Total Revenue</b>	<b>\$3,339,448</b>
<b>Expenses</b>	
Costs of Sales and Services	\$3,285,480
Administration	\$50,280
Depreciation & Amortization	\$179,251
<b>Total Expenses</b>	<b>\$3,515,011</b>
Change in Net Position	(\$175,563)