

GRAND JUNCTION CITY COUNCIL
ADDITIONAL WORKSHOP SUMMARY

May 16, 2005

The City Council of the City of Grand Junction, Colorado met on Monday, May 16, 2005 at 11:39 a.m. at Two Rivers Convention Center, 159 Main Street, to discuss workshop items. Those present were Councilmembers Bonnie Beckstein, Teresa Coons, Jim Doody, Gregg Palmer, Jim Spehar, Doug Thomason and President of the Council Bruce Hill. City Staff present were City Manager Kelly Arnold, City Attorney John Shaver, Assistant City Manager David Varley, Fire Chief Rick Beaty, Communications and Community Coordinator Sam Rainquet and City Clerk Stephanie Tuin. Emergency Management Coordinator Kim Bullen from Mesa County was also present.

Summary and action on the following topics:

1. **AMBULANCE PROVIDER REQUEST FOR PROPOSAL:** A discussion related to the Grand Junction Ambulance Service Area ambulance provider selection process through an RFP to be developed by ESCi, Inc. Fire Chief Rick Beaty reviewed the history of getting to this stage. A study was performed that looked at both fire service and EMS service in the valley. One of the outcomes on the EMS side was that Mesa County Commissioners adopted a resolution in December, 2004 to put structure and governance on emergency medical services county-wide. The City is in the process of assisting with the implementation of that resolution which identified Grand Junction's Ambulance Service Area (ASA) as the corporate city limits, the Rural Fire Protection District and Glade Park. The City has the opportunity to make a recommendation for a service provider for the Grand Junction ASA. The City Council directed staff to develop a process for selecting a provider to recommend to the County and the process needed to allow the City Fire Department to compete for that provider position. The City Council authorized the hiring of ESCi to assist in the development of that selection process. Chief Beaty then introduced the consultant, Kyle Gorman, of ESCi.

Mr. Gorman advised that the analysis of this issue began three years ago and this is the final phase. He stated he would like input from the City Council on how they would like to proceed with the selection process. The draft RFP that was provided represents one method. Options available to Council include selecting one provider (which can include additional subcontractors), multiple providers or allow any company that meets the qualifications to be licensed to be able to do business in the Grand Junction ASA. Any of these can be accomplished through an RFP or bid process, through negotiations or other methods. The basis for selection varies with

the different methods. An RFP usually includes a selection based on a combination of qualifications and price. A bid usually indicates a selection based solely on price. Negotiations will usually occur if there is a favored provider. Council has all of these options.

Mr. Gorman and Council discussed the various ways a single provider could provide service. They could do 100% of the response and transports; they could be first response and then have an ambulance service transport (how it is currently done); they could be first response and transport emergencies and have an ambulance service transport non-emergencies; they could have an ambulance provider be first response and transport. Mr. Gorman cautioned that use of the RFP tends to become litigious, especially if the current provider is not selected. City Attorney John Shaver advised that if that were the case, sufficient notice would be provided to the service provider, however, that does not stop them from suing.

Chief Beaty advised that if the Grand Junction Fire Department (GJFD) were to be selected, additional equipment and personnel would be required. City Attorney Shaver noted that GJFD would have to be licensed and comply with Mesa County protocol, the same as any other provider. Mr. Gorman advised that the City should develop performance standards and penalties for non-compliance.

Councilmember Palmer, who serves on the EMS Study Group, noted that the group has reviewed the standards; they are reasonable and the response times are realistic. Emergency Management Coordinator Kim Bullen said the standards to be imposed by the County include the standards from the State plus additional standards from the medical director. The maximum prices being imposed by the County are based on a State average plus 10%.

City Attorney Shaver advised that in order to maintain impartiality toward the GJFD participation, the Fire Chief should help with the development of the RFP, and then Operations Chief Jim Bright and EMS Coordinator John Howard will work with the City Manager to respond to the RFP. City Council should not be involved or discuss the matter with any providers from this point forward until they are considering the contract. Mr. Gorman warned that large ambulance companies will many times hire a local person to lobby on their behalf so Council should be aware. The possibility of converting the Fire Department's accounting to an enterprise fund was discussed and it was advised that would be necessary if the GJFD were to be selected.

Action summary: City Council was in favor of going forward with an RFP process. City Manager Arnold asked that the draft RFP be ready within 30 days for review so it can be distributed July 1, in an effort to meet the County imposed deadline of November 30.

Adjourn

The meeting adjourned at 1:14 p.m.