



# Local GOV Sub-Committee

William Vedra

# Conclusions - Recap

- We have an opportunity to achieve statewide interoperability.
- A number of the respondents don't know what the Multi-agency Radio Communications System (MARCS) is, how it works, etc.
- More work needs to be done to establish trust and transparency
- Monthly user fees are clearly the barrier for smaller organizations,

# Recommendations - Recap

- Agree, the system must be financially viable.
- Local users are the key to financial viability.
  - Continue to educate local users and elected officials of the system capabilities.
- Implement multiple strategies.
  - A multi-tiered fee structure that takes into account the diverse first responder community.
  - Comprehensive solution/approach to E911, voice radio, and data.
  - Lease purchase of capital equipment.
  - Continue to leverage new funding and grant opportunities.

# Funding and Debt

Agency	MARCS Revenue	Percentage
Department of Public Safety	9,183,060.00	65%
Natural Resources	1,606,740.00	11%
Rehabilitation & Corrections	727,140.00	5%
All other State Agencies	460,481.56	3%
Federal Agencies	85,145.22	1%
Local and private entities.	2,160,746.83	15%
Total	14,223,313.61	100%
Debt reduction/service	7,000,000.00	

# Gap and Market Share

- What should the gap target be?
- How do we fill the gap (debt) in the current budget with new users?
- How many additional public safety radios (market share) could subscribe to MARCS?
- Will other opportunities emerge to limit the available market share?

# Local GOV Radios on MARCS

<b>Paid Local</b>	<b>Agencies</b>	<b>Paid Radios</b>
Big City Fire	10	425
County EMA	36	184
EMS	47	356
Federal	1	1
Fire	244	2946
Other	86	2559
Police	175	2687
Sheriff	2	1849
Grand Total	601	11,007

# LEUO Local GOV Radios on MARCS

LEUO	Agencies	LEUO Radios
Airport	1	182
Ambulance	8	39
Big City Fire	17	268
County EMA	62	726
County Engineer	5	98
Courts	1	2
Dog Warden & Health Dept.	7	29
Higher Ed	7	46
Hospital	12	19
K-12	33	37
Local EMS	21	197
Local Police	140	2717
Other	6	23
Parks & forest	3	35
Railroad	1	4
Red Cross	2	49
Sheriff's Office	5	1100
State	1	27
Vol & Small fire	198	2477
<b>Grand Total</b>	<b>530</b>	<b>8,075</b>

# First Responders in Ohio

Volunteer Firefighter	13,151
Fire Fighter I	4,751
Fire Fighter II	23,344
AEMT	2,159
Paramedic	17,435
OPOTA Commissions	34,052
<b>Grand Total</b>	<b>94,892</b>

# Testimony

- Chief William Shaw, Executive Fire Officer (EFO)
  - Solon, Ohio Fire and Rescue

# Market Share

LEUO	8,075
Full Subscribers	1,1007
Total	19,082
First Responders	<b>94,892</b>
Less Radio on MARCS	11,007
	<b>83,885</b>
Less FFII	23,344
	<b>60,541</b>
Less 50%	<b>30,270.5</b>
Less 25%	<b>22,702.875</b>

# Key Points

- A significant market share (number of potential subscribers) is still available
- The window of opportunity is narrowing as regional and county systems offer lower user fees (i.e. Cleveland \$7 and Summit County \$12)
- The vast majority of users only need local coverage

# Proposed Tier Rate

LEUO		1.00	Per Month
Single Tower County Coverage		5.00	Per Month
Primary County and Surrounding Tower(s)		10.00	Per Month
Statewide Coverage		20.00	Per Month

# Potential Opportunities

<b>Radio</b>	<b>Per Month</b>	<b>Per Year</b>
10,000	\$5.00	600,000.00
10,000	\$10.00	1,200,000.00
1000	\$15.00	180,000.00

# Next Steps

- Respectfully Request
  - MARCS Steering Committee approval to modify the user fee structure.
    - The goal for 2015 - add enough new users (revenue) to equal 15% of the debt.
      - \$1.15m.
  - Start developing a strategy to fund the next upgrade