



## Council Agenda Report

From: Jonathan Stornetta, Fire Chief

Subject: Approval of a Resolution Authorizing the Participation in San Luis Obispo County Ambulance Services Request for Proposal and Authorize the City Manager to Execute a Professional Services Agreement with AP Triton for Related Services

CEQA Determination: The City find that this action is not a project under the California Environmental Quality Act pursuant to State CEQA Guidelines, §§ 15060, subd. (c)(2)-(3), 15378.

Date: September 16, 2025

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### Facts

1. Seven cities in San Luis Obispo County are collaborating to create a unified, coordinated, and accountable emergency medical services (EMS) system to improve service levels, efficiency, transparency, and long-term sustainability.
2. The proposed "Alliance Model" is a public-private partnership that designates the City of Paso Robles as the provider of record.
3. The Alliance Model allows public agencies to subcontract with a private ambulance provider under one coordinated system, combining public oversight with private operational expertise.
4. The Alliance Model provides access to federal funding streams that are only available to public entities. These funds can be reinvested directly into EMS system improvements. Benefits of the Alliance Model include improved transparency, and reinvestment of revenues into system enhancements, preventative health programs, and services for vulnerable populations, including those experiencing mental health crises and homelessness.
5. The Alliance Model fosters collaboration among fire departments, EMS providers, hospitals, and local government agencies.
6. The County of San Luis Obispo will soon release a competitive request for proposal (RFP) for ambulance transport services, aiming to maximize innovation and value in the EMS system.

### Options

1. Take no action;
2. Approve participation in the County RFP process and authorize the city manager to execute an agreement with AP Triton for consultant services;
3. Provide alternative direction to staff.

### Analysis and Conclusions

In response to the growing need for a more coordinated and accountable emergency medical services system, the seven cities within San Luis Obispo County have come together to pursue a unified approach to ambulance service delivery. This collaborative effort seeks to enhance efficiency, transparency, and long-term sustainability in the provision of emergency medical care.

For the past five and a half years the seven incorporated cities' city managers and the San Luis Obispo County Fire Chiefs Association have evaluated the benefits and risks of bidding the county RFP through a public-private partnership.

The Alliance model would designate the City of Paso Robles as the provider of record, granting the cities full control and management of the ambulance system through an executive committee composed of the seven cities' city managers. The Alliance Model also generates additional revenue exclusive to public providers.

The Alliance Model provides access to federal and state reimbursements that are available exclusively to public entities. These funds flow back into the EMS system, helping offset costs while supporting system enhancements, innovations, equipment upgrades, training, and public health initiatives. Traditional, fully private EMS systems cannot access these funds for reinvestment back into the system.

Benefits of an Alliance include:

- Innovative EMS delivery model with oversight provided by the seven city managers ensuring transparency and accountability.
- Enhance service delivery with greater local involvement and oversight.
- Foster regional cooperation by uniting the cities, community service districts, county, and fire agencies in a shared vision for EMS improvement.
- Support proactive and preventative programs addressing mental health, substance abuse, and services for unhoused community members.
- Reinvest revenues after operational costs back into the EMS system to improve public health outcomes.

Through collaborative governance, innovative delivery models, and strategic reinvestment in the EMS system, the Alliance model will build a resilient, accountable, and patient-centered approach that meets the evolving healthcare needs of our communities today and into the future.

The County of San Luis Obispo plans to release a Request for Proposal (RFP) for ambulance transport services in the coming months. This competitive bidding process is intended to maximize innovation and enhance value within the existing EMS system.

Staff is seeking City Council approval to proceed with preparing and submitting (as the lead agency) a proposal in response to San Luis Obispo County's forthcoming RFP for ambulance transport services. Not participating in the RFP process would mean forgoing the opportunity to improve EMS system accountability, patient outcomes, and access to federal and state revenue.

Given the complexity of ambulance service procurement and the highly technical nature of EMS system design, staff recommends securing expert assistance from AP Triton to ensure a competitive and compliant proposal. Proceeding without consultant assistance is not recommended given the complexity of the RFP process, financial modeling, and system integration requirements. AP Triton, based on past work for the City associated with this larger matter, is privy to sensitive City information that includes system evaluations and financial projections. Accordingly, going out to competitive bid would prejudice the City and the sensitivity of that information. The City recommends the City Council approve sole source findings under Section 5.0 of City's Purchasing and Payment Procedures Manual, in awarding the consulting services to AP Triton as contemplated by this item.

If the City is successful in the County RFP process, the City Council will consider additional agreements and memorandums of understanding prior to initiating a new EMS system. This proposed action is the first of several steps in the process for the City Council.

### **Fiscal Impact**

The total cost for AP Triton's consulting services is \$255,749, to be shared amongst the seven participating cities. Paso Robles' share is estimated at \$50,753. To date, all seven cities have participated in a cost-sharing arrangement to fund activities related to the regional emergency ambulance services process. These shared expenses have included the ambulance system assessment, emergency medical services system valuation, and the future development and submission of a coordinated response to the County's RFP for emergency ambulance services.

City staff, as well as the other participating agencies, will bring back the full pro-forma of the proposed EMS system and services to their respective City Councils if the City is successful in the County RFP process. Any City funds expended to implement a new EMS system will be reimbursed to the City once the program is in place

### **CEQA**

The City find that this action is not a project under the California Environmental Quality Act pursuant to State Guidelines Section State CEQA Guidelines, §§ 15060, subd. (c)(2)-(3), 15378 because the contemplated actions will not result in a direct or reasonably foreseeable indirect physical change in the environment.

### **Recommendation**

Approve Resolution 25-XXX, authorizing the City of Paso Robles to submit a bid in the upcoming San Luis Obispo County RFP for ambulance services and authorizing the City Manager to execute an agreement with AP Triton.

### **Attachments**

1. Resolution 25-XXX – SLO County Ambulance Service RFP [Click or tap here to enter text.](#)