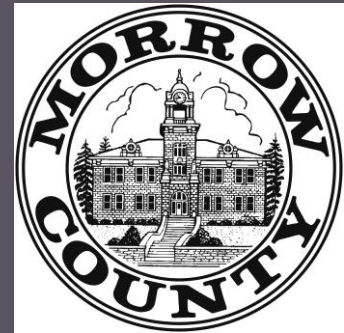


# AMBULANCE PROVIDER SELECTION

PRESENTED JULY 3, 2024



# Agenda

Background

County Administrator Advisory Committee  
Approach

Applications & Metrics

Consideration of Scoring & Recommendations

Discussion & Questions

# BACKGROUND FOR AMBULANCE SERVICE



# Ambulance Service Plan Update

The transition of ambulance services from volunteer staffing to full-time staff revealed specific issues with past versions of the Ambulance Service Plan (ASP)

As the previous ambulance provider had ceased service on March 12, 2024, an interim provider was hired until the new ASP could be put in place

After extensive work, including public and stakeholder input, the Board of Commissioners adopted a new ASP on April 17, 2024. Per ORS requirements, the effective date would be 90-days from adoption – July 17, 2024

# Review of Certain Updates to the ASP

- Re-establishes the County as the authority over the ASP
- Re-establishes three (3) ambulance service areas (ASA) within the County to provide the option of multiple ambulance providers if appropriate
- Establishes an independent ASA Advisory Committee to review services and provide recommendations to the Board of Commissioners
- Updates technical requirements to refer to OHA & ORS standards rather than specific details that may become outdated

**COUNTY ADMINISTRATOR  
ADVISORY COMMITTEE  
APPROACH**

# Determining Initial Providers

The Board of Commission is ultimately responsible for selecting providers. Determining initial providers is a challenge as the County is using an interim provider and the new ASA Advisory Committee would not be in place until after the effective date.

The BoC approved having the County Administrator form an ad hoc committee with community representatives to assist the County Administrator in reviewing applications for initial providers and making his recommendation to the BoC.

## Committee Members

*Heppner – Emily Jack*

*Lexington – Sheila Miller*

*Ione – Jerry Rietmann*

*Boardman – Brenda Profitt*

*Irrigon – Michelle Patton*

*EMS – David Anderson*

*County – Matthew Jensen*

*Counsel – Bob Blackmore*

## Notice Process

- **Request for Applications Published**  
May 8, 2024
- **Applications Due**  
June 3, 2024
- **Applications Certified**  
June 7, 2024

## Committee Meetings

- **Packets Sent**  
June 7, 2024
- **Application Review**  
June 12 & 17, 2024
- **Applicant Interviews**  
June 21, 2024
- **Scoring Review**  
June 25 & 26, 2024

# Selection Process



# APPLICATIONS AND METRICS



# Request for Applications

Staff and Counsel prepared a Request for Applications (RFA) for ambulance services. A requirement for applicants was to provide individual applications for each ASA that they were interested in. Applications would be scored per individual ASA. Consideration for synergy in having multiple ASA awarded would be considered separately. The metrics for scoring included:

- 25 points – Ability to provide & meet specifications as set forth in the RFA
- 25 points – Organization's stability & experience working with local governments
- 25 points – Qualifications of the team members for the type of services required
- 5 points – Reference Checks



## Application Responses

Two applicants submitted applications. Both submitted applications for each of the ASAs for consideration. These included Morrow County Health District (MCHD), the historical provider for the County, and Boardman Fire Rescue District (BFRD), the current interim provider. Both are licensed by OHA and their applications were certified as acceptable for review.

Financial consideration was not a direct metric for scoring. Due to the rural nature of Morrow County, it is presumed that the County will subsidize a portion of ambulance coverage under the ASP. The figures to the right represent annual cost estimates provided by the applicants.

<b>ASA</b>	<b>Boardman Fire Rescue District</b>	<b>Morrow County Health District</b>
Northern	\$275,000	\$1,053,316
Southern	\$600,000	\$452,238
Northeast	\$500,000	\$834,286
2-ASA	-	\$1,258,734

## Financial Consideration

# **CONSIDERATION OF SCORING AND RECOMMENDATIONS**

# Morrow County Health District

## Strengths

30-years experience

Established network of QRT &  
Community Support

Close ties to Communities

## Concerns

Consistency of leadership approach  
and general staffing

Decision to cease ambulance  
operations

Requirement for Intergovernmental  
Agreement introduces uncertainty



# Boardman Fire Rescue District

## Strengths

Dual-role staffing model

Stepped in as Interim Provider

Community support in Northern ASA

## Concerns

Dual-role staffing model

Experience with billing and financial projection

Lack of volunteer support



# Recommendation – Northern ASA

<b>Category</b>	<b>BFRD</b>	<b>MCHD</b>
Ability to fulfill	23.5	14.75
Stability & Experience	20.625	14.375
Qualification of Team	22.75	16
References	3.375	3.5
<b>Total Score</b>	<b>70.25</b>	<b>48.625</b>

Based on the strong opinion of the Committee, with which I agree, BFRD's overlap with the fire department provides a unique option and lower cost response. It is my opinion that the best overall approach for the Northern ASA.



# Recommendation – Southern ASA

<b>Category</b>	<b>BFRD</b>	<b>MCHD</b>
Ability to fulfill	12.625	22.25
Stability & Experience	13.5	17.625
Qualification of Team	17.375	21.625
References	1.875	4.75
<b>Total Score</b>	<b>45.375</b>	<b>66.25</b>

Based on the strong opinion of the Committee, with which I agree, MCHD's community connection, QRT/Volunteer network, and history provides the best overall approach for the Southern ASA.

# Recommendation – Northeast ASA

<b>Category</b>	<b>BFRD</b>	<b>MCHD</b>
Ability to fulfill	21.25	18.75
Stability & Experience	16.875	17.625
Qualification of Team	21.25	20.5
References	2.75	4.125
<b>Total Score</b>	<b>62.125</b>	<b>61</b>

The Committee was evenly split on the Northeast ASA, and it is in my opinion that the decision is political in nature.

# Additional Analysis on Northeast

A 1.125 difference between the applicants for the Northeast ASA requires additional consideration compared to the other ASAs.

- 3 members scored BFRD higher. 5 members scored MCHD higher
- Removing the highest and lowest scores for each applicant flips the result with 64.50 points for MCHD and 62.33 points for BFRD – Still only a 2.17 difference
- The median score for each applicant considering all scores is tied at 63.5

Financial consideration was not a direct metric for scoring. Due to the rural nature of Morrow County, it is presumed that the County will subsidize a portion of ambulance coverage under the ASP. The figures to the right represent annual loss estimates provided by the applicants.

<b>ASA</b>	<b>Boardman Fire Rescue District</b>	<b>Morrow County Health District</b>
Northern	\$275,000	\$1,053,316
Southern	\$600,000	\$452,238
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2-ASA	-	\$1,258,734

## Financial Consideration



## Recommendations

Northern ASA – Boardman Fire Rescue District

Southern ASA – Morrow County Health District

Northeast ASA – Morrow County Health District

# Board Consideration

Based on the presentation and final recommendation, the Board of Commissioners have several options:

- Accepted recommendations and make a motion to approve notice of award for each individual ASA subject to finalizing contract negotiations, and direct staff to proceed with contract negotiations
- Provide direction to staff and/or selection committee to vet additional information regarding all or some of the ASAs
- Directly interview or enter negotiations as the Board of Commissioners with applicants on all or individual ASAs.
- Any combination of the above options





# Questions & Discussions

**THANK YOU**

Matthew Jensen

County Administrator

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