

My name is John Cordts, I am in support of LD1192. I am Deputy Chief of Lisbon Emergency, we are a 501 c 3 non profit ambulance service established in 1975. Our service provides 911 ambulance service for the towns of Lisbon, Bowdoin and Bowdoinham with a combined population of over 16,000 and 100 square miles. We own three Advanced Life Support ambulances, staff one ambulance 24/7 and one ambulance 12 hours per day/7 days per week. We currently have 36 employees including 18 Paramedics and six full time staff members. I have been involved with Lisbon Emergency's budget process since 2014. In 2017 we started charging our 911 towns for EMS coverage as we were no longer financially self-sustainable. At the time our call volume was 1,060 per year; a new ambulance cost around 180,000 and a cardiac monitor about \$35,000. Today our call volume is 1,700, a new ambulance costs over \$300,000 and a cardiac monitor costs \$60,000. Our revenue in 2017 was \$350,000 and our expenses was \$400,000. Today our Expenses are 1.7 million and our revenue is \$700,000. You will find talking with any ambulance service the same situation where revenue per run has remained flat and has not kept up with expenses. As a community private non profit 100% of what we generate for revenue goes directly back into the service and is not redirected to profit, general funds, etc... Our expenses include all payroll costs, insurance costs, payments of fixed asset loans and our capital improvement plan. We have incorporated everything we can think of to increase revenue while still providing reliable 911 coverage to our towns. We have paid off our building to reduce interest expenses, we have received hundreds of thousands of dollars in grants, we have only purchased one new ambulance since 2006, we have purchased used ambulances to save money and are planning on re-mounting our used ambulances; this is where the patient compartment is rehabbed and put on a new chassis. Our service is one of the more financially stable; our runs average to a cost of \$1,070 and a per capita rate of \$55 to our towns. Even so we are charging our towns over \$900,000 for EMS coverage this coming fiscal year. With the reduction of hospital capacity, we are receiving memos from Maine EMS that we should prepare for more transports and in home child birth at the same time we have been asked to reduce our training budget by one of our 911 towns. We are being asked to increase capacity with no feasible financial vehicle to do so, let alone maintaining current services. The coming "Silver Tsunami" of retiring and aging baby boomers will continue to stress EMS and the overall health care system in the near future. We are out of ideas on how to increase funding, reduce expenses and still be able to provide the quality patient care our patients expect and deserve. LD1192 gives Ambulance services the long term increase in revenue we desperately need to face the current and coming challenges. Thank you for your time.

John Cordts

Deputy Chief Lisbon Emergency