



October 31, 2019

Ms. Kris Mangano
EMS Coordinator
Emergency Medical Services Division
of the Office of Emergency Services
County of San Benito
471 Fourth Street, Hollister, CA 95023

RE: FISCAL YEAR 2020 RATE INCREASE REQUEST

Dear Ms. Mangano:

Pursuant to Section 9.03 of the Agreement to Provide Advanced Life Support Ambulance Service to the County of San Benito, American Medical Response is formally requesting an annual rate increase. Under the terms of the Agreement with rate increase calculations provided under Section 9.3 A, we are seeking a 20.3 percent increase to keep pace with rising operational costs and the fiscal dynamics in collections.

The increase will allow us to remain fiscally stable as we continue to make system enhancements that will translate to improving the services to the public. This also helps continue supporting the new wage schedules included for our field staff and takes into account the annual subsidy.

We are available to discuss with you in greater detail the assumptions made to necessitate the rate increase. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink that reads 'Mike Esslinger'.

Mike Esslinger
Regional Director, San Benito County
American Medical Response

AMR Ground
San Benito
January 2020

2020 Rate Increase Scenarios								
	2018-2019 Rates	3% divided by avg collection rate		CPI calc per contract divided by avg collection rate		Straight CPI cal per contract		Proposed Rate
	% Increase	13.2%	\$ Change	20.3%	\$ Change	4.6%	\$ Change	20.3%
Base Rate	\$2,900.00	\$3,282.96	\$382.96	\$3,489.18	\$589.18	\$3,033.85	\$133.85	\$3,489.18
Emergency	\$206.09	\$233.31	\$27.22	\$247.96	\$41.87	\$215.60	\$9.51	\$247.96
Oxygen	\$206.09	\$233.31	\$27.22	\$247.96	\$41.87	\$215.60	\$9.51	\$247.96
Per Mile	\$61.52	\$69.64	\$8.12	\$74.02	\$12.50	\$64.36	\$2.84	\$74.02

San Benito Rate Increase Proposal				
	2018-2019 Rates	Proposed Rate	\$ Change	% Change
Base Rate	\$2,900.00	\$3,489.18	\$589.18	20.3%
Emergency	\$206.09	\$247.96	\$41.87	20.3%
Oxygen	\$206.09	\$247.96	\$41.87	20.3%
Per Mile	\$61.52	\$74.02	\$12.50	20.3%