
Setting the Standard in Health Care Excellence

October 11, 2022

Board of Supervisors
County of Ventura
800 South Victoria Avenue
Ventura, CA 93009

Subject: Approval of, and Authorization for the Health Care Agency Director or Designee to Issue, a Non-Emergency Ground Ambulance Transport Provider License to All Town Ambulance, LLC, effective November 1, 2022.

Recommendations:

It is recommended that your Board:

1. Approve, and authorize the Health Care Agency Director or designee to issue, a non-emergency ground ambulance transport provider license to All Town Ambulance, LLC, effective November 1, 2022.

Fiscal/Mandates Impact:**Mandatory:** Yes**Authority:** Health and Safety Code Sections 1797 et seq.**Source of Funding:** Medi-Cal, Medicare, Private Insurance, Self-Pay**Funding Match Required:** None**Impact on Other Departments:** None**Summary of Revenues and Costs:**

	<u>FY 2022-23*</u>	<u>FY 2023-24*</u>
Revenue:	\$ -0-	\$ -0-
Costs:		
Direct	\$ -0-	\$ -0-
Indirect-Dept.	\$ -0-	\$ -0-
Total Costs	\$ -0-	\$ -0-
 Net Costs	 \$ -0-	 \$ -0-

*Expenditures and Revenue associated with this license are incurred directly by the ambulance provider and will not impact the Ventura County Emergency Medical Services Agency (Ventura County EMS).

FY2022-23 Budget:

FY 2022-2023 Adopted Budget for HCA Emergency Medical Services Division 3090				
	Adopted Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	\$5,791,984	\$5,791,983	\$5,791,983	\$0
Revenue	\$4,859,228	\$4,859,228	\$4,859,228	\$0
Net Cost	\$ 932,756	\$ 932,756	\$ 932,756	\$0

Background:

The Ventura County Emergency Medical Services Agency (VCEMS), a division of the Health Care Agency (HCA) and Public Health Department, oversees the provision of ambulance services for the entire County. Pursuant to Division 2, Section 2423-1.1 of the Ventura County Ordinance Code and Ventura County EMS Policy 111, an ambulance provider requesting to provide service with the County of Ventura must apply to VCEMS.

On March 23, 2021, your Board approved 3-year agreements with the current emergency ambulance providers, now operating as American Medical Response and Gold Coast Ambulance, through June 30, 2024, with the option for two one-year extensions. These agreements maintained the grandfathered providers serving the seven (7) existing Exclusive Operating Areas (EOA) for emergency ambulance service, however, there are no EOAs for non-emergency ambulance service. Currently, American Medical Response and Gold Coast Ambulance are the only licensed ambulance providers in Ventura County.

Other than the emergency ambulance providers, the most recent ambulance license application was received in August 2012 and was denied after extensive review. This denial was due to concern with the applicant's past business practices in neighboring counties and the lack of demonstrated need and necessity for an additional ambulance provider in Ventura County.

Discussion:

On February 4, 2022, VCEMS received and began processing an ambulance business license application from All Town Ambulance, LLC, a non-emergency ambulance provider currently operating in Los Angeles and Orange Counties. According to the procedure outlined in VCEMS Policy 111, applications are reviewed by VCEMS staff, the Pre-Hospital Services Committee (PSC) and the EMS Advisory Committee. If the committees issue a recommendation to approve, the application is presented to the Board of Supervisors for final action of approval or denial.

VCEMS completed its staff review of the application on March 17, 2022. The staff concluded that the application was incomplete as it relates to the requirements of Policy 111. Applicant was notified of the deficiencies, and they subsequently submitted the necessary documents. The application was determined to be administratively complete

on April 11, 2022, and the application processing continued according to the terms of Policy 111.

The Prehospital Services Committee met on June 9, 2022, to review the application. According to the Policy 111 terms, all current ambulance providers were excused while the remaining committee members evaluated the application. EMS Agency staff provided summary information to the committee for review. Information reviewed included the All Town Ambulance application packet and summary, financial review from Ventura County Auditor/Controller, and insurance review from Ventura County Risk Management. Committee discussions included current delays experienced by hospitals and other medical entities for non-emergency interfacility transports, ongoing issues with mental health transports, concerns from the current ambulance provider regarding uncompensated transports, interfacility transports impacting the 911 transport system in Ventura County and the level of requested licensure, Basic Life Support (BLS), Advanced Life Support (ALS), and Critical Care Transport (CCT).

Based upon the information reviewed, the Pre-Hospital Services Committee recommended approval of the All Town Ambulance non-emergency application for the Basic Life Support level only at this time and found the following:

1. All Town Ambulance has substantially met all elements of the ambulance licensing procedure described in Policy 111 for licensure at the BLS level.
2. There is demonstrated need and necessity for another Non-Emergency BLS Ambulance Provider in Ventura County.
3. All Town Ambulance has demonstrated experience and past performance that appears to meet the standards in the VCEMS Policies and Procedures Manual.

The EMS Advisory Committee met on August 23, 2022, to review the application. EMS Agency staff provided summary information to the committee for review. Information reviewed included the All Town Ambulance application packet and summary, financial review from Ventura County Auditor/Controller, insurance review from Ventura County Risk Management and the report from the Prehospital Services Committee, which recommended approval at the BLS level only. Discussions involved the EMS Agency administrative evaluation, financial review by the Auditor/Controller, current system demographics including hospital delays and ongoing issues with mental health transports, and concerns from the current ambulance provider regarding uncompensated transports.

Based upon the information reviewed, the EMS Advisory Committee also recommended approval of the All Town Ambulance non-emergency application for the Basic Life Support level only at this time and found the following:

1. All Town Ambulance has satisfactorily complied with all provisions of Policy 111.
2. Applicant has demonstrated performance providing ambulance service in Los Angeles and Orange Counties and is likely to adequately serve the public in Ventura County.

3. Applicant is expected to provide ambulance services which will enhance the current system and level of services.
4. Applicant has met the minimum requirements for issuance of an ambulance license.

Conclusion

In summary, we have found that the application meets the requirements of the ambulance licensure policy and it is recommended that your Board approve issuance of a Basic Life Support non-emergency ambulance license to All Town Ambulance, LLC., effective November 1, 2022.

This letter has been reviewed by County Counsel, the Auditor-Controller's Office, and County Executive Office. If you have any questions regarding this item, please call Steve Carroll at (805) 981-5305.


RIGOBERTO VARGAS
Public Health Director


BARRY ZIMMERMAN
Health Care Agency Director

Exhibit 1 – All Town Ambulance Application Packet