



Legislation Text

File #: 19-0303, **Version:** 1

Chief Administrative Office, recommending the Board consider the following:

- 1) Award Request for Proposals 19-918-037 for advanced life support ambulance operations services within County Service Area 3 (CSA 3) to the sole qualified proposer, California Tahoe Emergency Services Operations Authority (CTESOA); and
- 2) Authorize the Chief Administrative Officer, or designee, to negotiate an agreement for services with CTESOA for Board consideration.

FUNDING: CSA 3 - Ambulance fee and benefit assessment revenue.

DISCUSSION / BACKGROUND

Under a public utility model, the County provides prehospital Advanced Life Support (ALS) services and contracts for transport and dispatch services for the residents of the County. The County is divided into two County Service Areas (CSAs) for the provision of ambulance services. CSA 3 includes the Lake Tahoe Basin, the City of South Lake Tahoe, Meeks Bay, and Tahoma.

The County's Emergency Medical Services (EMS) System is authorized by County Ordinance Code Chapter 8.74 - *County Emergency Medical Service and Medical Transportation Ordinance* ("EMS Ordinance"), under the provisions of Title 22 of the California EMS Act and the California Health and Safety Code.

CTESOA has been the contracted ambulance operator in the CSA 3 South Shore operating area for 18 years; however, the EMS act provides for periodic competition for ambulance operations contractors. The County issued RFP 19-918-037 in November, 2018 and responses were due on February 1, 2019. CTESOA was the only respondent. CTESOA is qualified to perform the services and has been meeting the requirements of its current contract with the county, consistently providing response times that exceed the 90% standard set forth in the contract. The current contract expires August 31, 2019; however CTESOA would be entitled to request an extension of the agreement under the existing terms and conditions.

CTESOA proposes to continue its current operations model, which includes both civilian EMTs and paramedics as well as firefighter-paramedics. This model helps constrain personnel costs while still providing all-risk response capability. The proposed cost for the first year of the 10-year agreement is \$3,177,000, with escalators applied to certain line items in the following years. In addition, CTESOA is requesting a lump sum of \$120,000 in years one and three of the contract, to be used solely for repair and replacement of capital assets. The base annual amount under the current agreement is \$2,440,000.

If the Board awards the RFP to CTESOA, staff will work with CTESOA to review the proposed service delivery model and costs and will return to the Board for consideration of an agreement that will appropriately serve the community while taking into consideration the needs of partners such as the hospitals and mutual aid agencies.

ALTERNATIVES

The Board could choose not to award the RFP; however, a competitive process would have to be conducted in order to award a successor agreement to the current contract with CTESOA. If CTESOA does not request an extension of its current contract, the County would not have sufficient time to conduct a new competitive process prior to expiration of that contract. In addition, it is unlikely that a new solicitation would elicit more proposals.

PRIOR BOARD ACTION

N/A

OTHER DEPARTMENT / AGENCY INVOLVEMENT

County Counsel reviewed the RFP and draft contract.

FINANCIAL IMPACT

The proposed contract amount for year one exceeds the current revenue estimate for CSA 3; however, the Board has directed staff to review the ambulance fees in the CSA and there may be some potential for revenue increases in the future. There is sufficient fund balance in the CSA to cover the agreement for the first year while maintaining adequate reserves for economic uncertainty. Concurrent with the negotiation process, staff will work on a fiscal analysis and will ensure that any proposed agreement is supported by a sustainable funding plan.

CLERK OF THE BOARD FOLLOW UP ACTIONS

N/A

STRATEGIC PLAN COMPONENT

Public Safety

CONTACT

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