



DONALD MARTENS & SONS
AMBULANCE SERVICE, INC.

Regarding the Ohio Ambulance and Medical Transportation Industry

Chairman Burke, Vice Chairwoman Manning, Ranking member Cafaro and members of the Senate Medicaid committee, thank you for the opportunity to speak with you today regarding the state of the Ohio ambulance and medical transportation industry. My name is Dean Martens and I am the Owner of Donald Martens and Sons Ambulance Service, Inc.

Founded in 1964, Donald Martens and Sons Ambulance Service, Inc. is one of the oldest, private, family-owned ambulance services in the state of Ohio. Over the years, we have grown from one ambulance to over 120 mobile intensive care units, paramedic ambulance units and ambulettes and we currently employ 430 employees. Hiring new employees has been very challenging because of what we can afford to pay (due to reimbursement rates). Within the past couple of years the number of individuals choosing to go into the private sector of EMS are 20% less and currently 30% of individuals holding EMS certifications are no longer renewing them.

At the request of Director McCarthy our association has conducted a survey detailing the state of industry in Ohio and the surrounding states. I have attached a copy of that survey for your convenience. As you will see, Ohio has one of the lowest reimbursement rates for Basic Life Support (BLS), Advance Life Support (ALS) and Mobile Intensive Care Units (MICU). Ohio's rates result in losses of \$35 to over \$300 per trip. Losses for both emergency and rural transports are even greater. The Medicaid reimbursement rate in Ohio for ambulette services averages \$27.74, while our industry's average cost is \$80.60. I lose about \$59.93 per trip.

To put this into perspective, I'd like to bring a scenario to point that will help to exhibit the disparity with Medicaid reimbursement to medical transportation providers. Over five years ago, I sent two boxes of copy paper from one of my offices to another, via FedEx, which was approximately 9 miles away, and the shipping cost was \$79.00. My reimbursement from Medicaid for the same distance would have been less than \$30.00.

The current situation in Ohio is unsustainable. At current rates, I will be forced to limit the services I offer in order to offset loss. Currently Medicaid makes up 31-32% of my volume and 5% of my revenue. More is not better!

I am here today representing the Ohio Ambulance and Medical Transportation Association (OAMTA) of which I am also a Board Member. We are seeking an across the board rate increase.

I would be happy to answer any questions you might have and I thank you for your time and consideration.