



ROBERTSON COUNTY
★ Emergency Services District ★

TRANSITIONING TO AN ESD-BASED EMS SERVICE

Texas State Association of Emergency Services District
Conference 2024

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DISCLOSURES

Adam Gallagher, Steven Von Gonten, nor the Robertson County ESD have any financial disclosures or conflicts of interest with the presented material in this presentation.



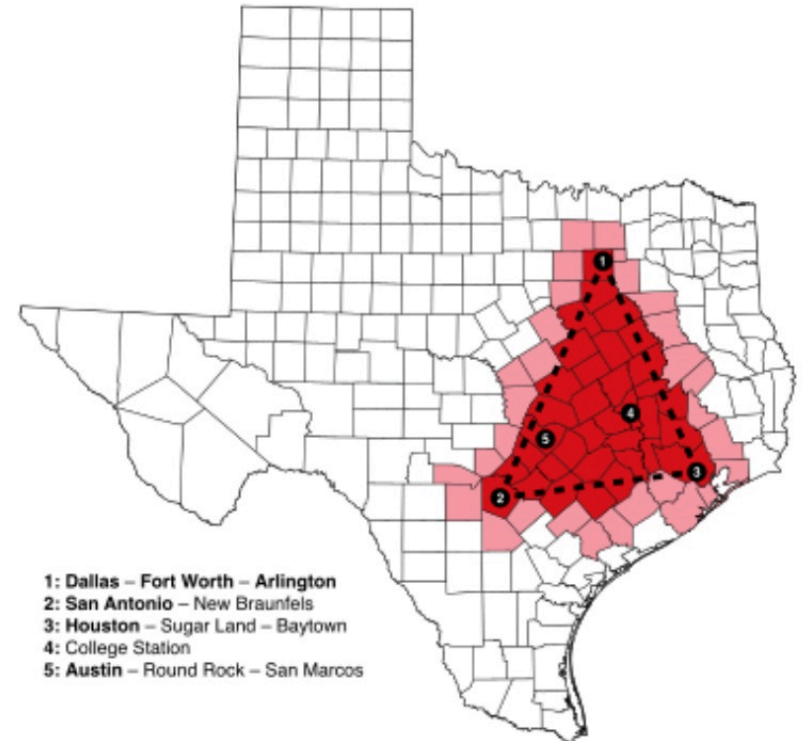
**"EMS DOESN'T SAVE
PATIENTS. GOD
DOES. OUR JOB IS TO
ENTERTAIN THEM
UNTIL HE MAKES UP
HIS MIND."**

DR. RED DUKE

INTRODUCTION

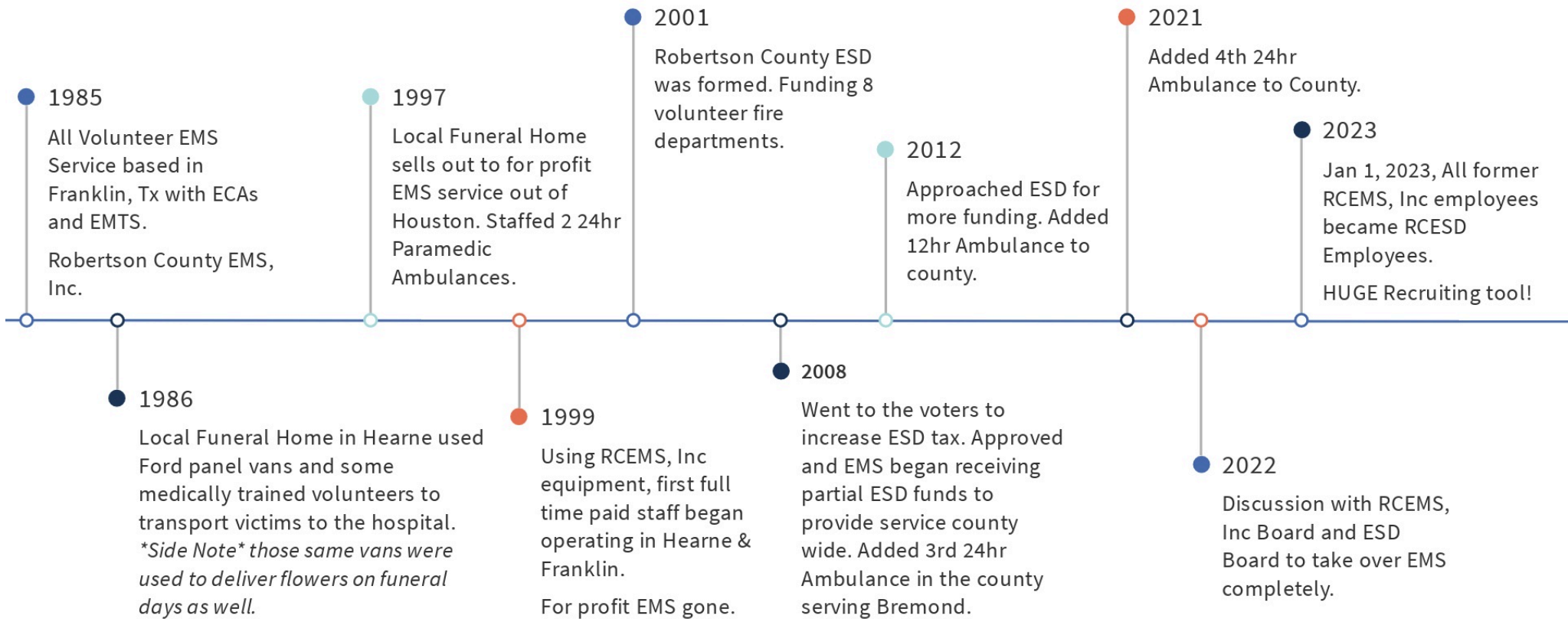
Robertson County ESD EMS was formed on January 1, 2023 serving all 865 square miles and roughly 17,000 citizens plus an average 30,000 daily vehicles traveling our roadways. We operate four 24 hour MICU level ambulances and two 24 hour Supervisor response vehicles.

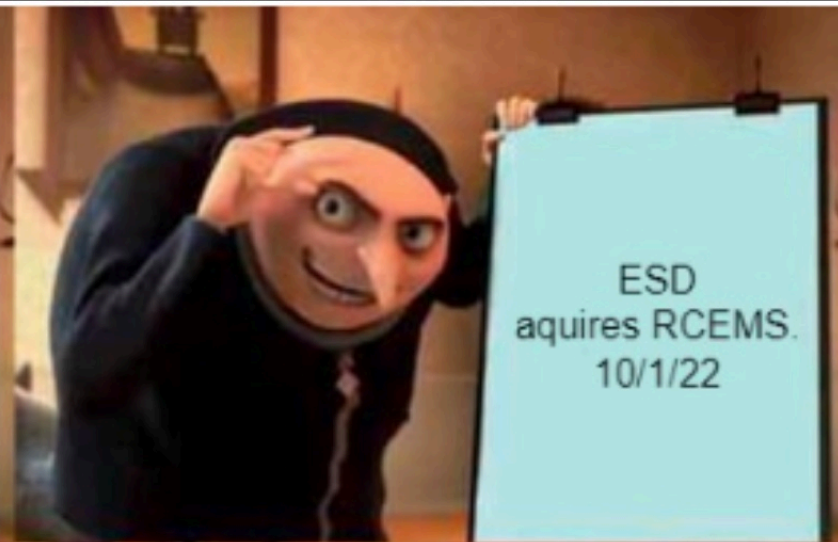
We are located approximately 1.5 hours North of Houston, 1.5 East of Austin and 2.5 hours South of DFW. We are smack dab in the middle of the Texas Triangle, which if you've seen the news stories, they are telling the truth. Population growth in this area is off the charts and the need for Emergency Services has to keep up.



If you've seen one ESD EMS Service in Texas, you've seen one ESD EMS Service in Texas. This is our story.

ROBERTSON COUNTY EMS TIMELINE





"This was an inevitable thing. We have been wanting to do this for years and thankfully the timing was right. This is a great thing for our citizens and the longevity of EMS for our ESD"

- ESD President Robert Yezak





RCEMS, Inc Board of Directors & Staff

December 2022

"This Chapter has come to a close. This is the best thing for the employees of RCEMS, Inc and for the Citizens of Robertson County. We are blessed to have been a part of this great organization and look forward to seeing it's future success."

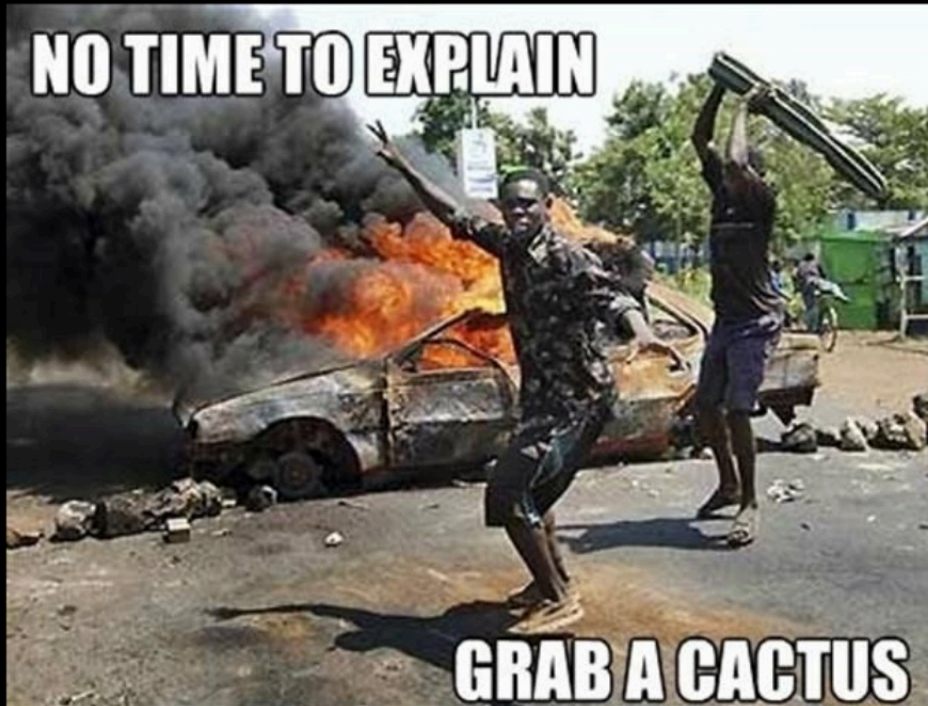
- RCEMS Inc Board President Larry Grigg

THE WHY



- Above all else, employees first.
 - Better Pay
 - Better Benefits
 - TCDRS, Paid Insurance, Better PTO
 - Job Security
 - Staff Retention
- Good Stewards of the Taxpayer Funds
 - 100% Transparency through the ESD to the Citizens
 - ESD Provides stability that RCEMS, Inc could not
 - No worries with contract services not meeting contract requirements

NO TIME TO EXPLAIN



GRAB A CACTUS

#OURTEAM



We could not do what we're about to explain to you without our staff being supportive of the vision. This was a team effort and you're about to understand why....



THE DEPARTMENT OF STATE HEALTH SERVICES LICENSE!!

- **Application**

Requirement from DSHS
\$510 Application Fee + \$180 per ambulance

- **Provider Declaration Form**

Administrator of Record
CEO (ESD President) Signatures
Medicaid Surety Bond

- **Physician Medical Direction**

Writes protocols that staff will work under
All medical supplies, even Oxygen require MD license to order
Must be certified by Texas Medical Board
Must send in contract agreement

- **Transport & Treatment Protocols**

Must be signed by the Medical Director
Specifies Credentialing levels of staff

- **Staffing Plan**

Must include number of ambulances staffed and to what level (BLS, ALS, MICU)
Since ESDs provide 911 coverage, must include 24/7/365 plan

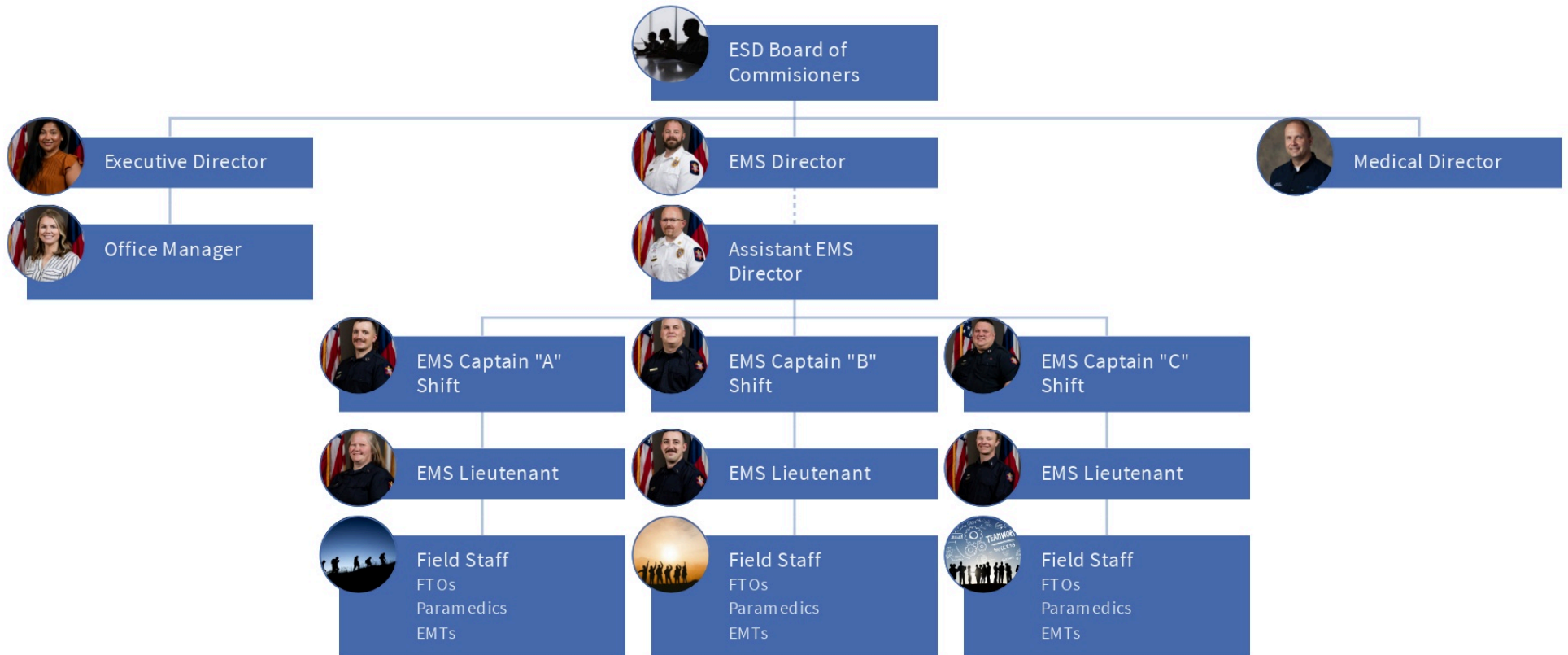
- **Quality Improvement Plan**

Must have plan for reviewing care & documentation provided
Must have process for receiving and reviewing complaints
Goal of reducing medical errors and training with MD

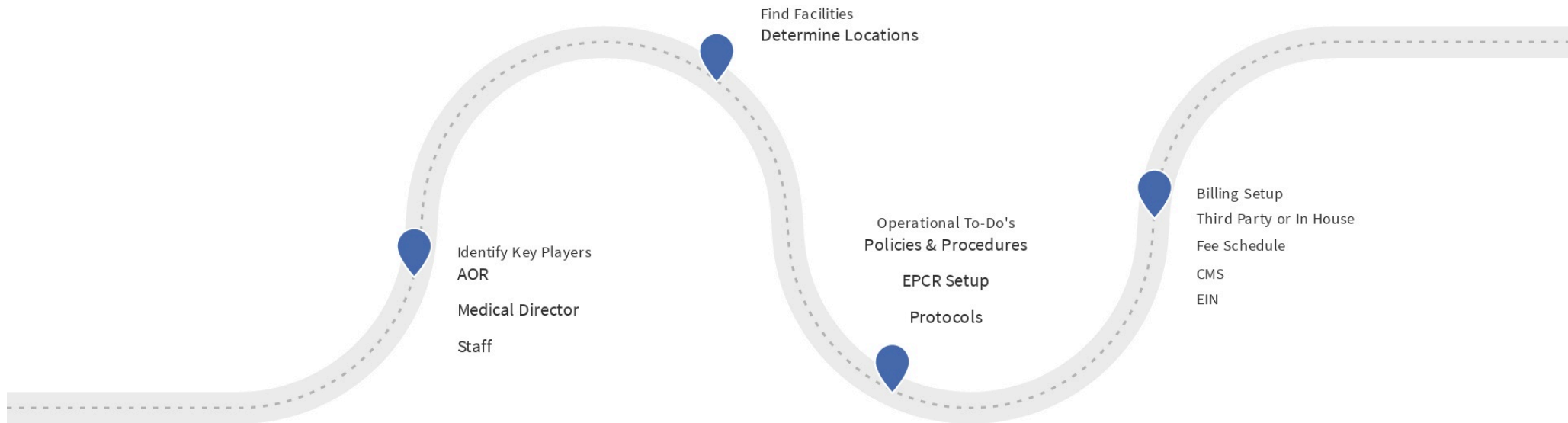
- **Facility Location & Proof of Ownership**

Must have either proof of ownership of stations / buildings or signed lease

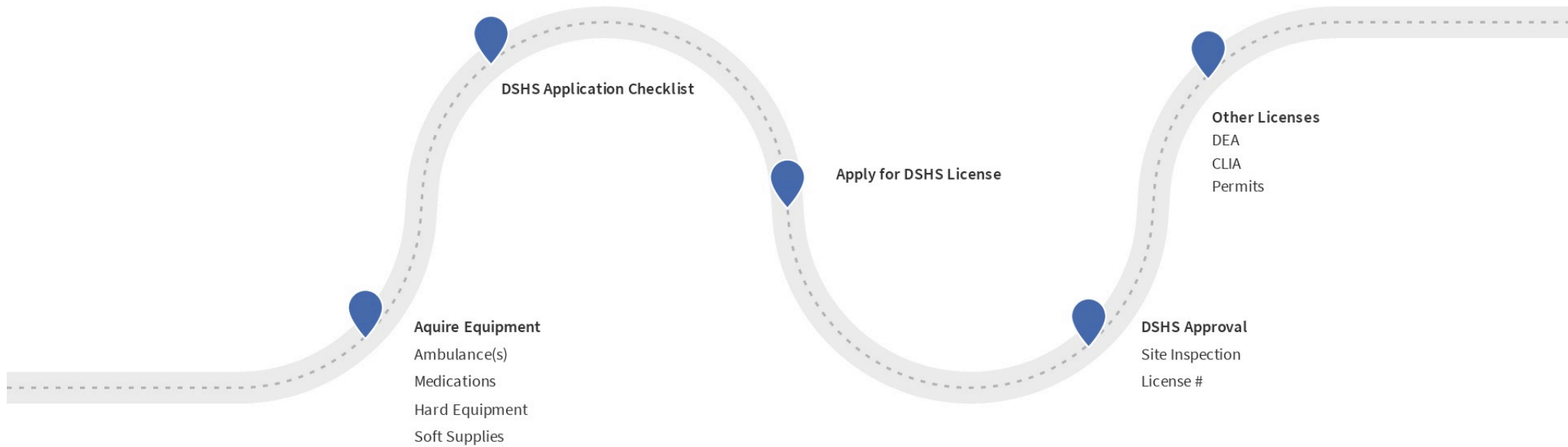
RCESD EMS ORGANIZATION CHART



THE JOURNEY TO YOUR DAY 1....



THE JOURNEY TO YOUR DAY 1....



EQUIPMENT



Ambulances

Different types of ambulances like basic life support, advanced life support, critical care transport.



Stretchers

Stretchers to transport patients, powered stretchers, stair chairs.



Cardiac Monitors

Cardiac Monitors allow Paramedics to perform EKGs and perform defibrillation.



Medications

Depending on your service level will determine the amount of medications you will have to carry.



Narcotics

If providing ALS level care, you will need to carry narcotics. The Medical Director for your service will determine which narcotics and how much you will need of each.

Having right medical equipment like ambulances, stretchers, and cardiac monitors is critical for EMS to handle medical emergencies effectively.

AMBULANCES



You need to plan for minimum one reserve ambulance for every two frontline ambulances.

Speaking with three different vendors throughout the state while making this presentation, the fastest that you can acquire a new ambulance today is 18-20 months MINIMUM from chassis on the ground. So... Basically.... If you ordered one today, you're still looking at close to 30-32 months IF you can catch the order bank at the right time.

AMBULANCES



Not even Santa himself can get you a new ambulance by Christmas. You have to plan.

EQUIPMENT



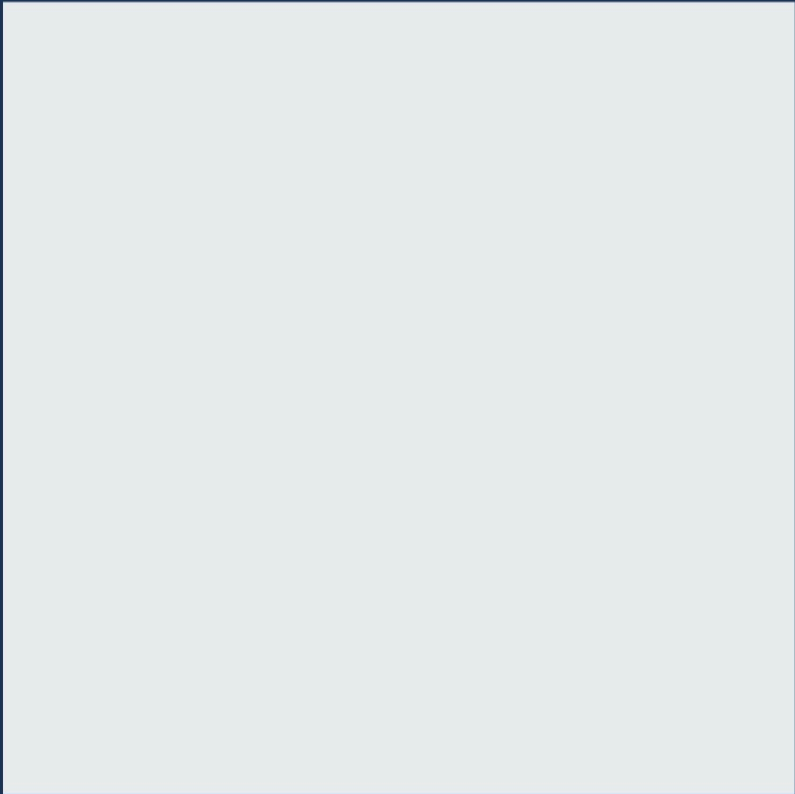
Technology is ever changing and prices aren't going down. We found that by leasing our Cardiac Monitors, Ventilators and Mechanical CPR Devices, we can save the taxpayers money over the life of the equipment, and keep our crews in the field with state of the art technology.

STRETCHERS



The average EMS stretcher costs around \$25k. These items can also be leased if you find the right program.

STRETCHERS



BILLING AND COMPLIANCE



By using specialized billing companies, they stay up to date with the latest government regulations and assist you with being able to bill for services provided.



Remember that if you didn't document it, it didn't happen. PCRs are required per DSHS, and having a good documentation records allow for better billing and reimbursements, track operation and clinical metrics and helps you produce records in a timely manner.

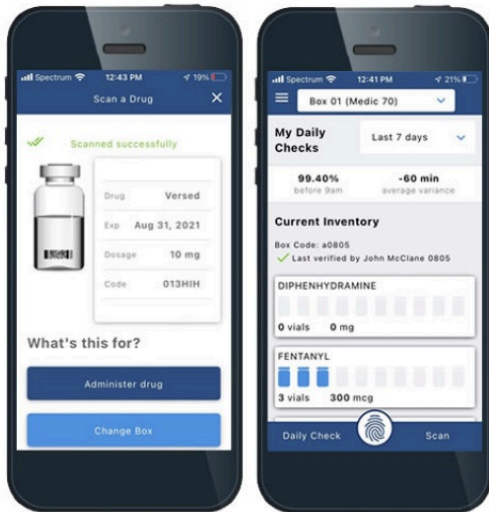


Whether its a vehicle, personnel or medical treatment, there has to be insurance involvement. Bonus if your insurance provider provides compliance classes for standard onboarding and annual recurrent training.

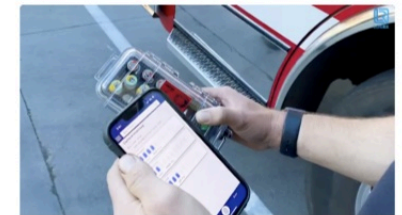


Narcotics, The DEA and You...

We were fortunate that during this transition, the DEA allowed us to maintain custody of our narcotics that were under our previous license number. With the current shortage of narcotics, this potentially could have caused a significant roadblock in our process.



- How will you store your narcotics?
- What security measures are in place?
- What accountability measures will you take?
- What PAR levels will you set? (Medical Director driven)



COMMUNITY OUTREACH

Public education and injury prevention are important community issues. Be seen by the tax paying public. Show them what that \$300k ambulance carries on it, show them what that \$20k ventilator can do and the lives it can save. You can never have too much public interaction.



JANUARY 2023 TO PRESENT....



EMS Employees all ESD Now
Payroll, Benefits, Equipment



Passed a sales tax election for the
county!



March 2024, RCESD EMS will be the
ONLY EMS service in our region to carry
blood products.

IN MEMORIAM



Former RCEMS, Inc EMS Director Rene Ferrell

CONTACT INFORMATION



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www.robcoesd.org