OFFICE OF THE
FIRST SELECTMAN

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TOWN OF WILTON
CHARTER 1802
SEAL
CONNECTICUT

Lynne A. Vanderslice
First Selectwoman

David K. Clune
Second Selectman

Lori A. Bufano
Selectwoman

Joshua S. Cole
Selectman

Deborah McFadden
Selectwoman

TOWN HALL
238 Danbury Road
Wilton, CT 06897

BOARD OF SELECTMEN
SPECIAL MEETING
THURSDAY FEBRUARY 28, 2019
MEETING ROOM B

PRESENT: First Selectman Lynne Vanderslice (via phone), David Clune, Lori Bufano, Joshua Cole, Deborah McFadden

GUESTS: Cindy Moser, John Priest & Artie DiRocco – Trackside, John Miscioscia & Ron Hitter – WVAC, Anne Kelly-Lenz

OTHERS: Members of the Press and Members of the Public

A. Call to Order
Meeting called to order 8:00 pm by Mr. Clune.

B. Executive Session
Mr. Clune asked for a motion to go into Executive Session to interview Nicole J. Murphy regarding her interest in serving on the Energy Commission and Claudia Avallone regarding her interest in serving on the Inland Wetlands Commission. Motion moved by Mr. Cole, seconded by Ms. McFadden and unanimously carried.

Out of Executive Session at 8:52 p.m.

C. Consent Agenda
Motion made by Ms. McFadden, seconded by Ms. Bufano and carried 5-0 to approve the Consent Agenda as follows:

Gifts
- Mid-Fairfield Association of Realtors – Wilton CERT (for Member Recognition Awards) - $500.00
- Visiting Nurse and Hospital Fairfield County – Senior Services Gift Fund - $850.00
- Mr. & Mrs. Greg Pinchbeck – Police Gift Fund (for Handheld Narcotics Analyzer) - $1000.00

Ms. Vanderslice thanked all donors for their generosity.

D. Discussion and/or Action

1. Trackside Request
   Cindy Moser Director of Development and Operations, John Priest –Director of Programming and Artie DiRocco of Trackside reviewed the FY20 Trackside budget requests.

2. WVAC Budget Request & Review of WVAC/WWALS
   John Miscioscia reviewed the FY20 WVAC budget requests (see attached). Ron Hitter gave an overview of the difference between WVAC/WWALS.

3. Appointments
   Motion made by Ms. McFadden to appoint Rudi Hoefling as a member on the Energy Commission. Motion seconded by Ms. Bufano and carried 5-0.

   Motion made by Mr. Cole to appoint Robert Zsunkan as a Board of Assessment Appeals alternate. Motion seconded by Ms. Bufano and carried 5-0.

   Motion made by Mr. Clune to reappoint Rita Garland as a Board of Assessment Appeals Alternate. Motion seconded by Ms. Bufano and carried 5-0.

   Motion made by Ms. Bufano to appoint Tierney O'Hearn as a member of the Wilton Library Board. Motion seconded by Mr. Clune and carried 5-0.

E. Adjournment – Having no further business, Mr. Clune asked for a motion to adjourn. Motion made by Ms. McFadden to adjourn meeting at 10:25p.m. Motion was seconded by Mr. Cole and carried 5-0.

Next Meeting – March 4, 2019

Jacqueline Rochester
Recording Secretary
Taken from Video

WILTON VOLUNTEER AMBULANCE CORPS
FY 2020 BUDGET PRESENTATION

Proudly serving our community

BACKGROUND INFORMATION

The Wilton Volunteer Ambulance Corps is the provider of 911 emergency ambulance transport in the Town of Wilton. WVAC is not a department or agency of the Town of Wilton; but a private, non-profit membership corporation. Our volunteers have provided this critical service since 1976.

- We have two ambulances available for service. One is staffed with a two or three person duty crew 24/7/365. The second ambulance serves as a backup and is used if a second call arises and is staffed by available home responders.
- We have contracted with Norwalk Hospital for EMTs to provide staffing Monday-Friday 6am to 6pm. Our volunteers staff the rig 6pm to 6am on weekdays and 24/2 on weekends.
- We bill for patient transport to the hospital, at rates set annually by the State, which is our main source of revenue.
- Our other sources of revenue come from donations and Town funding.
- We have three paid part-time employees that perform various duties.

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WILTON VOLUNTEER AMBULANCE CORPS
FY 2020 BUDGET PRESENTATION

BACKGROUND INFORMATION (continued)

- The Town of Wilton, together with the Town of Weston, has contracted with Norwalk Hospital EMS to provide on-site paramedic coverage. This ensures that patients receive the Advanced Life Support treatment needed when required.
- We provide, at no cost to the Town, administrative services for insurance billing and maintenance services for the paramedics that are stationed at our headquarters.
- WVAC provided funding for 86% of our total annual operating expenses in 2018. Some of the expenses include:
  - Volunteer Training
  - Uniforms
  - Vehicle Maintenance
  - Billing Fees
  - Audit and Tax Preparation
  - Contracted Labor (Workday EMTs)
  - Personnel Costs
  - Community Outreach
  - Utilities
  - Fundraising
- WVAC provides 100% of the funds for capital spending; including:
  - Ambulance Purchase Every Four Years
  - Specialized Equipment (Stryker Systems, LUCAS Devices, AEDs, etc.)

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WILTON VOLUNTEER AMBULANCE CORPS
FY 2020 BUDGET PRESENTATION

PROUD TO SERVE

- The Wilton Volunteer Ambulance Corps responded to a record 1,403 emergency medical calls in 2018.
- Our volunteers are also devoted to active involvement within our community, which includes training and education.

Our volunteers donated over 18,000 hours in 2018, which included;

- On duty shift hours
- Continuing Education
- Second Calls
- Meeting attendance
- Officer administrative time
- Public Safety Training
  - CPR and AED
  - First Aid
- Stand By at Community Events
  - HS Football Games
  - Relay for Life
  - July 4th Fireworks
  - Cannon Grange Fair
  - Ambler Farm Day
  - Town Trick or Treat
  - Street Fairs

WILTON VOLUNTEER AMBULANCE CORPS
FY 2020 BUDGET PRESENTATION

Proudly serving our community

FINANCIAL & OPERATIONAL CHALLENGES WE FACE

- **Billing & donation revenue forecasting**

  When putting together our budget, it's difficult to determine our projected call volume and the amount we will receive. Our FY 2020 budget does reflect higher billing revenue due to the new senior living facility that will open this year. Our percentage of Medicare/Medicaid patients continues to increase each year; meaning reduced payments. Private donations are also difficult to estimate.

- **Uncertainty of major expense items**

  Our operating budget does not reflect any major equipment repair or equipment replacement, with the exception of funds set aside for a new ambulance every 4 years ($240,000). Nearly all of our expenses are non-discretionary.

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WILTON VOLUNTEER AMBULANCE CORPS FY 2020 BUDGET PRESENTATION

FINANCIAL & OPERATIONAL CHALLENGES WE FACE (continued)

- **Membership resources**
  - Our members are our most important resource.
  - Members availability and additions and resignations to membership can effect scheduling, over burden certain members, and contracted labor.
  - We currently have 57 members, which reflects a net increase of 9 from last year.
  - We welcomed in 17 new members, but 8 resigned.
  - 7 of the new members are high school students, bringing the total number of high school and college students to 18.
  - College and high school students contribute limited shift hours and other duties.

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WILTON VOLUNTEER AMBULANCE CORPS
FY 2020 BUDGET PRESENTATION

WHAT WE ARE DOING TO FACE THESE CHALLENGES

- We create a conservative revenue budget to limit the possibility of an overall loss.
- Set aside sufficient funds each year for future capital expenditures.
- We closely monitor spending throughout our fiscal year.
- We appealed to CERT to bolster membership and we were able to recruit four drivers.
- Sponsor EMT classes in Wilton in an effort to attract new volunteers. We reimburse new members the cost of the class after one year of volunteering.
- Welcome high school aged students, which works for both parties.
- We have a membership rewards program to help our members with some of their out-of-pocket expenses for equipment related to their on duty service.
- We created a part-time position to perform weekly maintenance inspections of our ambulances, Town's fly cars, and selected equipment to hopefully minimize repair expenses.

WILTON VOLUNTEER AMBULANCE CORPS
FY 2020 BUDGET PRESENTATION

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PAYOR MIX

Our payor mix has changed significantly since 2015 as follows;

- Medicare patients have increased by 8%
- Medicaid patients have increased by 4%
- Private Insurance patients have decreased by 12%

Wilton Volunteer Ambulance Corps
Insurance Payments Comparative
Rates Effective as of 01/01/19

Average (due to mileage)	Private Insurance	Medicare plus Supplemental	Medicaid
Town Revenue - WWALS Cash Payment	$767.00	$75.87	$0.00
WVAC Revenue - Ambulance Cash Payment	$869.49	$455.66	$287.36
Payor Mix	**19%**	**73%**	**8%**

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WILTON VOLUNTEER AMBULANCE CORPS FY 2020 BUDGET PRESENTATION

WVAC'S FINANCIAL CONDITION

The WVAC Organization relies on Town of Wilton to assist our operations and capital budget to remain a vital service for the residents of the community. No predictability of demand for service and contributions levels are always a concern about our financial condition.

WILTON VOLUNTEER AMBULANCE CORPS	AUDITED RESULTS		TOWN BUDGET FORMAT	
NET INCOME ANALYSIS	FY 2017	FY 2018	FY 2019	FY 2020
NET INCOME (LOSS) (1)	($5,600)	$94,600	($43,000)	($24,500)
CAPITAL BUDGET RESERVE	60,000	60,000	72,000	80,000
CASH (NEEDED) EXCESS TO FUND OPERATIONS	($65,600)	$34,600	($115,000)	($104,500)
ADD TOWN FUNDING	119,100	86,600	97,500	98,000
NET SURPLUS (SHORTAGE) (2)	$53,500	$121,200	($17,500)	($6,500)

(1) DOES NOT INCLUDE TOWN FUNDING AMOUNT
(2) FY 2018 SURPLUS INCLUDED A GAIN ON SALE OF ASSET OF $21,000, FAVORABLE INVESTMENT RESULTS OF $19,000 AND LOWER DEPRECIATION OF $32,000; NONE OF WHICH ARE REFLECTED IN THE TOWN BUDGET FORMAT

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WILTON VOLUNTEER AMBULANCE CORPS
FY 2020 BUDGET PRESENTATION

WVAC'S FINANCIAL CONDITION (continued)

Again, without the Town's funding, WVAC's financial condition would be strained with no flexibility for growth. WVAC's objective is to show income and cash flow growth to allow the organization to look into a facility for our headquarters and equipment purchases.

Cash Flow Analysis	FY 2016	FY 2017	FY 2018	6 months FY 2019
Net change in Cash	($123,000)	$110,000	($179,000)	$32,000
Investment change	$280,000	$76,000	$179,000	$38,000
Less Equip. Reserve	($60,000)	($60,000)	($60,000)	($30,000)
Adjusted Cash Flow	$97,000	$126,000	($60,000)	$40,000
Less: Town Payments	$67,500	$119,100	$86,600	$51,500
Net change	$29,500	$6,900	($146,600)	($11,500)

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WILTON VOLUNTEER AMBULANCE CORPS
FY 2020 BUDGET PRESENTATION

WVAC is requesting funding of $98,000 from the Town to help offset some of our expenses. This reflects a $500 or a 0.5% increase over last year. The request includes $15,000 for Workers compensation insurance, which the Town is mandated to fund. This reflects a $5,000 decrease from last year due to lower actual expense which we have reallocated to other categories.

Total request for FY 2020 funding is basically flat vs. the prior year and has increased 1.6 % since 2017 funding.

	FY 2017	FY 2018	FY 2019	FY2020
Adopted	$96,500	$97,000	$97,500	$98,000
% chg. vs. PY	NA	+0.5%	+0.5%	+0.5%

Details are outlined in the Analysis of Major Variances