A Tradition of Stewardship
A Commitment to Service

Agenda Date: 12/15/2020
Agenda Placement: 9D
Set Time: 10:30 AM
Estimated Report Time: 20 Minutes

NAPA COUNTY BOARD OF SUPERVISORS
Board Agenda Letter

TO:	Board of Supervisors
FROM:	JoAnn Melgar for Jennifer Yasumoto - Director Health & Human Services Administration
REPORT BY:	Shelli Brobst, Contracts Manager - 253-4720
SUBJECT:	Ambulance Franchise Presentation

RECOMMENDATION

Director of Health and Human Services (HHSA) requests the Board receive a presentation by Nancy Lapolla and John Eaglesham from EndPoint EMS and Shaun Vincent, Emergency Medical Services (EMS) Administrator on the Napa County EMS System Assessment for the "Napa County Request for Proposal -Emergency Ambulance Services, Advanced Life Support Transport and EMS System Performance Specifications for Napa County, California."

EXECUTIVE SUMMARY

Shaun Vincent, Emergency Medical Services (EMS) Administrator, will provide a presentation on the Napa County EMS System Assessment and seeks Board input on the "Napa County Request for Proposal -Emergency Ambulance Services, Advanced Life Support (ALS) Transport and EMS System Performance Specifications for Napa County, California".

State law requires that Napa County conduct a competitive process to select the franchisee to provide emergency ambulance services in the County. In September of 2019, Napa County entered into a professional services agreement with EndPoint EMS Consulting, LLC. (EndPoint EMS) to pursue a three phased approach to conduct a comprehensive assessment of the current EMS system, including a process for in-person stakeholder input; development, release, management of the evaluation of a competitive request for proposal (RFP) for ALS ambulance services in Napa County; assistance in the establishment of an agreement with the selected vendor, including contract negotiations consistent with the winning bidder’s RFP response.

The Napa County Health and Human Services Agency (HHSA) and EndPoint EMS conducted an intensive process to provide information to interested EMS system stakeholders to obtain their input on the development of a new RFP. In addition to stakeholder input, HHSA conducted multiple rounds of public comment periods from the Napa

County Fire Chiefs' Association and the Napa County Emergency Medical Care Committee.

FISCAL & STRATEGIC PLAN IMPACT

Is there a Fiscal Impact?	No
County Strategic Plan pillar addressed:	Collaborative and Engaged Community Healthy, Safe, and Welcoming Place to Live, Work, and Visit Livable Economy for All Effective and Open Government

ENVIRONMENTAL IMPACT

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

BACKGROUND AND DISCUSSION

Health and Safety Code Section 1797.200 grants authority to counties to develop emergency medical services (EMS) programs. Emergency ambulance service is a key component of an EMS program. Section 1797.224 authorizes the designation of "Exclusive Operating Areas" (EOAs) for emergency ambulance services. Within an EOA, ambulance service provision can be restricted to one or more providers of emergency ambulance services and Advanced Life Support (ALS) Services. American Medical Response West holds exclusive emergency ambulance franchise agreement for the EOA currently designated in Napa County. This agreement is effective through January 1, 2022.

Section 1797.224 requires that the County utilize a competitive process to select the organization or organizations to provide these services following the expiration of the current franchises. The State Emergency Medical Services Authority (the Authority), which approves the procurement process, has advised that the County must select an emergency ambulance franchisee through a fair, open and objective competitive bidding process that cannot provide for any local vendor preference.

On September 10, 2019, the Board of Supervisors approved Agreement No. 200166B with EndPoint EMS LLC to administer the ambulance franchise process. At HHSA's direction, EndPoint EMS LLC embarked on an information gathering initiative by conducting listening sessions that included 39 individuals and 20 organizations. The organizations that participated included the fire department, hospitals, aeromedical response entities, local ambulance services, and various divisions of HHSA. Endpoint found the stakeholder listening sessions very informative with stakeholders willing and open in sharing their opinions and suggestions about the current EMS system. Many opportunities for system improvements and enhancements were expressed during these listening sessions.

In July of 2020, EndPoint EMS produced a draft of the Napa County EMS System Assessment. The system assessment covers all aspects of the Napa County EMS system, with specific findings and recommendations addressing response times, emergency medical dispatch, clinical quality improvement measures, public information and education initiatives, community paramedicine, and responder training and education. The Napa County EMS System Assessment was reviewed and received comment from HHSA staff, the Napa County Fire

Chief’s Association, and the Napa County Emergency Medical Care Committee (EMCC).

The document entitled “Napa County EMS System Assessment" has been prepared to function as the foundational document for the development of the RFP for the Napa County Exclusive Operating Area. It has received input from EMS stakeholders and is attached to this item as Attachment B.

SUPPORTING DOCUMENTS

A . EMS Presentation

B . Napa County EMS System Assessment - Attachment B

CEO Recommendation: Approve

Reviewed By: Ben Guerrieri