

AMBULANCE SERVICE STUDY

Venice Tax Watch

January, 2019

Prepared for:
Venice Tax Watch

Prepared by:
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EXECUTIVE SUMMARY

This document will address the proposal made by the Venice Fire Department (VFD) to take over the ambulance service presently provided by Sarasota County Fire Department (SCFD) to the citizens of Venice, Florida. VFD proposes to work its way into the ambulance service by first upgrading the department to qualify for Advanced Life Support (ALS) services under the laws of the State of Florida. The investigation was completed at no cost to the citizens of Venice, as a public service by Venice Tax Watch, an informal citizen's group.

The Venice Fire Department has cloaked its proposal under the premise that their only goal is to improve the response time for Advanced Life Support (ALS) for the citizens of Venice. After all, who doesn't want the best response times possible? Who could object to that? Well, we can, when it became evident after the recently proposed Fire Fee controversy that the City of Venice cannot afford its municipal Fire Department. There is simply not enough tax money available through the general fund to pay the Fire Department's bills. Nothing found during the course of this investigation indicates that expanding into ALS service and eventually, Ambulance service can do anything but drive VFD deeper into the financial hole where it now resides, and result in measurable, no, sizeable tax increases for the citizens of Venice.

The Fire Department's recent proposal to take over the ambulance service from Sarasota County Fire Department (SCFD) is, we believe, based only on the belief that the revenue to be generated from the billable ambulance service will offset the unfunded obligations of the fire service. Our investigation has indicated that it will not now, and cannot in the future support the fire service. In fact, the findings further reinforce the premise that for the amount of actual firefighting done during the average fiscal year, the city of Venice does not need a municipal Fire Department, and should consolidate those services with SCFD.

Contrary to the report of the Holdsworth Group, our investigation documents facts and figures that prove that the proposal is neither sound, nor cost effective for the citizens of Venice. SCFD loses money every day, on every call handled by their ambulances serving the city of Venice. They would love to see Venice take over the service and spare them the losses.

For the purposes of this investigation, we accept and acknowledge as accurate the following information taken from public records:

- Holdsworth Group estimates the population of the City of Venice (COV) at 21,700 people. Information published by Wikipedia in January, 2019 states that the City of Venice (COV) has 23,020 residents
- Sarasota County, by their records in the public domain claims a population of 417,000 full time residents, with seasonal residents totaling approximately 500,000, giving an annual average of 458,000
- The COV represents approximately 5% of the County's populace
- Sarasota County's population is currently growing by an average of 27 people per day

- There have been no complaints pertaining to the quality of service and response time provided to the City of Venice by the SCFD Ambulance Service
- SCFD has three of their 58 ambulance units stationed in COV firehouses
- VFD is currently not certified, staffed or trained to provide ALS response under Florida Statute
- The current cost per run for VFD is approximately \$3,100.00 as published previously in public documents, discussed at City Council meetings, and not disputed by VFD
- VFD dispatches a Fire Engine to every traffic accident, or other call to which a SCFD Ambulance is dispatched
- The tax revenues currently collected by the City of Venice are not sufficient to fully fund the cost of operating the VFD from the General Fund, prior to increasing the scope of service provided in any way.

This information is in the public domain, and available to any citizen for their review. This issue has been openly discussed in meetings of the City Council, for the City of Venice.

The goal of this investigation has been to determine whether the acquisition of the Ambulance Service from SCFD, by VFD would be of benefit, or detrimental to the citizens of Venice, Florida. The review is based upon public records information provided by the City of Venice, and by Sarasota County.

The methodology is simple:

- To provide a common sense review of the facts for the benefit of the citizens of Venice
- To eliminate “Public Administration Speak” from the dialog, and employ plain English that any citizen can understand when reading our report.

The general goal of the investigation is to determine the facts behind the proposal, and to challenge the proposal submitted by VFD to the City council supporting expansion of the VFD. In doing so, we must challenge some of the findings in the Holdsworth report. This investigation presumes that VFD, which cannot currently be fully supported by the taxpayers of Venice, cannot justify expansion to include the assumption of Ambulance service, and the upgrade to an ALS certified Fire Department without considerable, and unwarranted expense to the taxpayers of Venice.

VFD is presently in a “Grow or Die” situation. Their Fire Engines carry EMS Firemedics, but not ALS Paramedics. VFD cannot charge for EMS response which is over 90% of their dispatch. State Statutes preclude the use of a Fire Fee to fund EMS service. It can only be used for firefighting. An ad-Valorem tax can be used for EMS funding but that requires a “Vote of the Electors” under Florida law, and the citizens are not likely to vote themselves a tax increase. If VFD takes over the billable ambulance service from SCFD it would appear on the surface, and in the Holdsworth report, that there is money to be made, but facts obtained from SCFD prove that is not the case. The details appear in the body of this report.

Specific goals of this investigation included:

- To determine if VFD can provide any more efficient, effective, or higher quality of service to the city than that provided currently by SCFD
- To determine if VFD can provide cost effective Ambulance service to the citizens of Venice
- To determine if the addition of Ambulance service, which is a billable service, can supplement the income of VFD to the degree that it becomes cost effective to the citizens of Venice
- To determine if the citizens of Venice can afford the expansion of VFD without increased tax burden, fees or ad-valorem taxes.

Information collected during this investigation failed to support to expansion of VFD to include ALS and Ambulance service under any common sense approach to the data. To complete the investigation, we relied upon public information, commonly available to the average citizen which is available from the City, and from Sarasota County. We endeavor to present our findings in common sense terms, clearly understandable by the average citizen.

DETAILS

Demographics:

According to most recently available information, Sarasota County has an average annual population of approximately 458,000 people. Most recent Wikipedia reports show the city of Venice at 23,020. The Holdsworth Group cites 21,700 as the population of COV, for purposes of this investigation, that difference is insignificant. Of course, with a reported 27 people per day moving into Sarasota County, the numbers are approximate. What is important to remember is that COV represents approximately 5% of the population of Sarasota County but uses 10% of the ALS and Ambulance resources of the SCFD.

Several details available from SCFD are important in the consideration of this data:

- The median age in Venice, at 69 years of age is far higher than any other part of the county
- 57.5% of our citizens are over 65, and on Medicare, Medicaid or both
- Per SCFD, 82.3% of the Ambulance service in the City of Venice is provided to persons insured by Medicare or Medicaid (Attachment A)
- The demand for Ambulance Service is higher in the City of Venice than in any other district served by SCFD. By the Holdsworth Group's numbers, they agree that COV consumes 10% of the SCFD Ambulance requests for service
- Most Ambulance service in Venice for ALS and Trauma patients requires transport to Sarasota Memorial Hospital as Venice Regional cannot handle these cases
- Per SCFD, a Venice Ambulance dispatched to Sarasota Memorial is tied up for an average of 1 hour, and 45 minutes before returning to Venice to handle another call. The Holdsworth report mentions the fact that Ambulances were frequently out of the firehouse during their investigation, but they conveniently don't report that their extended time out of service is due to the lack of ALS and Trauma support at Venice Regional Hospital
- On any given day, according to SCFD, seven county ambulances are used to answer the demand for service in Venice, which is higher per capita than any other district served.

SCFD reports available in the public domain support these facts and were relied upon during this investigation. The Holdsworth report does confirm that calls for EMS service in COV exceed the averages per capita by national standards on page 5 of their report.

VFD Proposal:

In his proposal to the Council, Venice Fire Chief Carvey suggests that his proposal to expand the scope of services of VFD is to better support the citizens of Venice. The results of this investigation do not support these claims. VFD claims that the fact that their Fire Engine arrive on scene an average of three minutes ahead of SCFD Ambulances would result in increased benefit to the citizens in critical cases. What is not discussed in the proposal is why they arrive sooner:

- Are Fire Engine dispatched before the Ambulances?
- What is time en-route? Do they both take the same time to get there after dispatch?

- Are response times slower for SCFD ambulances because they are forced to take patients out of town for appropriate treatment requiring a backup Ambulance from outside the city to respond?
- If immediate service is the goal, could VFD provide the EMS and BLS service with a smaller rescue unit, such as the “Light Rescue Truck” produced by Weis Fire Equipment, (Attachment B) but at lower operating cost? After all, the Fire Engine is not an Ambulance, and cannot transport a patient either

Or is the goal of VFD simply to be first on scene at a billable incident, so that VFD can generate revenue to offset the outlandish cost per run of \$3,100.00 per Fire Engine, the highest in the State of Florida? ALS is billable, simple first aid or Basic Life Support by an EMT is not.

Holdsworth, on Page 8 of their report states that VFD Rescue units would be dedicated to COV. What they overlook is the fact that with just three units in service, until either Venice Regional or Sarasota Memorial builds a new hospital in the city, all Trauma cases and ALS would require transport out of town to Sarasota Memorial. What then? When VFD ambulances are out of town, we have none available, unless of course we would rely on SCFD for backup. If we have to do that, why incur the cost of operating our own service? The truth is, based upon data available from SCFD, you need seven ambulance units to cover COV demand at all times. Holdsworth did not discover that in their study. It is important to remember that if Venice wants to stop paying the county for ambulance service, they stop getting the service. You can’t withhold the tax revenue from the county and expect them to still provide service. Holdsworth underestimates the level of investment required for COV to take over the ambulance service.

Holdsworth also doesn’t address the need for increased service as the new developments already planned for Venice become occupied, and increase demand for services.

Another inconsistency in the Holdsworth report on Page 8 uses figures from FY 2017 SCFD budget of \$39,389,018 to compute costs, but then uses a Pro-Forma estimate of 2019 Venice tax contribution of \$2,500,000 tax contribution. In the interests of accuracy, shouldn’t Holdsworth be using SCFD 2019 budget numbers of \$50,635,247 for the computations?

In the course of the investigation, one thing became glaringly obvious: SCFD would be elated, absolutely thrilled to pull its ambulance service out of Venice as it is the source of huge expense and operating losses to SCFD. Ambulance service in Venice is not a profit center for SCFD, it is a millstone around their necks. Keep in mind, there are 458,000 people paying for SCFD ambulance service in Venice, and they don’t cover the cost. How are 23,000 citizens going to pay for it? The answer is obvious, more property taxes in Venice.

The single most important factor in demographics to consider when reviewing the VFD plans is that Venice continues to attract more citizens every day, most of whom are covered by Medicare and/or Medicaid, and that means, plain and simple, that those responses will be paid for only at the severely reduced government rate, and at that rate, SCFD currently loses money on every call.

The Financial Facts:

The VFD proposal suggests that the department first expand by hiring more personnel to be trained as ALS Paramedics, and equipping each Fire Engine with the refrigerators, drug boxes and Paramedics to deliver advanced life support. An assumption is made by VFD that the \$650.00 Charge for ALS allowed by law will support the increased expense. Indeed, Holdsworth suggests that Fees might be upped to \$800.00 per call to generate more income for the city. Our investigation has found that in fact, SCFD does not collect that fee for most responses in Venice as most responses in Venice are paid for by Medicare or Medicaid insurance at a maximum rate of \$150.00.

You will note that on Page 11 of the Holdsworth report, the consultant confirms that “ **this will require that the EMS system be tax subsidized moving forward because the Medicare and Medicaid rates are not expected to rise substantially unless Congress Acts**”.

As we demonstrate in the details of this report, you cannot charge or collect enough to even pay for the operation of the ambulance equipment, per call, and certainly can't generate revenue to offset the outrageous cost of our Fire Engines.

The details indicate that the addition of ALS and Ambulance service to VFD is not fiscally sound for a community of our size, and will not lead to better service for our citizens. A move into ALS service for VFD will simply amplify costs, add to bureaucracy and result in a drastic increase in property taxes for the residents of Venice.

Ambulance service in the city of Venice is a financial disaster for the citizens of Sarasota County. SCFD would rejoice at the opportunity to pull their units out of Venice and re-allocate them to growth areas of the county. Holdsworth notes that we consume 10% of SCFD ambulance service, but doesn't point out that we are 5% of the county populace.

The county loses money on every Ambulance run in the city of Venice (Attachment A):

- Regardless of gross billing for a call, the reality is that 82.3% of the ambulance calls in Venice are billed to Medicare and Medicaid. Per SCFD, the maximum paid by the federal government is \$150.00 per call
- In FY 2018 through June 30, 2018 SCFD had 4,323 Ambulance calls in the city of Venice. 1193 were identified as “non-billable”. 3130 were billable but with 82% yielding only \$150.00 in payment
- By June 30, 2018, SCFD had billed \$1,953,636, made \$514,681 in “adjustments”, and received \$1,012, 222. \$426, 733 remained uncollectable for undisclosed reasons.

The costs for equipment and maintenance are not thoroughly disclosed in the VFD proposal. The purchase of four ambulances at \$400,000.00 is accurate, however additional facts relative to the true cost of the ambulances are not clearly explained:

- The three Ambulance units assigned to Venice, one 2016, and two 2014 models, have had maintenance costs to date of \$211,936.39
- The average annual maintenance cost per unit is \$22,105
- Fuel per unit is \$600.00 per month, totaling \$21,600.00 per year
- Maintenance and fuel costs per year total \$87,915.

The Horton Ambulance units used by the county cost \$344,964.77 (Attachment B) a piece, and have a useful life of seven years:

- VFD proposes to lease the units to reduce capital outlay, but whether leased or purchased, the units will be depreciated at a cost of at least \$57,143.00 per year
- If leased, the annual cost will be increased by the lease interest and fees to at least \$60,000 per year, probably more depending upon prevailing finance rates
- Four Ambulances will cost the taxpayers \$240,000.00 per year
- With a published 3130 billable responses in the City of Venice in FY18 through 6/30/18, and revenues of \$1,012,222.00, that give SCFD a gross revenue of \$323.00 per call
- Ambulance cost per call is approximately (\$240,000/3130) \$77.00 per call
- Fuel Cost is \$7.00 per call
- Maintenance is roughly \$7.06 per call
- Personnel costs were not released by SCFD, however they are substantial.

Holdsworth suggests in his report that the ambulances will cost approximately

Using only the data for the cost of the equipment, the county is averaging \$232.00 per call in revenue net of personnel and supplies. It is clear at this point that if personnel were free, the Ambulance service might make a profit, but certainly not enough to offset the \$3,100.00 per run for the Fire Engine that will accompany the Ambulance. This is clearly a losing proposition, even before adding the cost to equip the Fire Engine for ALS response, and to hire the additional personnel to staff both units.

Holdsworth claims in his report that the Horton Ambulance will cost \$270,000 apiece. That is the basic cost for the Freightliner based unit now used by SCFD, net of freight for delivery to Bradenton, Florida. The consultant also doesn't identify the basic equipment package that brings the price up to \$344,964.77 as per the copy of the Fire Apparatus Proposal for a typical SCFD ambulance unit (Attachment C).

Holdsworth also assumes the VFD units would be leased for a five year term, rather than seven, and that the cost of the lease would be plus 3% interest. A copy of a lease proposal is not included in his report. We put little faith in his estimates because:

- The full purchase price of the units is not disclosed
- The true interest rate is not confirmed
- There are no figures for residual cost at the end of the lease
- Is the lease open or closed, meaning do we give the units back, buy them, or pay any lease end residual costs.

In essence, does VFD get any value from these units after paying five years on the lease? We must assume that maintenance costs for the same units, for each year, and fuel costs will be the same. The consultant omits such data from the report.

Our Data indicates that the consultant has severely underestimated the true cost per ambulance unit either by error or intent. We have no way to determine which it is, but the numbers are shallow.

Holdsworth Group identifies, but does not explore additional expenses in their report:

- Medical Director, which VFD identified as a suggested \$30,000 cost, but in fact, our investigation indicated that SCFD paid \$73,607 to fill last year as a part time, 20 hour per week position
- Quality Assurance Programs, with no cost estimate for purchase
- Electronic Medical Records Software, no cost given
- Tablets and Computer Hardware, no cost given
- Medical Billing Service, at an estimated cost of 6% to 8% of billings.

Again, nice to recognize these costs, but what will they actually be to the taxpayer?

Personnel Costs:

It was Impossible to calculate personnel costs with the data available to us. There is a wide spread in pay based upon training and seniority under the union contract.

However, we do know these facts:

- In FY17, the average overtime worked by SCFD FireMedics was 47.68 hours
- In FY17, the average SCFD FireMedic had 110.83 hours of sick time
- In FY17, the average SCFD FireMedic had 25.1 hours of injury time
- The current cost for uniforms and gear for each SCFD Paramedic is \$8,694.97
- Initial training cost for each Paramedic is \$6,500 per student, plus salary
- All in-service training time for Paramedics must be covered by additional personnel brought in on overtime to cover their normal shift, using reserve equipment if available.

All of these add to personnel costs over and above basic staffing. Time lost to training, which according to SCFD requires the crew to take their unit out of service and take it to the training sessions must also be factored in. Incidentally, according to a 2018 Tampa Bay Economic Region Salary Survey, VFD is already one of the highest paid Fire Departments, in every job description, in the eight county region (Attachment D).

Other cost may be overlooked or misstated in the VFD proposal:

- To be an ALS Fire Department, VFD needs a Licensed Medical Doctor to be the Medical Director. The VFD Chief's proposal identified a cost of approximately \$30,000.00 to staff that position. SCFD paid \$73,607.00 last year for a part time Medical Director working 20 hours per week. They have replaced the position with a contract Medical Direction Service. It was reported that VFD is actively recruiting the departing Director from SCFD for a position in the COV
- If VFD enters into the ALS service model, the department cannot start out with all freshly trained Paramedics. In order to be an effective, efficient ALS service provider, the first trained Paramedics employed by VFD will have to be recruited from other departments. Failure to do that will result in a lack of experience which will equal less care to the patient. Any gain in response time will be lost to inexperience
- Hiring experienced Paramedics will result in recruits entering the service at higher pay grades than estimated by VFD
- According to SCFD, new recruits do not possess the level of skill and experience required to perform the best medical treatment in addition to fulfilling the administrative, book keeping, logistics, supply and equipment maintenance only learned from on the job experience
- The pay stipend of \$8,750 per year for each Lead Paramedic at SCFD, which we must assume will be competitive at VFD is never quantified in the Holdsworth consultant's report
- "Ride Pay" differential of \$1.75 per hour which is paid by SCFD to the Lead Paramedic on every shift and we assume will be competitive at VFD is never quantified by the consultant
- Training for a new Paramedic takes one full year at SCFD. If VFD hires new recruits for the ALS system, each will not be operational for a year. They have to be paid a salary while in training. Also not mentioned in the report is the cost of "Ride Time", which is training time on an actual ALS unit during training and certification for which a recruit must be paid
- The estimated costs in the VFD proposal require further, more detailed explanation for the taxpayers of Venice.

It is clear that the addition of Ambulance service and ALS Fire Engine to VFD will do anything but bury the taxpayers of Venice in increased taxes. In fact, SCFD is about to enter into a pilot program using "Light Rescue Trucks" in lieu of Fire Engines to respond to EMS calls. The operating costs and response times are reduced, service times are improved, and the service life of Fire Engine will be enhanced by reduced wear and tear. Light Rescue Trucks carry all of the lifesaving and rescue equipment typically carried on both the Fire Engine and the Ambulance, but cannot transport a patient. COV cannot afford that option.

The county has 58 Ambulances, 50 in service, 8 reserves. Three are assigned to Venice. However SCFD reported that on any given day, as many as 7 county ambulances service the needs of Venice. Holdsworth group suggests in their report that one problem with SCFD ambulance service is that the county is free to use them to answer any county call. In fact, SCFD confirmed that Venice Ambulances are almost never pulled out to service other county areas because Venice has the heaviest demand in the county. Venice is obligated to service some areas on and near I-75 at Jacaranda because they are the closest units in the event of a serious traffic accident, but for the

most part, SCFD confirmed that they routinely use units outside of Venice to respond in the city when our three dedicated ambulances are busy.

Where do we get the extra Ambulances when VFD has just three? Obviously, we will have to rely on SCFD for backup. Remember, the 458,000 taxpayers in Sarasota County have to subsidize our Ambulance service now at .6 mil in taxes. How much more will it cost the 23,000 citizens of Venice per person to pay for the same service?

With a tax base of 458,000 residents, SCFD loses money on every ambulance call. We are 5% of that population, and VFD proposes that we shoulder 100% of the cost. The proposal sounds great. More public services for the city, better response time, all sounds great, but SCFD cannot provide it cost effectively with their economy of scale, and VFD absolutely cannot compete. Keep in mind also that Senior Management, and many employees at VFD are not required live in the city, and will not be personally impacted by any tax increases required to fund fire department expansion.

What our investigation has found with regard to the Ambulance service, quite simply is that “it is not broken, there is no need to fix it. VFD cannot deliver better service, at the same cost to the taxpayers as SCFD can. The fact remains that Venice still cannot afford a municipal Fire Department, much less an ambulance service.

In fact, what Chief Carvey seeks to create in Venice already exists in Sarasota County:

- SCFD has the Ambulances in service and in reserve to more than meet the demand in Venice
- SCFD has already equipped 50% of its Fire Engines as full service, Advanced Life Support Engines, with fully certified Paramedics on the Fire Engine crews and plans to have no less than 50% in service at all times in the future, plus the addition of the new Light Rescue Trucks
- Most of the remaining SCFD Fire Engines already have Paramedics on board, even if the unit has not yet been converted to ALS specifications
- Sarasota County has a higher percentage of fully certified Paramedic firefighters than any other department in Southwest Florida
- If Venice were to consolidate with SCFD, and not pursue this outlandishly expensive “empire building” project as proposed by VFD, at least one, and possibly two of the Venice fire Stations would be immediately provided with fully equipped, fully staffed Advance Life Support Fire Engine Immediately upon transition. There would be no start up delay, no easing into the program one Ambulance at a time over several years. SCFD service is right here, right now!

In conclusion, we challenge VFD to prove, beyond any doubt to the taxpayer, that the proposed expense, delay, and increases in staffing can deliver any better service to the taxpayers of Venice than immediate consolidation with the Sarasota County Fire Department can provide. There are simply economies of scale, and benefits of existing infrastructure that VFD can never meet or exceed in the delivery of Advanced Life Support response and Ambulance Service for our community.

ATTACHMENT “A”

**SCFD - City of Venice
Billable Incidents**

	Billable	Non-Billable					
	Incidents	Incidents	Gross Charges	Adjustments	Collections/Payments	Write Off	Balance
FY2016	2,745	1,070	\$1,732,814	\$496,253	\$975,084	\$3,975	\$257,523
FY2017	3,908	1,640	\$2,450,050	\$708,499	\$1,412,225	\$7,903	\$321,424
FY2018*	3,130	1,193	\$1,953,636	\$514,681	\$1,012,222	\$1,459	\$425,274

	Medicare	Medicaid	Commercial	Self Pay
FY2016	75.0%	4.7%	9.7%	10.6%
FY2017	77.7%	4.8%	9.4%	8.1%
FY2018*	78.1%	4.2%	9.7%	7.9%

***FY2018 DOS through June 30, 2018**

ATTACHMENT “B”



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light-rescue.jpg

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ATTACHMENT “C”



725 SW 46th Avenue
Ocala, Florida 34474
T (352) 629-6305
M (941)345-5958
F (352) 629-2018

FIRE APPARATUS PROPOSAL

July 10, 2018

This proposal has been prepared for:
Sarasota County Fleet Services
5681 Pinkney Ave
Sarasota, FL 34233

Hall-Mark RTC is pleased to offer Sarasota County Fleet Services one 2019 Medium Duty Horton Ambulance on a Freightliner M2 Chassis. This unit is priced using the open contract between Hall-Mark RTC and Sarasota County approved on September 10th, 2013. This vehicle shall be in accordance with the attached specifications.

Delivery will be F.O.B. Sarasota, FL and will be 250 days after receipt of purchase order at Hall-Mark RTC in Ocala, FL. The current purchase price for the specified unit is as follows:

2019 Freightliner 108" M2 Chassis Medium 623 Per Contract. Quote # 12098, Rev # 1.	\$ 280,490.00
Dealer 8% Markup Cost.	\$ 22,439.20
OEM Provided Options List # 1- including 10% Markup	\$ 400.16
Freight- Items on List # 1 (no markup)	\$ 100.00
OEM Provided Options List # 2 – including 12% Markup. With Power Load	\$ 8,977.77
Freight – items on List # 2 (no markup)	\$ 1,900.00
Capital Assets.	\$ 17,845.64
Dealer Prep: Per contract.	\$ 750.00
Delivery Of Ambulance From Ohio to Ocala. Per contract.	\$ 1,800.00
35 hours of labor at \$75/ hour for installation of items on list # 1 and list #2.	\$ 2,625.00
Stryker Powerload 7 Year Service Agreement.	\$ 7,637.00
Delivery of Ambulance to Sarasota complete and ready for service.	\$ 0.00
MSO and Title Application provided at delivery.	\$ 0.00
Maintenance Manuals and CD's provided at delivery.	\$ 0.00



725 SW 46th Avenue Ocala, Florida 34474
Office: 352-629-6305 Fax: 352-629-2018
Toll Free: 1-800-524-6072

Equipment Proposal

Customer: SARASOTA
Contract: CAPITAL ASSETS
Contact
Phone:
Fax/email:

Last Updated: May 22, 2018

Item	Part #	Vendor	Qty.	Um	Unit Cost	Selling Price		Extended
						Each	12%	
Power Pro XT Ambulance Cots	6508000000	Stryker	1	EA	\$ 13,052.27	\$ 14,618.54		\$ 14,618.54
Stair Chair with Head rest	6252040000	Stryker	1	EA	\$ 2,881.34	\$ 3,227.10		\$ 3,227.10
Estimated Freight								
Total Equipment								\$ 17,845.64

If quantities ordered are less than quantities quoted, additional charges may apply.
Returned items may be subject to restocking fees



725 SW 46th Avenue Ocala, Florida 34474
Office: 352-629-6305 Fax: 352-629-2018

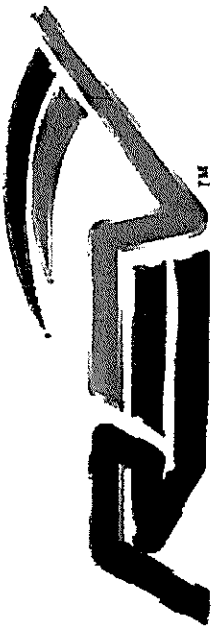
Customer: SARASOTA

Contact

Phone:

Last Updated: May 22, 2018

Item	Part #	Vendor	Qty.	UM	Unit Cost	Selling Price Each 12%	Ext Selling Price
20lbs ABC Extinguisher	434747	AFS	1	EA	\$ 110.00	\$ 123.20	\$ 123.20
Adult Traction Splint	AE-276	Armstrong	1	EA	\$ 430.00	\$ 481.60	\$ 481.60
Pedi Traction Splint	AE-281	Armstrong	1	EA	\$ 418.70	\$ 468.94	\$ 468.94
Laerdal Suction Unit	L780020	Bound Tree	1	EA	\$ 808.50	\$ 908.64	\$ 908.64
Engel MD14F 12V cooler p/bble	MD14F	Engel	1	EA	\$ 645.00	\$ 722.40	\$ 722.40
Scoop™ EXL (Yellow) with 3 Pack Of 430-P Black Restraints	00085EXL	Ferno	1	EA	\$ 783.50	\$ 888.72	\$ 888.72
Pedi-Pac™ Immobilization Device with Case	313065	Ferno	1	EA	\$ 311.25	\$ 348.60	\$ 348.60
Ferno KED®	313876	Ferno	1	EA	\$ 104.25	\$ 118.78	\$ 118.78
24" Bolt Cutter	BC-24	Firehooks	1	EA	\$ 55.00	\$ 61.60	\$ 61.60
IV Trays Box	311007	Zoro	1	EA	\$ 15.00	\$ 16.80	\$ 16.80
Power Pro-Power Load Compatibility Kit	65006127000	Stryker	1	EA	\$ 1,380.82	\$ 1,557.49	\$ 1,557.49
Foot End O2 Bottle Holder	6500241000	Stryker	1	EA	\$ 214.06	\$ 238.75	\$ 238.75
3 Stage IV Pole	6500315000	Stryker	1	EA	\$ 282.58	\$ 318.50	\$ 318.50
Equipment Hook	6500147000	Stryker	1	EA	\$ 43.12	\$ 48.28	\$ 48.28
Backrest Storage Pouch	6500130000	Stryker	1	EA	\$ 212.52	\$ 238.02	\$ 238.02
Flat Head End Storage Pouch	6500128000	Stryker	1	EA	\$ 113.96	\$ 127.64	\$ 127.64
XPS (expandable patient surface)	6500040000	Stryker	1	EA	\$ 1,542.41	\$ 1,838.50	\$ 1,838.50
SMART Charger Bracket	6500034000	Stryker	1	EA	\$ 40.00	\$ 44.80	\$ 44.80
Quick Lok Mechanical Bracket	ULLH	Zico	2	EA	\$ 77.78	\$ 87.12	\$ 174.28
Bolt Cutter Bracket	BCB	Zico	1	EA	\$ 54.87	\$ 61.45	\$ 61.45
Air Pack Brackets	UH-6-30-2-SF	Zico	2	EA	\$ 51.83	\$ 57.88	\$ 115.85
Collision restraint strap	CRS	Zico	2	EA	\$ 35.34	\$ 38.58	\$ 79.16
Sub total at 12 %							\$ 8,977.77
Estimated Freight							1900
Total with Freight							\$ 10,877.77



TECHNICAL CENTER

powered by HALL-MARK

Customer: Sarasota

Contact Steve Kern

Phone:

Last Updated: May 22, 2018

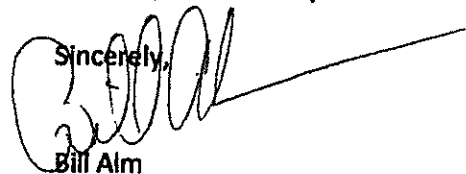
725 SW 46th Avenue Ocala, Florida 34474
Office: 352-629-6305 Fax: 352-629-2018

Item	Part #	Vendor	Qty.	Um	Selling Price		Ext Selling	
					Each	10%	Price	Price
Long Wedge 4"x4"x20" Wedge L	4/4 20	Turtle	6	EA	\$ 18.92	\$	\$ 113.52	
Pyramid Crib 4"x4"x18"	44-18	Turtle	6	EA	\$ 32.03	\$	\$ 192.19	
Pyramid Crib L 2"x4"x18"	24-18	Turtle	6	EA	\$ 15.74	\$	\$ 94.45	
Sub total at 10 %							\$ 400.16	
Estimated Frieght							100	
Total with Frieght							\$ 500.16	

TOTAL COST OF TRUCK	\$ 344,964.77
---------------------	---------------

This proposal shall expire October 31,2018. Horton price increase November 1,2018.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bill Alm', with a long horizontal stroke extending to the right.

Bill Alm

General Manager

ATTACHMENT “D”



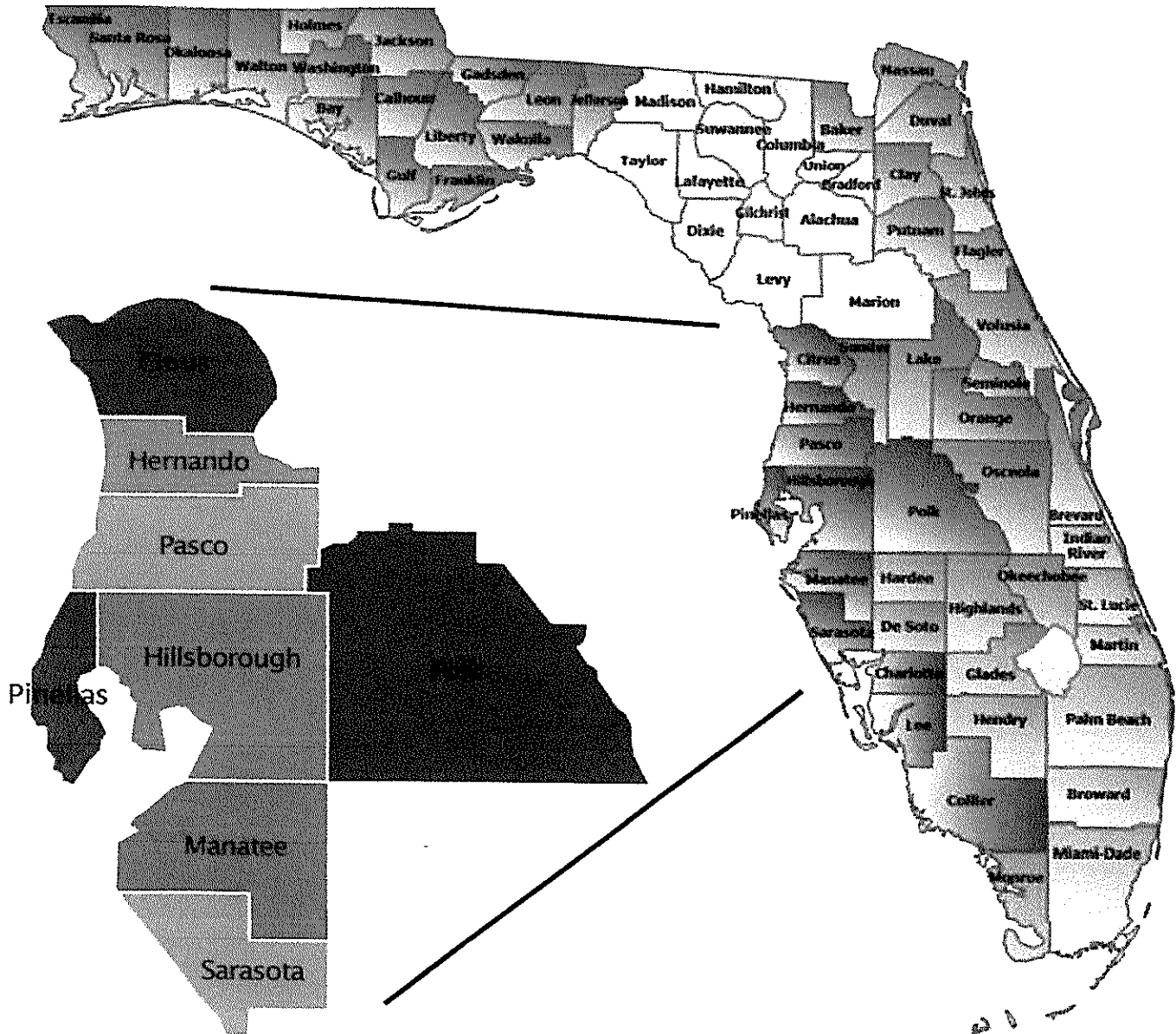
PASCO COUNTY FIRE RESCUE

FIRE DEPARTMENT SALARY AND BENEFITS SURVEY



Tampa Bay Economic Region

Spanning All 47 Career Fire Agencies



2018

Version: 05/24/18

2018 Tampa Bay Economic Region

Salary and Limited Benefits Survey
Surveying 47 Career Fire Departments

NO	DEPARTMENT NAME	FF	FF	FF	FF	MEDIC	D/E	D/E	LT	LT	CP	BC	BC	DIST	DIV	DEP	ASST	FIRE	FIRE	FIRE INV	ANNU	KELLY	WORK	STEP	FIRE	31B	6,259
		EMT I	EMT II	MED I	MED II	ONLY	EMT	MEDIC	EMT	MEDIC	EMT	MEDIC	EMT	MEDIC	CHIEF	CHIEF	CHIEF	CHIEF	CHIEF	INSP		HRS	DAY	PERIOD	PLAN	STNS	Totals:
NO	DEPARTMENT NAME	FF	FF	FF	FF	MEDIC	D/E	D/E	LT	LT	CP	BC	BC	DIST	DIV	DEP	ASST	FIRE	FIRE	FIRE INV	ANNU	KELLY	WORK	STEP	FIRE	FTEs	

PINELLAS COUNTY

21	Clearwater Fire Rescue	41,539	n/a	49,847	n/a	n/a	43,616	n/a	50,683	67,399	n/a	n/a	n/a	n/a	n/a	66,693	77,048	60,484	86,622	60,683	n/a	2,756	19th/4h	28	Yes	8	207
		63,265	n/a	75,918	n/a	n/a	66,428	n/a	79,714	88,499	n/a	n/a	n/a	n/a	n/a	115,185	127,034	104,438	142,731	79,714	n/a	2,920	No	28	No	3	56
22	Dunedin Fire Rescue	59,927	n/a	64,736	n/a	n/a	n/a	n/a	54,832	n/a	n/a	n/a	n/a	n/a	n/a	58,600	72,130	n/a	79,438	36,666	n/a	2,912	No	28	Yes	3	42
		59,892	n/a	70,103	n/a	n/a	n/a	n/a	76,765	n/a	n/a	n/a	n/a	n/a	n/a	93,759	102,056	100,000	100,000	100,000	n/a	2,912	No	28	Yes	3	42
23	East Lake Fire Rescue	46,351	n/a	50,887	n/a	n/a	50,859	55,945	59,498	62,931	n/a	n/a	n/a	n/a	n/a	90,000	100,000	100,000	100,000	100,000	n/a	2,912	No	28	Yes	3	42
		69,304	n/a	76,236	n/a	n/a	75,320	82,853	84,781	89,673	n/a	n/a	n/a	n/a	n/a	110,000	120,000	120,000	130,000	130,000	n/a	2,912	No	14	Yes	1	13
24	Gulfport Fire Rescue	42,982	n/a	47,912	n/a	n/a	n/a	n/a	59,854	63,174	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	71,904	n/a	n/a	2,912	No	28	No	6	153
		60,731	n/a	67,704	n/a	n/a	n/a	n/a	74,478	77,832	n/a	n/a	n/a	n/a	n/a	73,195	76,627	73,195	96,054	40,747	n/a	2,616	4 wk	28	No	6	153
25	Largo Fire Rescue	42,926	n/a	48,631	n/a	n/a	n/a	n/a	56,054	n/a	n/a	n/a	n/a	n/a	n/a	94,515	107,286	94,515	134,430	61,152	n/a	2,912	14th/4h	14	Yes	3	60
		62,888	n/a	72,958	n/a	n/a	n/a	n/a	76,727	n/a	n/a	n/a	n/a	n/a	n/a	88,579	91,579	107,895	117,333	n/a	n/a	2,912	No	28	Yes	3	60
26	Lealman Fire District	42,211	n/a	47,211	n/a	n/a	n/a	n/a	53,526	56,865	84,082	n/a	n/a	n/a	n/a	88,579	91,579	107,895	117,333	n/a	n/a	2,912	No	28	Yes	3	60
		63,268	n/a	70,784	n/a	n/a	n/a	n/a	73,125	76,784	84,082	n/a	n/a	n/a	n/a	88,579	91,579	107,895	117,333	n/a	n/a	2,912	No	28	Yes	3	60
27	Madeira Beach Fire Rescue	n/a	n/a	44,777	n/a	n/a	n/a	n/a	53,120	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	82,000	53,120	n/a	2,912	No	14	Yes	1	15
		n/a	n/a	65,757	n/a	n/a	n/a	n/a	73,530	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	99,840	73,530	n/a	2,912	No	28	No	1	20
28	Oldsmar Fire Rescue	40,515	n/a	46,435	n/a	n/a	n/a	n/a	50,730	50,730	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	87,079	45,489	n/a	2,912	No	28	No	1	20
		57,109	n/a	65,451	n/a	n/a	n/a	n/a	70,574	70,574	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	99,840	73,530	n/a	2,912	No	28	No	1	20
29	Palm Harbor Fire Rescue	42,491	n/a	49,360	n/a	n/a	44,191	51,334	63,621	66,167	n/a	n/a	n/a	n/a	n/a	84,395	84,395	96,676	118,321	63,621	53,621	2,912	No	21	Yes	4	64
		63,827	n/a	73,400	n/a	n/a	66,380	69,035	78,615	81,759	n/a	n/a	n/a	n/a	n/a	94,323	94,323	107,084	136,217	78,615	78,615	2,912	No	21	Yes	4	64
30	Pinellas Park Fire Department	42,460	n/a	46,460	n/a	n/a	n/a	n/a	59,997	63,937	n/a	n/a	n/a	n/a	n/a	62,298	70,901	78,779	89,552	n/a	44,487	2,912	No	14	Yes	4	75
		58,531	n/a	62,531	n/a	n/a	30,784	n/a	73,028	77,937	n/a	n/a	n/a	n/a	n/a	81,062	100,399	102,819	136,217	n/a	64,431	2,912	No	28	Yes	3	44
31	Pinellas Suncoast Fire District	39,243	n/a	43,560	n/a	n/a	n/a	n/a	60,102	66,713	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
		57,980	n/a	64,357	n/a	n/a	n/a	n/a	69,575	77,228	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
32	Safety Harbor Fire Rescue	38,751	n/a	45,106	n/a	n/a	n/a	n/a	60,102	66,713	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
		57,980	n/a	64,357	n/a	n/a	n/a	n/a	69,575	77,228	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
33	Seminole Fire Rescue	40,000	n/a	45,000	n/a	n/a	n/a	n/a	60,102	66,713	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
		59,000	n/a	65,500	n/a	n/a	n/a	n/a	70,000	72,889	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
34	St. Pete Beach Fire Rescue	41,609	n/a	46,935	n/a	n/a	n/a	n/a	56,625	59,457	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
		60,458	n/a	68,197	n/a	n/a	n/a	n/a	72,218	75,828	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
35	St. Petersburg Fire Rescue	40,364	n/a	52,264	n/a	n/a	n/a	n/a	60,102	66,713	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
		64,695	n/a	76,340	n/a	n/a	n/a	n/a	78,888	84,691	94,691	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
36	South Pasadena Fire Rescue	47,781	n/a	50,445	n/a	n/a	n/a	n/a	70,471	73,304	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
		63,532	n/a	70,439	n/a	n/a	n/a	n/a	76,136	78,900	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
37	Tarpon Springs Fire Rescue	39,137	n/a	47,785	n/a	n/a	41,204	50,202	60,511	n/a	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
		61,530	n/a	75,129	n/a	n/a	64,762	78,912	81,332	n/a	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
38	Treasure Island Fire Rescue	38,670	n/a	43,123	n/a	n/a	n/a	n/a	51,403	54,790	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44
		55,097	n/a	63,172	n/a	n/a	n/a	n/a	66,806	70,347	n/a	n/a	n/a	n/a	n/a	85,625	n/a	n/a	97,000	42,450	n/a	2,912	No	28	Yes	3	44

POLK COUNTY

39	City of Lake Alfred Fire Department	31,665	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	50,109	n/a	n/a	2,756	13th/4h	28	Yes	1	7
		35,660	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	67,693	n/a	n/a	2,912	No	14	Yes	2	36
40	Haines City Fire Department	n/a	35,791	n/a	n/a	n/a	39,370	n/a	46,704	n/a	51,375	n/a	n/a	n/a	n/a	67,437	n/a	n/a	79,900	38,066	n/a	2,912	No	14	Yes	2	36
		n/a	30,408	n/a	n/a	n/a	55,449	n/a	65,777	n/a	72,955	n/a	n/a	n/a	n/a	94,977	n/a	n/a	106,895	53,612	n/a	2,912	No	14	Yes	50	571
41	Polk County Fire Rescue	39,457	n/a	51,484	n/a	n/a	44,291	n/a	50,330	n/a	56,725	n/a	n/a	n/a	n/a	72,843	n/a	n/a	86,529	n/a	n/a	2,912	No	14	Yes	50	571
		59,579	n/a	73,207	n/a	n/a	66,917	n/a	76,935	n/a	87,758	n/a	n/a	n/a	n/a	107,848	n/a	n/a	109,657	n/a	n/a	2,934	No	28	Yes	2	30
42	Lake Wales Fire Department	32,996	42,742	39,979	49,790	n/a	n/a	n/a	45,761	52,750	n/a	n/a	n/a	n/a	n/a	55,513	n/a	n/a	59,121	43,764	n/a	2,934	No	28	Yes	2	30
		55,055	64,133	62,357	71,415	n/a	n/a	n/a	68,517	75,819	n/a	n/a	n/a	n/a	n/a	88,821	n/a	n/a	102,000	70,024	n/a	2,934	No	28	Yes	2	30

2018 Tampa Bay Economic Region

Salary and Limited Benefits Survey
Surveying 47 Career Fire Departments

NO	DEPARTMENT NAME	FF EMT I	FF EMT II	FF MED I	FF MED II	MEDIC ONLY	D/E EMT	D/E MEDIC	LT EMT	LT MEDIC	CP EMT	CP MEDIC	BC EMT	BC MEDIC	DIST CHIEF	DIV CHIEF	DEP CHIEF	ASST CHIEF	FIRE CHIEF	FIRE INSP	FIRE INV	ANNL HRS	KELLY DAY	WORK PERIOD	STEP PLAN	FIRE STNS	FIRE FTES	
43	Lakeland Fire Department	42,576	n/a	49,681	n/a	n/a	49,375	57,614	57,260	66,815	n/a	60,687	72,252	79,358	n/a	n/a	n/a	64,206	80,867	49,927	n/a	n/a	2,912	No	14	Yes	7	172
44	Winter Haven Fire Department	36,765	40,513	48,713	n/a	n/a	n/a	n/a	51,675	59,875	n/a	n/a	n/a	n/a	n/a	n/a	59,932	62,816	80,204	51,675	51,675	2,600	6 wk	28	No	3	72	
		60,687	66,888	75,088	n/a	n/a	n/a	n/a	85,353	99,553	n/a	n/a	n/a	n/a	n/a	n/a	98,802	103,750	132,412	85,353	85,353							
		Totals:																									318	6,239
		SARASOTA COUNTY																										

SARASOTA COUNTY

45	North Port Fire Rescue	45,215	n/a	55,130	n/a	n/a	62,232	75,878	75,669	75,669	n/a	n/a	87,596	87,596	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2,920	No	7	No	5	94
46	Sarasota County Fire Rescue	39,312	n/a	40,859	n/a	n/a	n/a	n/a	76,103	n/a	81,120	n/a	85,163	85,163	n/a	n/a	n/a	68,016	79,331	n/a	n/a	n/a	2,966	3 wk	21	Yes	28	580
47	Venice Fire Department	37,262	n/a	n/a	n/a	n/a	n/a	n/a	80,895	n/a	83,566	n/a	88,500	n/a	n/a	n/a	74,517	114,462	135,304	n/a	n/a	n/a	2,600	27 dy	27	No	3	45

** - an additional \$0.60 an hr
*** - \$75.00 /pp + \$1.75/wk as PIM

SUMMARY

BOTTOM OF RANGE SALARIES

FF	FF EMT I	FF EMT II	FF MED I	FF MED II	MEDIC ONLY	D/E EMT	D/E MEDIC	LT EMT	LT MEDIC	CP EMT	CP MEDIC	BC EMT	BC MEDIC	DIST CHIEF	DIV CHIEF	DEP CHIEF	ASST CHIEF	FIRE CHIEF	FIRE INSP	FIRE INV
Lowest:	26,500	35,791	39,239	45,660	38,762	37,244	47,380	39,021	45,424	31,194	50,080	56,109	57,584	57,807	59,072	55,513	60,484	49,360	36,866	44,487
Mean:	39,848	40,308	46,779	48,119	45,864	50,016	55,800	60,442	60,739	62,712	65,692	75,026	75,064	73,767	78,987	78,387	75,047	83,815	48,738	59,359
Highest:	47,781	42,742	55,130	49,936	52,965	72,906	75,878	80,519	75,669	91,958	91,958	99,334	89,535	106,220	110,847	108,005	136,611	142,792	78,374	81,901

OTHER DATA

FIRE STNS	FIRE FTES
Lowest:	1
Mean:	7
Highest:	50

TOP OF RANGE SALARIES

FF	FF EMT I	FF EMT II	FF MED I	FF MED II	MEDIC ONLY	D/E EMT	D/E MEDIC	LT EMT	LT MEDIC	CP EMT	CP MEDIC	BC EMT	BC MEDIC	DIST CHIEF	DIV CHIEF	DEP CHIEF	ASST CHIEF	FIRE CHIEF	FIRE INSP	FIRE INV
Lowest:	28,500	48,000	60,429	62,772	50,460	55,449	59,644	38,516	58,864	45,020	69,623	79,591	80,980	81,519	91,579	88,821	85,858	67,693	43,000	64,431
Mean:	58,396	57,156	68,937	68,270	65,650	66,878	77,283	74,555	79,965	79,665	86,134	92,843	96,121	94,807	107,901	110,546	110,780	121,247	69,063	80,744
Highest:	72,728	66,888	84,421	73,400	85,785	85,413	86,173	97,478	99,187	99,590	112,067	123,110	123,110	110,847	123,969	133,036	135,692	185,992	99,590	99,590