



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: Public Health
Department No.: 041
For Agenda Of: July 13, 2010
Placement: Administrative
Estimated Tme:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Takashi Wada, MD, MPH Director/Health Officer, Public Health
Director Department
Contact Info: Nancy Lapolla, MPH (681-5264)
Emergency Medical Services Agency Director
SUBJECT: **Exercise Option to Extend Term of Agreement with American Medical Response West of Santa Barbara County for Emergency and Non-Emergency Ambulance Service, Advanced Life Support and Pre-Hospital Care**

County Counsel Concurrence

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

Approve and authorize the Chair to execute an extension of the term to the Professional Services Agreement with American Medical Response West through December 31, 2014.

Summary Text:

The current Agreement between the County of Santa Barbara and American Medical Response West (AMR) for ambulance services, which expires on December 31, 2011, includes an option for two (2) three-year extensions on the term. AMR has requested to exercise the first option for extension according to the terms of the Agreement. The Emergency Medical Services (EMS) Contract Compliance Committee¹ has made a recommendation to the EMS Agency Director that AMR has met the performance terms of the Agreement. The EMS Agency Director recommends that the Board approve the option with AMR to extend the term through December 31, 2014 for Emergency and Non-Emergency Ambulance Service for Advance Life Support and Pre-Hospital Care.

¹ The Contract Compliance Committee (CCC) includes representatives from Cities, Board of Supervisors, Fire Chiefs Association, EMS Agency, Air Transport Provider, Contract Ambulance Provider, Emergency Dept. Physicians, Public Safety Dispatch Center, Emergency Nurses Association, and Hospital Association of Southern California.

Background:

On December 14, 2004, your Board approved and executed an Agreement with AMR for Advanced Life Support ambulance services. The contract term was for seven years: January 1, 2005 through December 31, 2011 with the option for two (2) three-year extensions.

The contract language for extending the Agreement with AMR specifies:

“This Agreement may be extended for two (2) subsequent three-year terms. County and Contractor agree that Contractor’s performance under the existing terms and conditions of the Agreement at the time the contract extension is being considered, shall be the predominant determinant on granting the contract extension. Two years prior to the expiration of this Agreement, Contractor shall petition the EMS Agency Director for the option to extend the Agreement based on the following:

- A. *The Contract Compliance Committee (CCC) shall provide a recommendation to the EMS Agency Director based on the Contractor’s ability to meet the terms and conditions of this Agreement, based on compliance reports approved by the committee. The CCC recommendations for extension will be based on the following considerations:*
 - 1. *Compliance with this Agreement;*
 - 2. *Operational and financial areas;*
 - 3. *Effectiveness of Contractor’s quality improvement program in achieving demonstrable improvements in the performance and efficiency of the system;*
 - 4. *Cooperation of management in assisting the EMS Agency with system operation and enhancements;*
 - 5. *Number of substantiated complaints filed against Contractor and the manner in which Contractor handled them;*
 - 6. *Extent of Contractor’s community involvement;*
 - 7. *Consistency in maintaining and/or improving its professional image;*
 - 8. *Integration of community and employee input.*

- B. *In deciding whether or not to extend the Agreement, the EMS Agency will utilize the recommendation of the Contract Compliance Committee.”*

On October 15, 2009, AMR met with the EMS-CCC and provided data and reports which have been reviewed for accuracy by the EMS Agency and the CCC (a copy of the compliance report is attached as Exhibit A). At that time, AMR also requested an extension to the Agreement. The CCC voted to recommend to the EMS Agency Director that AMR, having met its performance terms, should be granted a three-year extension to their Agreement.

The Agreement states that when the cities, districts and the County agencies provide services to AMR, those agencies will be reimbursed. AMR has been in compliance with quarterly payments to the County and its subcontractors during the term of this Agreement.

	2005	2006	2007	2008	2009	Total
Carpinteria Fire Department	\$130,858	\$136,517	\$142,278	\$147,614	\$147,614	\$704,880
SB County Fire Department	311,959	325,451	339,185	351,904	351,904	1,680,402
Montecito Fire Department	72,157	75,277	78,454	81,396	81,396	388,680

	2005	2006	2007	2008	2009	Total
BLS (Made to SB City)	335,028	349,517	364,267	377,927	377,927	1,804,666
Subtotal	850,000	886,763	924,184	958,841	958,841	4,578,628
Dispatch/Communications	970,585	1,009,065	1,051,732	1,091,569	1,130,997	5,253,947
Communications Support	80,000	84,469	86,689	89,972	94,034	435,164
EMS Oversight	180,000	185,839	195,049	202,437	209,749	973,074
Subtotal	1,230,585	1,279,373	1,333,470	1,383,978	1,434,780	6,662,185
Total	\$2,080,585	\$2,166,135	\$2,257,654	\$2,342,818	\$2,393,621	\$11,240,813

As of December 2009, AMR had provided \$11,240,813 to the County, cities and fire districts in support of the emergency medical services system.

Performance Measure:

Ensure that the response times of the County Advanced Life Support (ALS) providers are compliant in each of the seven EMS zones of the County. This includes the ambulance contractor, AMR, and the Advance Life Support (ALS) and Basic Life Support (BLS) fire departments that have subcontracts agreements with AMR. System-wide time compliance exceeds the required 90 percent of the time with a response time compliance rate of 95 % for the periods of January 2005 – December 2009.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

There is no General Fund impact with the approval of this contract extension. The contract extension will provide estimated future revenue totaling approximately \$8,084,480. Of this amount, AMR will pay approximately \$3,238,494 to various non-county agencies; and approximately \$4,845,986 to County agencies; including an estimated amount of \$1,026,032 to the Public Health Department. These amounts will be included as part of the prospective fiscal year recommended budgets.

Staffing Impacts:

Legal Positions:
0

FTEs:
0

Special Instructions:

Please return two executed Exercise of Option to Extend the Term of Agreement to PHD Contracts Unit at 300 N. San Antonio Rd., Santa Barbara, CA 93101 Atten: Rose Davis. Please send one electronic minute order to PHDcu@sbcpd.org

Attachments:

- Exercise of Option to Extend the Term of Professional Services Agreement with American Medical Response West
- Exhibit A: AMR Compliance Report

Authored by:

John Eaglesham, EMS Performance Improvement Coordinator, Emergency Medical Services Agency, 681-5394