



September 30, 2014

Town of Chevy Chase
4301 Willow Lane
Chevy Chase, MD 20815

Re: Request for Charitable Donation

Dear Town Council:

The Bethesda-Chevy Chase Rescue Squad, Inc. ("BCCRS") respectfully submits this request for a donation of \$132,000 for critically needed emergency medical and fire/rescue equipment. As described below, the donation would allow BCCRS to complete funding for a new ambulance and purchase thirty (30) sets of firefighting gear for our fire/rescue personnel.

Background and Information on BCCRS

BCCRS has provided 24/7 emergency service to the Bethesda, Chevy Chase, and surrounding communities since 1945. Today, we are the primary provider of emergency medical and rescue service in these areas. We also provide firefighting capability along with neighboring departments in an integrated County-wide fire/rescue system.

With more than 150 active volunteer EMTs, paramedics, firefighters, and fire/rescue command officers, we responded to more than 9,500 emergency calls for help in 2013. We currently maintain and operate a fleet of three (3)¹ basic life support/EMT ambulances, three (3) advanced life support/paramedic units, two (2) heavy fire/rescue squads, and three (3) command vehicles. BCCRS is nationally recognized as a leader in the fire, rescue, and emergency medical field, including the advanced training of its personnel and the adoption of state-of-the-art technology. BCCRS was the first department in the State or County to operate a paramedic unit (1970s), outfit paramedic units with 12-lead EKGs (1980s), outfit all first responding units with

¹ BCCRS' ideal fleet is four ambulances, but due to a cracked frame rail on a unit from 2002 and the need to use the remaining 2002 ambulance as a trade-in to defray costs, we are currently operating only six units.

automated external defibrillators (1990s), deploy thermal imaging in firefighting operations (1990s), upgrade to heavy-duty ambulance platforms (providing safer transport for patients and crew, extending the useful life of vehicles, and significantly reducing out-of-service times and maintenance costs), (2000s), and deploy a power stretcher/cot system to reduce patient and responder injuries (2014).

Amount Requested and Description of Proposed Use

BCCRS is requesting a grant in the amount of \$132,000, which would provide funding for two high-priority capital projects as described below.

Funding for a New Ambulance

We are requesting \$60,000 to complete funding and allow us to take delivery of a new ambulance. The total cost of the ambulance is approximately \$305,000. Although BCCRS has obtained funding for \$255,000 of this cost, we need an additional \$60,000 to cover the remaining amount. If full funding is obtained in the next several months, we could take delivery of the new unit in the first half of 2015. This would be the second ambulance purchased in the past 12 months; the first unit was placed in service in July 2014 (a portion of which was funded by last year's \$60,000 donation from the Town).

Two of our current ambulances have 130,000 and 140,000 miles on them, respectively, exceeding the normal replacement mileage of 125,000. The new ambulance for which we are seeking the \$60,000 from the Town would replace one of these units. Given our current budget, we may need to operate one of these units well beyond 150,000 miles. Operating ambulances beyond their normal replacement schedule has several negative consequences, including increased out-of-service times, substantially higher maintenance costs, and lower resale values (at very high mileage levels, units often cannot be refurbished and are sold for no more than scrap value). It is no exaggeration to say that funding to complete the purchase of an ambulance is a critical need for BCCRS at this time.

Purchase of Firefighting Gear

We are also requesting \$72,000 to purchase thirty (30) sets of structural firefighting gear. Each complete set of gear costs approximately \$2,400 and includes a turnout coat, turnout pants, helmet, and ancillary equipment. Every firefighter must be supplied with his/her own personal gear and all gear must be replaced every ten years to meet industry and County standards. Recent funding constraints have forced us to delay for several years our regular replacement purchase program. Over the next several years, we must purchase more than 50 sets of replacement gear. The gear is manufactured by Globe, meets state and County specifications, and is purchased pursuant to the County's procurement authority, ensuring the lowest possible cost for the gear. As with the procurement of the new ambulance, funding for this firefighting gear is a high-priority need.

Anticipated Timing of the Expenditure of the Requested Funds

We anticipate that the requested funds for both the ambulance and firefighting gear would be expended in the next twelve (12) months.

Benefits to the Town and Its Residents

A conservative financial analysis indicates that our per call cost (including operations and maintenance, capital, contributed services, and payroll) is approximately \$600 to \$650. Each year, in general, we run between 150 and 200 calls for service to the Town. This equates to an annual financial benefit to the Town of between \$90,000 and \$130,000.

Emergency Medical Services

BCCRS is the primary provider of emergency medical care (both basic/EMT and advanced life support/paramedic) to the Town of Chevy Chase and surrounding communities. In the last ten years, BCCRS responded to more than 1,850 emergency calls for help from the Town of Chevy Chase. In the last five years, we responded to the Town for the following (this list is not all-inclusive):

- 150+ calls for an injured person
- 130+ calls for a sick person
- Nearly 80 calls for a report of an unconscious person
- Nearly 60 calls for troubled breathing
- 40 calls for chest pain
- Nearly 10 calls for a cardiac arrest

Fire/Rescue Service

BCCRS is also the primary provider of heavy rescue service in Bethesda and Chevy Chase, with primary responsibility for serious auto accidents and other heavy rescue services. Additionally, our firefighters and command officers (who are trained to the same standards as career personnel) respond in conjunction with County and other local departments to fire emergencies in the Town. In the past five years, our fire/rescue personnel have responded to the Town for:

- More than 80 auto accidents
- 14 house fires
- More than 20 calls for special service (e.g., carbon monoxide alarms, natural gas incidents, and unknown rescues)

Other Community Involvement

Historically, BCCRS has had strong ties to the Town of Chevy Chase. Two current members of BCCRS's board of directors are Town residents as is BCCRS's general counsel. All are active volunteer fire, rescue, and EMS providers. Hundreds of young men and women have

volunteered at BCCRS, providing opportunities for community service and leadership development.

Degree of Support (Financial and Other) from Other Community Groups, Municipalities and Individuals

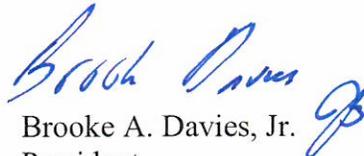
BCCRS regularly seeks donations from a variety of sources, including individuals, local businesses, and charitable foundations. We also actively solicit donations and support from local governments and neighborhood associations. Within the past 12 months, we have solicited donations from the Village of Chevy Chase, North Chevy Chase, Chevy Chase Section 5, Village of Martin's Addition, the Town of Oakmont, and the Town of Somerset. Generally, these entities are not able to make a donation due to limits in their charters or policy guidelines that do not permit donations to organizations like BCCRS. We did receive donations from the Village of North Chevy Chase, which made a contribution of \$2,000, and the Town of Oakmont, which donated \$4,000. We intend to continue actively soliciting donations from these types of organizations.

At the individual level, historically we have had substantial support from residents of the Town of Chevy Chase. From 2010 through 2012, individuals from the Town donated approximately \$93,000, and this year we initiated a Super Saturday Fundraising Drive focused on Town residents to increase awareness of the services we provide and encourage residents to donate to BCCRS.

* * * * *

We appreciate the opportunity to submit this request. The Town's support is vital to our ability to continue providing high-quality, cost-effective emergency medical, fire, and rescue services to the Town of Chevy Chase and surrounding areas.

Sincerely,


Brooke A. Davies, Jr.
President

Attachments:

1. List of Board Officers and Directors
2. IRS Form 990
3. Tax Exempt Status
4. Current Operating Budget
5. Financial Statements
6. 2014-15 Annual Brochure