

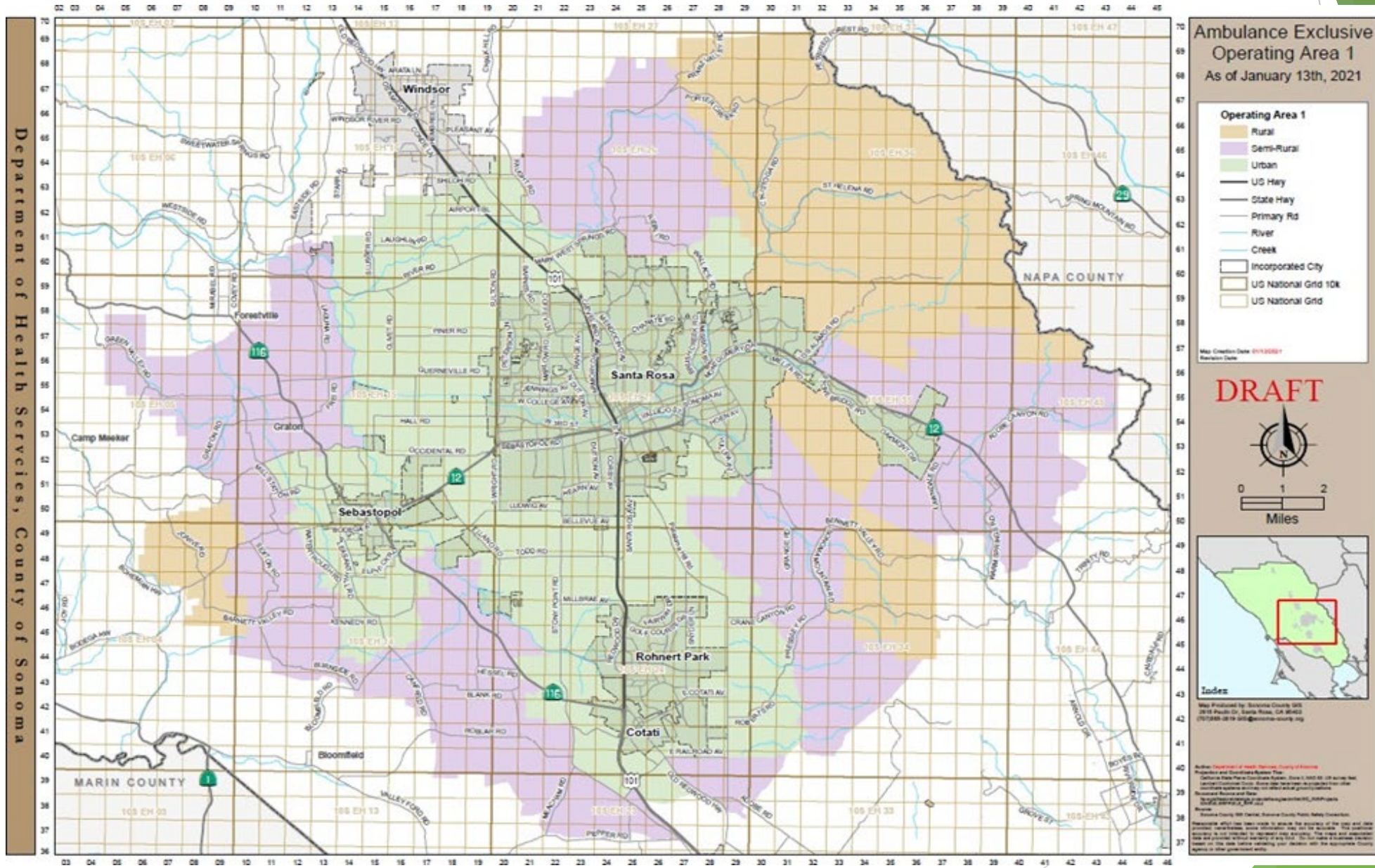


Contract Extension with American Medical Response Ambulance Service

Background:

- 1991, the Local Emergency Medical Services Agency (LEMSA), under direction of the Sonoma County Board of Supervisors, established an Exclusive Operating Area (EOA) to serve the cities of Santa Rosa, Sebastopol, Rohnert Park, Cotati, and the surrounding unincorporated areas.

Boundary of EOA-1



Background:

- 2008 - Sonoma County entered into a contract with AMR. Subsequent contract extensions expire on June 30, 2022.
- October 2019: In anticipation of the contract expiration, the Board of Supervisors directed staff to begin an RFP process which included a stakeholder feedback process.
- November 2019 - March 2021: Staff engaged with stakeholders and consultants to create a draft RFP for Board consideration.
- April 2021: The Board of Supervisors approved an updated Draft RFP for submission to California State EMSA.

Background:

- April - November 2021: Staff incorporated edits recommended by California EMSA.
- November 2, 2021: Sonoma County Board approved the revised RFP and authorized its release.
- November 8, 2021: RFP released to proposers and the public.
- November/December 2021: Staff solicited feedback from Proposers and later held a Proposer's conference to seek answer Proposer questions. In response to the feedback, staff updated the RFP and published modifications.

Background:

- February 8, 2022: California EMS Authority issued final approval of the Sonoma County RFP.
- February 18, 2022: Due to worsening supply chain problems, labor shortages in the skilled medical staffing sectors, and concern by some stakeholders in the RFP timeline, the County rescinded the RFP with the intention of re-issuing it in Fall 2022.

Development of Contract Extension

- In February 2022, the County entered into settlement negotiations with Sonoma County Fire District and CalChiefs regarding a dispute over an unrelated exclusive operating area known as EOA-2.
- Concurrent with settlement negotiations, staff was asked to work with AMR on a negotiated a contract extension.
- County and AMR engaged in good-faith negotiations resulting in three material contract provisions:
 - 1) Extend the term approximately 18 months;
 - 2) Agree to a rate increase (typically granted annually);
 - 3) Implement tiered ALS/BLS response by July 1, 2022.

Terms of the Contract Extension (Rates)

- The current contract allows for annual rate adjustments as approved by the Sonoma County Board of Supervisors.
- There are over 100 different cost line items, however, by example, the benchmark ALS ambulance base rate will increase from \$2,177 to \$2,708.
- Average rate for ALS ambulance service across all providers in Sonoma County will be \$2,925 (eff. 7/1/22).

Terms of the Contract Extension (Rates)

Sonoma County Provider	Type of Response	Cost
American Medical Response (Eff. 7/1/2022)	ALS Emergency Response	\$2,707
Bodega Bay Fire Protection District	ALS Emergency Response	\$2,447
Bells Healdsburg Ambulance Service	ALS Emergency Response	\$2,280
Cloverdale Health Care District	ALS Emergency Response	\$2,100
Coast Life Support District	ALS Emergency Response	\$3,258
LIFEWest Ambulance Service	ALS Emergency Response	\$5,156
City of Petaluma Fire Department	ALS Emergency Response	\$3,099
Sonoma County Fire District	ALS Emergency Response	\$3,000
Sonoma Valley Fire District	ALS Emergency Response	\$2,274
	Average	\$2,925

Explanation of Tiered Response

Presented by: Brian Dale

- Associate Director of Medical Control and Quality Processes, International Academies of Emergency Dispatch
- President, Priority Dispatch

- What is Tiered Response?
- What are the Benefits?
 - Cost
 - Safety
 - Resource Availability
- Recommendation for Implementation

Implementation of Tiered Response

Presented by: Dr. Mark Luoto M.D.

- Regional Medical Director
Coastal Valleys Emergency Medical Services Agency

- System Benefits of Tiered Response
- Implementation Guidance
- Collaboration with Stakeholders

Implementation of Tiered Response

Stakeholder Engagement

- April 25, 2022 - CVEMSA staff attended the regular meeting of the Emergency Medical Care Committee (EMCC) to request participation on an advisory task force.
- EMCC appointed five representatives to the task force.
- May 18, 2022 - CVEMSA conducted first task force meeting.
- Scheduling weekly meetings through implementation and beyond to ensure quality stakeholder feedback and recommendations.

Recommended Board Action

1. Authorize the Director of Health Services to execute the fourth amendment to an agreement with American Medical Response West for emergency ground ambulance services:
 - a) Extending the end date to January 15, 2024
 - b) Approval of a rate increase
 - c) Inclusion of Tiered Advanced Life Support (ALS) and Basic Life Support (BLS) Emergency Medical Services Response in the contract.
2. Adopt a resolution finding that requirements of Assembly Bill 389 are already expressed the policy for emergency ambulance services within the Emergency and Pre-Hospital Medical Services System Ordinance of Sonoma County.