

ORDINANCE NO. 2176

**ORDINANCE AMENDING AMBULANCE FRANCHISE AGREEMENT WITH
NORTHSTAR PARAMEDIC SERVICES, INC.**

WHEREAS, on January 24, 2022 the Council adopted Ordinance 2135 granting an exclusive Ambulance Franchise to Northstar Paramedic Services, Inc. (“Northstar”) in the City of Northport, and

WHEREAS, the request for proposals (“RFP”) contains many of the terms for the franchise agreement, and

WHEREAS, the City of Northport and Northstar wish to make one (1) minor amendment to the terms in the RFP to improve quality of care.

**NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE
CITY OF NORTHPORT, ALABAMA AS FOLLOWS:**

1. The City of Northport amends the terms of the exclusive franchise agreement with Northstar Ambulance Services, Inc. to allow Northstar the option to respond with red lights and siren (“emergency”) for Priority 2 calls. The change will be reflected in the RFP attached as Exhibit “A”, the terms of which are incorporated into the franchise agreement by reference.
2. The City Administrator is authorized to take all actions, execute all documents, and approve all expenditures required for the implementation of this Ordinance.
3. All Ordinances, Resolutions, or parts thereof conflicting in any manner herewith are hereby repealed.

ORDAINED this the 3rd day of April, 2023.


**CITY COUNCIL OF THE
CITY OF NORTHPORT**

BY: 
Jeff Hogg, Its President


ATTEST:


Glenda D. Webb, City Administrator

APPROVED this the 3rd day of April, 2023.


John Hinton, Mayor

I hereby certify that the above and foregoing Ordinance was published on April 12, 2023, in the Northport Gazette, a newspaper of general circulation published in the City of Northport.


Glenda D. Webb, City Administrator

- 1st Reading: March 20, 2023
- Motion By: Washington
- 2nd Reading: April 3, 2023
- Motion By: Wiggins
- Second By: Washington
- Publication: April 12, 2023

EXHIBIT “A”

**Request for Proposal for
Ambulance Services Franchise and
EMS System Performance Specifications for**

City of Northport, Alabama

**Issued June 11, 2021
As Amended **3.9.2023****

Section I. Procurement Summary

A. Overview

The City of Northport (herein referred to as “Northport”) is a political subdivision of the State of Alabama with authority for designating an exclusive ambulance service provider through a competitive franchise process in accordance Alabama law.

The Northport recognizes that its citizens and visitors frequently cross geo-political boundaries between Northport, the City of Tuscaloosa and Tuscaloosa County. The jurisdictions frequently cooperate to improve available services. The jurisdictions intend to cooperate to ensure that each community is well served by an ambulance service provider that can service all the jurisdictions in accordance with a performance-based Franchise. The selected ambulance service provider to deliver the services specified in this Request for Proposal (RFP). Those from whom proposals are sought in this RFP will generally be referred to as franchisee, provider, proposer, or similar terms (with or without capitalization).

To accomplish this goal, Northport is conducting its procurement collaboratively and will recommend a Proposer to the City Council using specifications prepared for the City of Tuscaloosa (COT) with Northport’s specific amendments that are operative only for Northport and modify and supersede the requirements of the City of Tuscaloosa RFP as outlined herein.

For simplicity, the City of Tuscaloosa Specifications are incorporated by reference herein and provided as Attachment 1. Northport’s specific modifications required are outlined at Attachment 2. Unless Northport specific modifications apply, the RFP and Franchise requirements of the City of Tuscaloosa control. In submitting its response proposers may submit their City of Tuscaloosa proposal and a Northport RFP Addenda that addresses responses to each of the item numbers outlined in Attachment 2.

A successful emergency medical system has three consumer objectives: help prevent lost lives, minimize patients’ physical pain, and reduce the expenses associated with catastrophic injury or illness. Northport seeks to meet these objectives now, and in the future, while promoting good value for the community.

The goal of Northport is to sustain and further develop a high-quality EMS system. Northport intends for the Franchisee to be the sole Authorized provider of Emergency and Non-Emergency Ambulance Services in the designated areas covered by this Request for Proposals (RFP).

This is a Request for Proposal (RFP) for an emergency medical ground transportation system at both an Advanced Life Support (ALS) and Basic Life Support (BLS) level of service for Northport. The successful Proposer will be awarded exclusive five-year contract to operate in the

designated area to respond to 911 and other public safety or Northport/public safety generated ambulance requests for the five-year period beginning August 1, 2022 through July 31, 2027, with an option to extend by mutual agreement for multiple extension periods of one or two years each, not to exceed a total period of extensions of more than six years.

B. Background

The Northport is an approximate 15 square mile City adjacent to the City of Tuscaloosa. Northport has traditionally been dependent upon the City of Tuscaloosa's Franchisee to provide service under a separate Northport awarded Franchise. In the past Northport allowed multiple entities to operate but the service dynamics and economic limitations caused the additional entity to leave the area.

Northport Fire Rescue (NFR) provides emergency medical first response service when available. NFR provide a variety of responses from basic first responder to advanced life support and rescue services.

In conducting a competitive process for the award of a Franchise for the provision of both ALS and BLS ambulance services Northport, is meeting the mandates of statutory authority and is acting to improve the public health and safety of its citizens.

Attachment 1 – City of Tuscaloosa Specifications

See separate PDF document, incorporated by reference herein.

Attachment 2 – City of Northport Specific Modifications and Requirements

In the boxes below are specific wording changes to the City of Tuscaloosa RFP that outline the requirements of Northport. While attempts have been made to fully describe the specific nomenclature changes, proposers should understand the broad descriptions herein refer to Northport and its related entities. For example, unless there is a specific wording change indicated in this Attachment references to “City” shall refer to and mean “City of Northport.” References to “TFR” or the “Fire Chief/designee” for operational or administrative matters shall mean the City Administrator or his/her designee. References to TFR as a response agency shall mean (in Northport) Northport Fire/Rescue.

Proposers will have the opportunity to make any further requests for clarification at the pre-proposer conference outlined herein.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
I-D-1	5	<p>1. References to electronic data transfer from City Fire Communications are deleted. Data and/or direct transfer of callers shall be from the appropriate City designated communications center. The Franchisee will be responsible to prioritize calls as to acuity level according to protocols approved by the System Medical Director. In addition, when appropriate, all callers will receive emergency medical pre-arrival instructions according to approved protocols. All of the provider’s communications staff members are to be Emergency Medical Dispatch certified.</p> <p>The Northport response time clock start and stop times are defined below at reference #14 and #16</p>

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
I-E-1	8	2. Call volume for 2019 are reported as 2358 EMS requests for service.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
II-E-1	11	3. City of Northport Fire Chief Bart Marshall 3500 McFarland Blvd. Northport, AL 35476 bmarshall@cityofnorthport.org Glenda Webb City

		Administrator, gwebb@cityofnorthport.org and jfitch@emprize.net
--	--	---

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
II-E-3/4	12-13	4. Northport City Hall "Attn: Glenda Webb, City Administrator 3500 McFarland Blvd. 35476

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
II-F-1	13	5. The City of Northport Proposal Response submission may consist of the Providers response to the City of Tuscaloosa's RFP with any modifications that are specific to Northport summarized in an Appendix using the same format as utilized herein (e.g. the section number, page number and explanation of how the Northport proposal is different from the City of Tuscaloosa Proposal provided.)

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
II-G-1	21	6. The review panel will be the same used by the City with the Rankings and Recommendation submitted to the Northport Administrator or his/her designee who may consider any pertinent information before making his/her recommendation to the City Council.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
II-B-1.16	35	7. At end add "and the International Academy of Emergency Dispatch (IAED)"

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
IV-H	51	8. Separate supervisory coverage is not required for Northport assuming the supervisor can respond to the Northport should the need arise.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
V-B-2-a	57	9. Priority 1 response times shall be 9 minutes/90% throughout Northport.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
V-B-2-b	59	10. Priority 2 response times shall be 11 minutes/90% throughout Northport. Since an ALS (advanced life support) response is required for Priority 2, the Franchisee has the option to respond "emergency" with red lights and siren (RLS) throughout Northport.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
V-B-2-c	59	11. Priority 3 response times shall be 15 minutes/90% throughout Northport

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
V-B-2-e	61	12. Figure 1 is replaced as noted below

County Priority Level	Northport Compliance	Citywide
Priority 1	90%	9 min. 0 sec.
Priority 2	90%	11 min. 0 sec.
Priority 3	90%	15 min. 0 sec.
Priority 4	90%	60 min. 0 sec.
Priority 5	90%	30 min. 0 sec.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
V-B-4-f	62	13. For the purposes of the Agreement, Response Times shall be measured from the "time call received" which shall be the moment the Communications Officer at Franchisee's dispatch center has received (either by telephone or computer data link) both sufficient location information to know a response is required and sufficient information to determine the

		presumptive run priority (MPDS) designation, or sixty (60) seconds after the call is transferred from the City designated Communications, whichever is earlier.
--	--	---

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
VI-D-1	91	14. Billing office presence within the City of Tuscaloosa required, does not require a separate billing office for Northport in addition to the City of Tuscaloosa.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
V-E-1	77	15. Franchisee shall provide a dispatch center and maintain all equipment and software (fixed, mobile, linkages) necessary to receive requests for emergency ambulance services made by the Northport designated Communications Center. As soon as a call is determined to be a medical call, the center will pass the call to the Franchisee dispatch center. The Franchisee is responsible to provide Emergency Medical Dispatch call prioritization as to acuity and provide medical pre-arrival instructions in accordance with the Medical Priority Dispatch System and System Medical Director approved standards.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
V-E-4	77	16. So long as Franchisee utilizes First Watch with Northport approved measurement triggers within its own CAD there is no requirement for data interface with the Northport CAD.

City RPF Section Number	RFP Page Number	Reference #, Topic or Rationale
VI-J	96	17. Change \$500,000 to \$100,000

End of Northport Attachment 2.