



**Manitowoc Fire &  
Rescue Department**

# Increasing EMS Charges

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Our departments services have remained unchanged since 2017. Increasing Emergency Medical Charges is essential for several key reasons.



# Rising Operational Costs

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**Inflation:** Over the past several years, inflation has significantly increased the cost of goods and services. This includes medical supplies, equipment, fuel, and other operational necessities. Keeping the charges stagnant while operational costs rise leads to a financial strain on the department.

**Personnel Costs:** Salaries, benefits, and training costs for EMS personnel have likely increased since 2017. These costs need to be covered to ensure that the department can attract and retain skilled staff.

# Healthcare Industry Changes

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**Advancements in Technology and Treatment:** Since 2017, there have been numerous advancements in medical technology and treatment protocols that require updated equipment and training. These advancements improve patient outcomes but also come with higher costs.

**Regulatory Compliance:** New healthcare regulations and standards often require additional resources, training, or equipment. Adhering to these regulations ensures high-quality care but also increases operational costs.

# Local and Regional Comparisons

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Competitiveness: By consulting with a billing company, you've likely discovered that your current EMS charges are below the regional average. Adjusting the rates to be more in line with neighboring agencies ensures that your department remains competitive and financially sustainable.

Equity: It's important that the charges reflect the true cost of providing the service. Undercharging can place an unfair burden on the department and its staff, while also potentially leading to service cutbacks or reduced quality of care.



# Financial Sustainability

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Revenue Generation: Properly aligning EMS charges with current costs helps generate the revenue needed to maintain and improve services. Without this adjustment, the department may face budget shortfalls that could impact service delivery.

Investment in Services: Increased charges can provide the necessary funds to invest in new technology, vehicles, and training programs, ensuring that the department continues to offer the best possible care to the community.

# Payor Mix Considerations

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## Insurance and Reimbursement Rates:

The payor mix, which includes Medicare, Medicaid, private insurance, and self-pay patients, directly affects the department's revenue. Since reimbursement rates from government programs are often fixed or slow to increase, adjusting charges for privately insured self-paying patients helps offset this imbalance.

## Ensuring Fair Cost Distribution: By

adjusting the charges, you ensure that the costs of EMS services are distributed more equitably among all payors, helping to secure the department's financial health.

# Maintaining Service Quality

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High Standards of Care: To maintain the high standards of EMS care that the community expects, it is crucial that the department has the necessary resources. Without adjusting charges, the department might be forced to reduce service quality or availability, which could negatively impact patient outcomes.

# Conclusion

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Increasing EMS charges from 2017 is not only a matter of keeping up with rising costs but also ensuring that the Manitowoc Fire & Rescue Department remains financially sustainable, competitive, and capable of providing high-quality emergency medical services to the community. This adjustment is necessary to reflect the true costs of service delivery and to maintain the department's operational readiness and excellence.

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**THANK  
YOU!**

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