

## Peninsula Ambulance Corps

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Dorrance Sexton

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Heather Dostie

Robert Fischer

James Fleming

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Jonathan Wardwell

Joseph Wardwell

### EMT-Intermediates

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Tom Gutow

Kevin Joy

Melissa Manheim

Cody Varnum

Kaylee Wheaton

### EMT-Basics

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Paul Gallo

James Goodson

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Keven Haeefe

Richard O. Reed

Daniel Ryan



## Peninsula Ambulance Corps

### Serving the Blue Hill Peninsula and Beyond



## Take A Chance To Win A Boat

You could be the new owner of *Owl*, a beautiful 18-foot motorboat. Jack and Abby Fassnacht donated this lovely center-console inboard/outboard launch to Peninsula Ambulance Corps (PAC) last year, with the understanding that we would find a new home for the boat and that the proceeds of the sale would go to furthering our mission.

The boat, built in 1966 by Canada Yachts, is of the highly regarded Surf Hunter family of designs by C. Raymond Hunt and Associates. Powered by a 135-horsepower Volvo Penta engine installed in 2002, *Owl* has an appraised value of \$18,000. The boat is ready for the 2010 season.

The Surf Hunter hull was designed for

the often-punishing conditions of Buzzards Bay, so *Owl* will be dry and comfortable in choppy water. Her decks, steering console, windshield, and engine box are of varnished teak, giving her a classic and distinctive appearance.

To make *Owl*'s sale a community-wide effort, we will raffle the boat. Tickets are available for \$100 each. To purchase these, you must fill out the remittance envelope included in this newsletter, specifying the number of tickets you'd like to purchase, and mail it with a check for the appropriate amount. Remittance envelopes are also available from PAC board members and from our office in Blue Hill. Only 250 tickets will be sold. We'll therefore issue tickets in the sequence in which we receive orders. The raffle has a \$10,000 reserve; credit cards will therefore not be charged nor checks deposited until 100 tickets have been sold. Should your envelope arrive after the 250th ticket is sold, we will return your check to you or not charge your credit card.

*Owl* will be available for viewing at McVay's Service Station in Blue Hill (corner of Main St. and Route 15) on June 12, from 10 AM until 2 PM. If 250 tickets have not been sold by mid-June, the boat will be available for viewing on the grounds of WoodenBoat School in Brooklin from June 14 through June 26.

The drawing will take place on the Brooklin Village Green on July 3, 2010, immediately following the town's festive parade. The approximate time of the drawing is 11:30 AM. You need not be present to win.

The proceeds of this raffle will go to furthering PAC's commitment to provide medical transport services to the residents of the Blue Hill Peninsula and surrounding area.

## A Letter from the President

If it weren't for the energy and ability of the PAC board and the generosity and understanding of our community, the president of PAC would be a bundle of insecurities. He has a demanding day job that leaves him feeling guilty about not having enough time for PAC. He is daunted by the many challenges facing the Ambulance Corps (chief among them being the fact that one of the ambulances is reaching the end of its useful life). But far from being insecure, this president is uplifted, even in the face of enormous challenges.

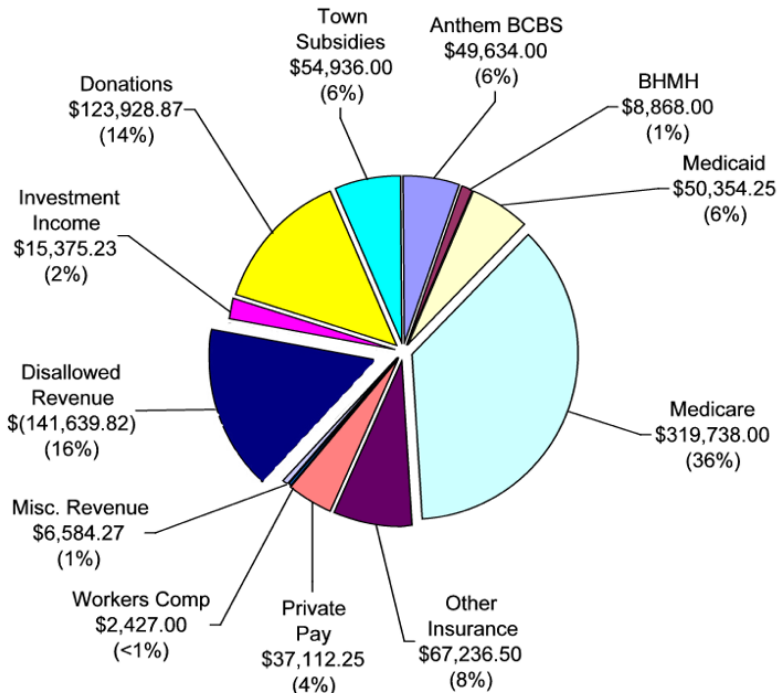
PAC runs an annual operating deficit well north of \$100,000. That's largely due to the fact that our largest customers are the state and federal governments, who simply don't pay their fair share. Peninsula towns contribute \$7 per citizen to help keep the wheels turning, which is a generous vote of confidence in these difficult times, and very much appreciated.

However, the greatest factor by far in offsetting our deficit is you, the year-round and seasonal residents of the greater Blue Hill peninsula. Your contributions make us whole. The charts on the following page show how your money is spent to deliver the highest quality of emergency medical service.

We wish you a happy and healthy summer, and thank you for your continuing support.

# Our Income and Expenses

**2009 Income (All Sources)**



We often hear the question: “Why are you always asking for money?” The answer is: “The rates at which we are paid do not cover our expenses.” No matter what we charge, PAC is paid in large part according to federal and state regulations. These regulations reduce or “disallow” the amount we can collect for our services. Collecting this difference from any source is prohibited. We also cannot, and would not want to, cut expenses by denying service to people unable to pay or by eliminating life-saving services.

To show where our income is generated and how we spend our money, we have created two pie charts. The one above shows income and the one on the right below shows expenses for 2009.

Sixty-three percent of last year’s income (\$541,954) was invoiced to government and private insurance providers. These providers do not pay the full amount billed. In total they “disallowed” (the dark blue pie slice) 26% of their bills. We show this “disallowance” in an income chart because accounting practices make it difficult to do otherwise and because it shows dramatically how much legitimate billing is arbitrarily “disallowed”. The result is that we received payments of \$400,314, or an average of 74 cents for every \$1.00 invoiced. We are not unique in this regard. It is a reflection of our health insurance system.

Two percent of our income in 2009 came from our investment account, which has a market value of around \$500,000. This is not endowment or money for current use, but rather savings set aside for PAC’s own “life support”. Our intent is only to use it in extreme circumstances.

One fifth, 20%, of our income was received from individual and foundation donations and from the voters of the towns of Blue Hill, Brooklin, Brooksville, Penobscot, Sedgwick and Surry. These funds enable us to balance our operating budget, but still leave us short if you include depreciation.

On the expense side, the largest portion (73%) was for labor and related charges (e.g., Social Security, Workmen’s Compensation and health insurance). PAC is staffed with two shifts of two people each during the day and with one shift of two people at night. While the wages paid our EMT’s are in the median range for the State of Maine, they fail to reflect the education, skills and dedication required for the profession. We do provide full health insurance for our EMT’s, but are financially unable to cover their families. We provide continuing education for our employees so that they may renew their licenses when necessary, but we are unable to pay for initial licensing courses.

Professional services totaling almost \$43,000 (7%) were our next largest expense. These include outside services for payroll, accounting, accounts receivable processing, HRA and collections.

Our third largest expense (\$27,185 or 4%) was for maintenance and operation of PAC’s two ambulances. Per mile driven last year, the cost was \$7.73 (made higher by one unit reaching the end of its useful life). The average reimbursement from insurance providers was only \$4.92 per mile—a 34% shortfall.

The 3% of expenses incurred by fundraising is substantially less than that of most non-profit organizations. We now maintain PAC’s mailing list and create all newsletters and other mailings ourselves. Formerly, we had subcontractors handle these items, and we expect the dollar cost to decrease this year as a result of this shift, with expenses mostly for postage and printing.

Other expenses include rent, which we pay to the Town of Blue Hill, administration (office equipment, telephone and other such items), dispatch services paid to Hancock County RRC/911, property and liability insurance, investment fees and other operating costs, which are primarily medical supplies for the ambulances.

Depreciation of the ambulances does not show on the pie chart because it is a non-cash expense. In 2009, the figure was \$55,549. We would like to step up our annual appeal sufficiently to cover depreciation, so that when an ambulance wears out we have enough money on hand to replace it. Until that time, as in the past, we will need periodic capital campaigns to raise funds to replace our ambulances.

**2009 Expenses (All Sources)**

