

Public Health Department
Emergency Medical Services



**An Overview
of
Proposed
American Medical Response
Agreement Amendment**

August 9, 2011

County's Agreement with AMR West

- Outlines conditions under which AMR may petition the EMS Agency for an ambulance rate adjustment.
- AMR has petitioned the EMS Agency for an ambulance rate adjustment in accordance with the Agreement.



1 D. Contractor shall maintain copies of all financial statements, records and receipts that
2 support and identify operations for a minimum of five (5) years from the end of the
3 reporting period to which they pertain. Contractor will provide County or their
4 representative with copies of the above information.

5 **10.3 Profit**

6 A. Annual Profit – Contractor's annual profit will be capped at eight (8) percent pre-tax
7 of net revenue. If revenues exceed this cap the EMS Agency would implement a
8 review of ambulance rates. If the profit rate falls below 6% pre-tax for any given three
9 (3) month period the Contractor has the right to submit to the EMS Agency cause for
10 a financial review and provide all the appropriate financial documentation to petition
11 for a rate increase. The EMS Agency will review said documentation and only at their
12 approval will the petition for rate increase be forwarded to the Board of Supervisors.

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14 D. Excess Revenue

15 1. Contractor and County agree to share 50/50 any excess revenues above the 8%
16 pre-tax profit limit in any contract year. The County's share of the excess revenue
17 shall be submitted to the EMS Agency for deposit into the Santa Barbara EMS
18 Agency Excess Revenue Account. Contractor agrees to submit the excess
19 revenue to the EMS Agency within 30 days after the County accepts the Audited
20 Financial Report of Contractors' Santa Barbara operations.

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22 2. The Santa Barbara Excess Revenue Account shall be established as a separate
23 interest bearing trust fund account within the Public Health Department.

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25 3. Funds in the Santa Barbara Excess Revenue Account may be used at the sole
26 discretion of the EMS Agency with review and approval by the Contract
27 Compliance Committee, for legally permissible purposes which benefit the Santa
28 Barbara County emergency medical services system or patients by improving the
29 quality, efficiency and for cost effectiveness of emergency medical services,
30 promote injury/illness prevention, public health and safety or similar purposes.

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32 **10.4 Billing and Collections**

33 A. Rates – Approved rates beginning January 1, 2005 are located in Exhibit D.
34 Contractor agrees to bill all transports and medical care.

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36 B. Rate Adjustment – Upon execution of this Agreement, and continuing throughout the
37 term of this Agreement, the Contractor acknowledges that the County of Santa
38 Barbara Board of Supervisors has the authority to determine rates for services
39 provided under the Agreement and has exercised that authority by establishing the
40 rates shown in Exhibit D. The rates in Exhibit D shall remain in force through
41 January 31, 2006. Thereafter the rates, as shown in Exhibit D, shall be subject to an
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46 allowed to Contractor for
47 care and Medicaid Services
48 payments in 2006 through

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10.3 Profit

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Rate Increase Conditions

- If profit is below 6% pre-tax, for any 3-month period, AMR may request a rate increase.
- Since 2005 profit has been at or below 6%
- FY 10/11 audited financials show AMR profit was .33%
- EMSA has worked with AMR to mitigate rate increases



Ambulance Rates

Current Rates

(as of February 1, 2011)

BLS* Base Rate	\$ 976.84
ALS** Base Rate	\$ 1,502.90
Oxygen	\$ 99.86
Mileage	\$ 29.36
Stand-by rate (per hour)	\$ 151.31

Proposed Rates

BLS Base Rate	\$ 1,261.39	↑ \$284.55
ALS Base Rate	\$ 1,940.69	↑ \$437.79
Oxygen	\$ 128.95	↑ \$29.09
Mileage	\$ 37.91	↑ \$8.55
Stand-by rate (per hour)	\$ 195.39	↑ \$4.08

* BLS: Basic Life Support

** ALS: Advanced Life Support

Benchmark Counties Comparison

Average Price per Call

County	Average Price per ALS Call
Santa Barbara – Current	\$1,733.59
Monterey	\$3,300.09
Stanislaus	\$2,475.38
Santa Cruz	\$2,311.32
Santa Barbara – Proposed	\$2,238.59
Marin	\$2,209.56
Sonoma	\$2,157.14
San Luis Obispo	\$2,131.92
Placer	\$2,122.55
San Joaquin	\$2,107.63
Tulare	\$1,371.26
Solano	\$1,293.50

Benefits

- Maintain compliance with current agreement
- Provides additional funding to:
 - Sheriff
 - EMS Agency
 - County Fire
- Improves dispatch and CQI oversight
- Supports a strong, high quality EMS system

