

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20130139

1. ACTION REQUESTED/PURPOSE:

A) Concur with the Evaluation Committee's ranking of firms for project RFP P-130079 FEDERAL AVIATION REGULATION PART 135 EMERGENCY MEDICAL SERVICES AIRCRAFT OPERATIONS MANAGEMENT PROGRAM as follows: 1) Air Methods Corporation; 2) Med-Trans Corporation; 3) Tampa General Hospital/AeroMed.

B) Authorize commencement of negotiations with the number one ranked firm to provide contract terms that include, but are not limited to, the following:

- (1) A public/private partnership arrangement;
- (2) Service cost to the County of \$0.00;
- (3) County remains responsible for Flight Medic personnel at a current estimated annual cost of: \$363,068 (shift coverage for four flight paramedics);
- (4) A fee schedule – currently proposed at a base of \$13,504.69 per flight lift off plus \$135 per mile (subject to annual adjustment);
- (5) The provision of new aircraft completely at the vendor's expense;
- (6) Hangar rental – currently proposed at \$3,500 per month paid to the County;
- (7) Billing and collections the responsibility of the vendor;
- (8) Assistance with the sale of the two County-owned aircraft at the fair market values;
- (9) Anticipated contract term of one base year with the option to administratively renew for four additional one year periods.

C) Authorize staff to negotiate a contract with the Number 1 ranked firm, Air Methods Corporation, with the understanding that the negotiated agreement will be brought back to the Board for approval.

2. FUNDING SOURCE:

Contract to be negotiated and approved by the BoCC.

3. WHAT ACTION ACCOMPLISHES:

Provides the County with a proven and dependable FAA-regulated EMS helicopter service provider; shifts 100% of the service costs and regulatory, operational burden/risks to the service provider; allows the County to retain valuable EMS personnel in which it has a significant training investment; and, provides an income stream to offset the County's monthly hangar rental responsibility.

4. MANAGEMENT RECOMMENDATION: Approve.

5. Departmental Category: A1A

6. Meeting Date: 2/19/2013

7. Agenda:

Administrative

8. Requirement/Purpose: (specify)

- ☐ Statute
- ☐ Ordinance
- ☒ Admin Code AC-4-4
- ☐ Other

9. Request Initiated

Commissioner:

Department: COUNTY MANAGER

Division: No Divisions

By: Holly Schwartz

10. Background:

Proposals were solicited on behalf of the Board of County Commissioners for the provision of EMS helicopter services on a County-wide basis. Respondents were requested to present both public/private and/or private scenarios for consideration.

11. Required Review:

<i>Holly Schwartz</i>	<i>Robert Franceschini</i>	<i>Reginald Kantor</i>	<i>Mike Figueroa</i>	<i>David Harris</i>	<i>Dawn Perry-Lehnert</i>
COUNTY MANAGER	Purchasing	Budget Analyst	Risk	Budget Services	County Attorney
<i>Peter Winton</i>					
County Manager					

12. Commission Action:

The deadline for receipt of the proposals was December 21, 2012. A total of four submittals were received by the established deadline date. All four submittals were considered at the Evaluation Committee meeting held on January 10, 2013. The Evaluation Committee consisted of the following staff members: Holly Schwartz, Assistant County Manager, Chair; Scott Tuttle, Acting Assistant Public Safety Director; and, Rich Beck, Facilities Services Director. Based on the information submitted by the firms in their proposals, it was the consensus of the Committee to invite three firms for telephone interviews.

After obtaining additional information and conducting the telephone interviews with the three “short-listed” firms on January 24, 2013, it was the consensus of the Committee to rank Air Methods Corporation as number one, and to recommend that the Board concur and authorize the commencement of contract negotiations.

As stated above, the proposal gave respondents the opportunity to offer public/private and/or private scenarios – and both approaches were received and considered. The Evaluation Committee’s number 1 ranked firm offers a public/private approach, which is the recommended scenario for the following reasons:

- Cost to the County. Zero cost to the County with the exception of personnel costs.
- Return on Investment on Existing Assets. Monthly rental payment for the hangar, revenue from the sale of helicopters at the FMV, and use of professional personnel trained at the County’s expense who are a known quantity.
- Proposed Fee Schedule. Remains reasonable and affordable (vendor has charity/hardship payment forgiveness program).
- Flexibility. Allows the County to tailor a program that best meets its needs and budget.
- Control. The oversight and control of the flight medic personnel remains with the County.
- Provision of new aircraft and assistance selling currently owned helicopters.
- Options remain open. Should it become evident a a fully private program would be a better choice, the option remains to do so. Our consultants advise that it is prudent to begin with a public/private arrangement then moving to fully private should circumstances dictate.

The choice between a public/private or private option is a policy decision. Should the Board chose the private option as opposed to the staff recommended public/private option, we would suggest that the Board direct the selection committee to re-evaluate the proposals. This blue sheet does however, allow the Board to rank these firms for either option with the information as presented.

Attachments: 1) Selection Committee Evaluation & Final Selection Meeting Minutes & Rank Sheets
2) Response Matrix