



CITY OF SALISBURY

115 S. Division Street, Salisbury, MD 21801

WORK SESSION

125 N. Division Street, Room 301, Salisbury, MD 21801

Monday, November 10, 2025 7:00 PM

D'SHAWN M. DOUGHTY
Council President

ANGELA M. BLAKE
Council Vice President

APRIL R. JACKSON
Councilwoman

MICHELE R. GREGORY
Councilwoman

SHARON C. DASHIELL
Councilwoman

CALL TO ORDER

PRESENTATION

- 3rd Qtr. 2025 Statistical Update of the SFD

COUNCIL DISCUSSION

- 112 W Main Street Acquisition - Council Discussion
Discussion on 112 W Main St property.

PUBLIC COMMENT (Agenda Items Only)

ADMINISTRATION COMMENTS

COUNCIL COMMENTS

ADJOURNMENT

<p>City Council Meetings are conducted in Open Session unless otherwise indicated. All or part of the Council's meetings can be held in Closed Session under the authority of the Maryland Open Meetings Law, Annotated Code of Maryland General Provisions Article § 3-305(b) by vote of the City Council.</p>



City of Salisbury

Memo

To: Mayor's Office
From: Rob Frampton, Fire Chief
Date: October 6, 2025
Subject: 3rd Qtr. 2025 Statistical Update of the SFD

Attachment(s):
[SFD 2025 3rd Quarter Statistical Update.pptx](#)

SFD 2025 3rd Quarter Update

"Data Informed, Community Focused"



The Basics

1st 3 Qtrs. of 2024

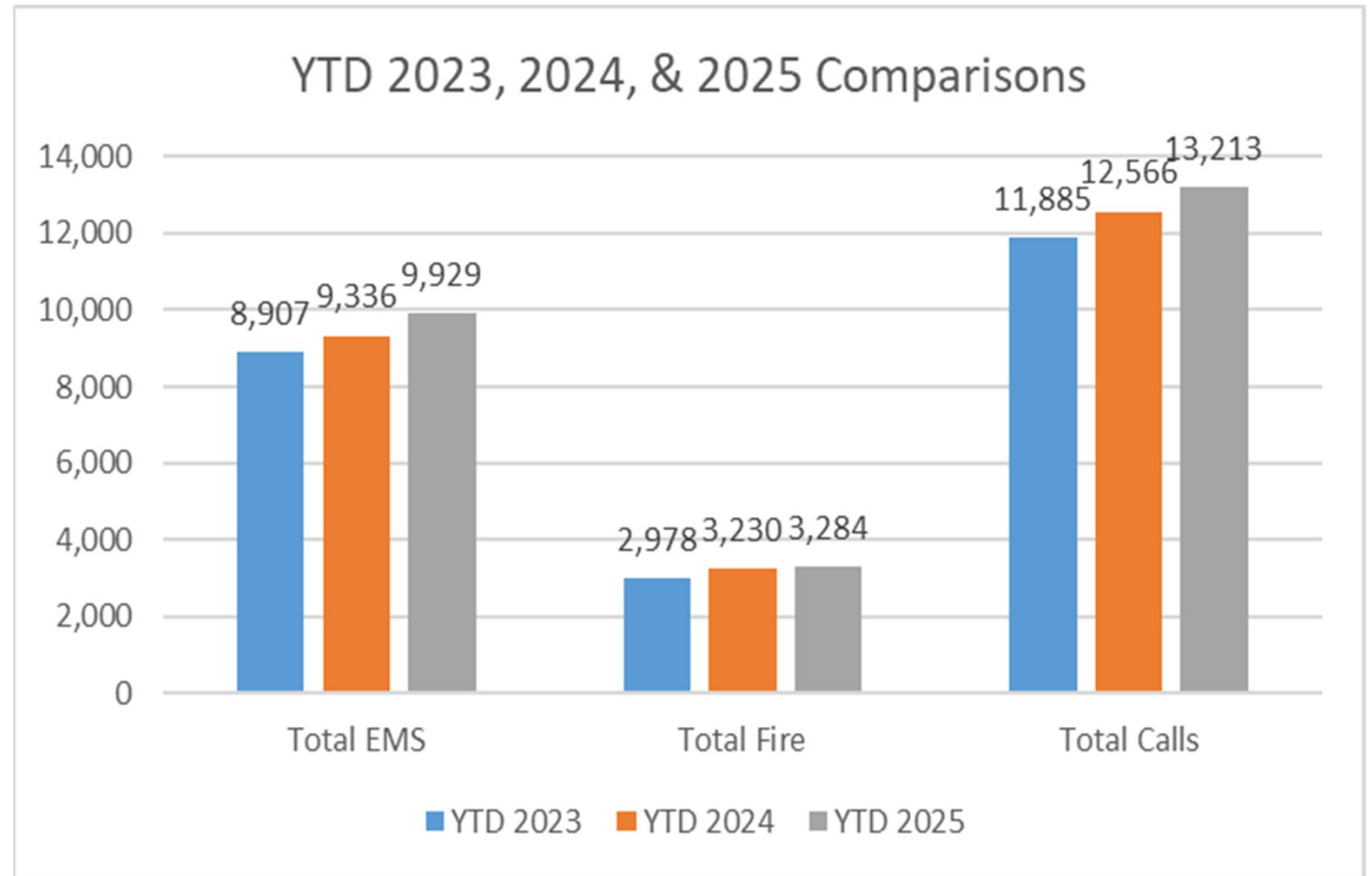
- Total Calls – 12,566
- Fire – 3,230
- EMS – 9,336
- Total Fire Unit Responses – 5,126
- 1 call every 31.3 minutes

1st 3 Qtrs. of 2025

- Total Calls – 13,213 (+647, +5.1%)
- Fire – 3,284 (+54, +1.7%)
- EMS – 9,929 (+593, +6.4%)
- Total Fire Unit Responses – 5,302 (+176, +3.4%)
- 1 call every minutes 29.8 minutes

“Data Informed, Community Focused”

Visualizing the Basics



"Data Informed, Community Focused"

Let's Take a Deeper Dive

1st 3 Qtrs. of 2024

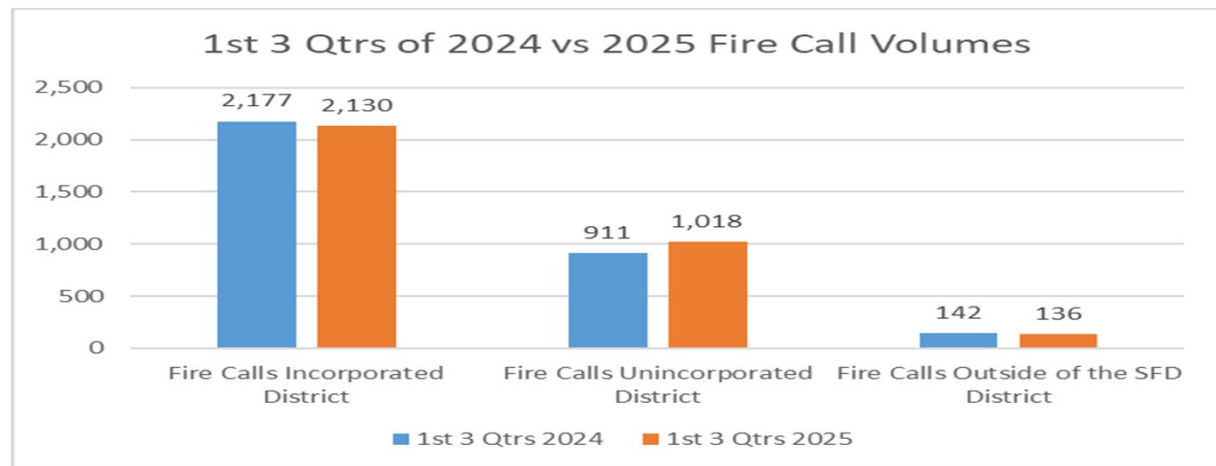
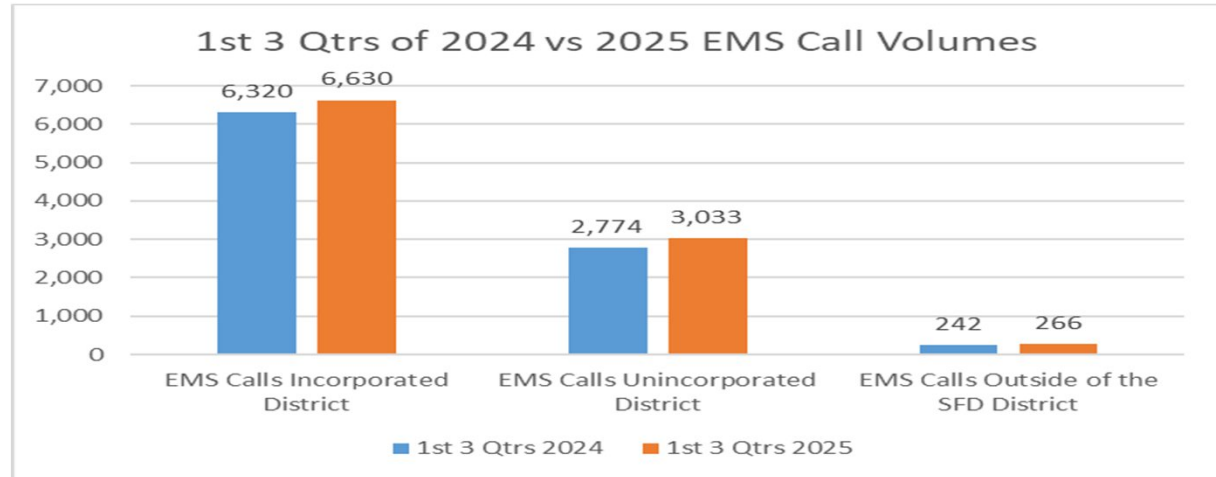
- EMS Calls (Incorporated District) – 6,320
- EMS Calls (Unincorporated District) – 2,774
- EMS Calls (Outside of the SFD District) – 242
- Fire Calls (Incorporated District) – 2,177
- Fire Calls (Unincorporated District) – 911
- Fire Calls (Outside of the SFD District) – 142

1st 3 Qtrs. of 2025

- EMS Calls (Incorporated District) – 6,630 (+310, +4.9%)
- EMS Calls (Unincorporated District) – 3,033 (+251, +9.3%)
- EMS Calls (Outside of the SFD District) – 266 (+24, +9.9%)
- Fire Calls (Incorporated District) – 2,130 (-47, -2.2%)
- Fire Calls (Unincorporated District) – 1,018 (+107, +11.7%)
- Fire Calls (Outside of the SFD District) – 136 (-6, -4.2%)

“Data Informed, Community Focused”

Visualizing the Deeper Dive



"Data Informed, Community Focused"

EMS, SWIFT, & MDCN

- Cardiac Arrests – 188
- Attempted Resuscitation – 112
- Patients Successfully Resuscitated & Discharged – 26
 - 23.2% Rate, National Average is 10%-12%
- 65 Opioid Related Calls YTD 2025
 - Compared to 70 in 2024 for same period
 - 5 Buprenorphine Inductions
- 35 Patients Enrolled in SWIFT YTD 2025
 - 94 patients seen for the SAFE (Falls) Program
 - Goal is to reduce fall-related calls by 10% per year

“Data Informed, Community Focused”

EMS Billing Revenue

- YTD 2025 EMS Gross Charges \$ Billed (Jan-Sept) - \$7,361,189
- YTD 2025 EMS Transport \$ Collected (Jan-Sept) - \$1,587,017
 - This number lags behind as payments are received
 - Trending to be at or above budget for FY25
- Average \$ Collected per Transport – Approx. \$275
- Working on the Additional ESPP Revenue
 - Approx. \$500k Additional Revenue for Medicaid Underpayment

“Data Informed, Community Focused”

Fire Marshal's Office Report

- YTD 2025 Property Value Saved from Fire – \$12,167,828
- YTD 2025 Property Lost from Fire – \$1,536,862
 - Almost 8:1 Ratio of Dollar Saved versus Dollar Lost
- YTD 2025 FM's Approved Building Plan Reviews – 115
- YTD 2025 FM's Building Inspections – 1,762
- YTD 2025 FM's Office has Generated Approx. \$ 486k in Revenue
 - Trending over our projected revenue budget
- Fires Investigated by the FM's Office YTD 2025 – 29
- Civilian Fire Deaths YTD – 2
- Civilian Fire Injuries YTD – 3

"Data Informed, Community Focused"

Departmental Successes

- Revitalized the Cadet Program
 - 5 New Cadets Have Started
- Fire Prevention Week Activities
 - 1,256 Children
 - 120 Adults
 - Over 12 Schools/Day Cares Visited
- SWIFT/MDCN Providing an Opioid Educational Program for 8th and 10th Graders at Local Schools
 - Opioid Identification
 - Dangers
 - Narcan Administration

“Data Informed, Community Focused”



City of Salisbury

Memo

To: City Council
From: Randy Taylor
Date: November 4, 2025
Subject: 112 W Main Street Acquisition - Council Discussion

The City has entered into a Letter of Interest (LOI) with the Vestry of Salisbury Parish to purchase 112 W. Main Street for \$500,000. This step initiates due diligence to evaluate the feasibility and benefits of acquiring the property.

Purpose of the Purchase:

- Cost Savings: Reduce long-term expenses by eliminating the lease for the Housing and Community Development Department (HCDD) space and minimizing ongoing maintenance costs for the Information Services building.
- Operational Efficiency: Consolidate departments into a centrally located facility to improve collaboration and service delivery.
- Downtown Investment: Maintain a strong civic presence in the downtown area, supporting economic vitality and accessibility.

Next Steps:

- Conduct property inspections and financial analysis.
- Complete space planning to ensure suitability for City operations.
- Present a final purchase agreement to the City Council for approval following completion of due diligence.

This initiative reflects the City's commitment to fiscal responsibility, operational efficiency, and downtown revitalization. By exploring this purchase, we aim to create long-term savings while

enhancing City operations and services for our residents.