

SUSTAINABILITY FOR MUNICIPALITIES

Revenue management and enhancement, by our definition, means getting more from what you already have and avoiding unnecessary expense. At the top of the list is litigation avoidance, closely followed by increased employee productivity. There are other ways to enhance revenue such as making your community more attractive for business and industry to increase tax revenues, lowering the cost of insurance to residents (which can lead to increased property values and added tax revenues), and a not so new concept which we call community partnerships.

Violation of NFPA and OSHA compliance issues are near the top of the list for placing your city in legal jeopardy. Several points come to mind. The noise level associated with fire fighting activities typically exceeds both NFPA and OSHA standards. As a result, the average firefighter with twenty years of experience can be expected to have a 20% (or greater) hearing loss as a result of occupational hazards associated with sirens and pumps.

Are you going to be fined by OSHA? Not likely. Could you be sued by a career firefighter? VERY likely! Are the chances of you losing the lawsuit if it can be proven that you knew that you were in violation and did nothing about it? Ask your attorney! A small investment in a vehicle intercom system or headset accessories for use with firefighter radios could save you a lot of money, not to mention the hearing of your firefighters. Making an investment in firefighter hearing protection may not increase revenues, but it could certainly allow you to retain more of what you have.

Another area of concern is litigation avoidance as it relates to city owned vehicles. If a city owned vehicle is involved in an accident, the chances are very good that you will be sued, even better that you would lose the case, UNLESS you have documented proof that can demonstrate what your vehicle was doing immediately before the accident, how fast it was going, and whether or not it was actually there at the time of the alleged incident. The small cost of vehicle tracking (a part of the SPARKGAP system which will be discussed in the next section), can easily pay for itself in reduced litigation cost.

Lower insurance rates can result from better NFPA (National Fire Protection Association) compliance and ISO Ratings. Conversely, lack of compliance with NFPA and ISO standards could put you at major legal risk if a plaintiff can show that you were unable to verify timely response to a fire call resulting of lack of compliance with proper response protocol. We can show you how to identify these problem areas and correct them.

One of the benefits of NFPA and ISO compliance is the potential of earning a better ISO rating. Better (lower) ratings can equate to lower insurance rates. Lower insurance rates means property value increase. As property values increase, so do tax revenues!

The same tools used to reduce litigation costs can also result in improved employee productivity, and faster response times to emergencies which can result in lower crime rates which can influence new business considering moving into your area. New industry means more jobs, more tax revenues, and the potential for collaborating with others to share common use infrastructure with an overall benefit to all concerned. Now, let's learn a little more about that *shared infrastructure* at info4u.us/Sparkgap.pdf.