



**CONFIRE**

## **STAFF REPORT**

**DATE: November 28, 2023**

**FROM: Nathan Cooke  
Interim Director**

**TO: Administrative Committee**

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**SUBJECT: Whitman Enterprises, LLC Independent Contractor  
Agreement**

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### **Recommendation**

It is recommended that the CONFIRE Administrative Committee approve the Independent Contractor Agreement between Whitman Enterprises LLC and CONFIRE for EMS Billing and Collection Services.

### **Background**

The San Bernardino County Operational Area (OA) continues to struggle with extended response times from AMR, which has resulted in an increase in the number of mutual aid requests from SBCFPD. In an effort to allow SBCFPD to fulfill as many mutual aid requests from AMR as possible, the district has requested that CONFIRE provide an additional ambulance, on an as needed basis.

The SBCFPD is recognized and known as a “.201 provider” by the California Health and Safety Code and is authorized to provide emergency ambulance services in their respective .201 areas of responsibility. Furthermore, San Bernardino County Fire Protection District is authorized to sub-contract for emergency ambulance services in their .201 areas of responsibility.

Furthermore, the CONFIRE Board of Directors and the CONFIRE Administrative Committee gave direction to CONFIRE Staff to submit a proposal on behalf of CONFIRE, for the County of San Bernadino Request for Proposal (RFP) for Advanced Life Support and Basic Life Support Ground Ambulance Services, Interfacility and Critical Care Transport Services for Exclusive Operating Areas in San Bernardino County. If CONFIRE is awarded the County ground ambulance contract, CONFIRE will be eligible to participate in the Ground Emergency Medical Transport (GEMT) program.

The County ground ambulance contract is tentatively scheduled to go into effect on October 1, 2024. In the event that CONFIRE is awarded the contract, it will be beneficial to the GEMT program, that we transported in 2023.

CONFIRE will be providing emergency ambulance services to the San Bernardino County Fire Protection District (SBCFPD) starting December 5, 2023. In order to recuperate costs associated with providing this type of service, CONFIRE will need to bill patients and payors for these services accordingly. In order to bill for these services, CONFIRE needs to hire a third-party billing company.

In order to adhere to CONFIRE's purchasing policies, CONFIRE will be using the "piggyback" agreement between the City of Chula Vista and Whitman LLC. Whitman has extensive experience in San Bernardino County in providing EMS Billing and Collection Services to CONFIRE member agencies.

### **Fiscal Impact**

CONFIRE will pay Whitman a single fixed rate of 3.25% of net receipts billed and collected.

The costs associated with paying Whitman will come from the revenue received from the ambulance services provided to the SBCFPD, which are anticipated to be higher than the costs associated with this agreement.

All financial transactions related to this agreement will occur using the EMS Division Enterprise account (5020).