

# January 20, 2026

# Spanish Fork City

# Work Session

**Evaluation of 911 Ambulance & Inter-Facility Transport Proposals.**  
**Ensuring Cost, Quality, and Access for Spanish Fork Citizens**



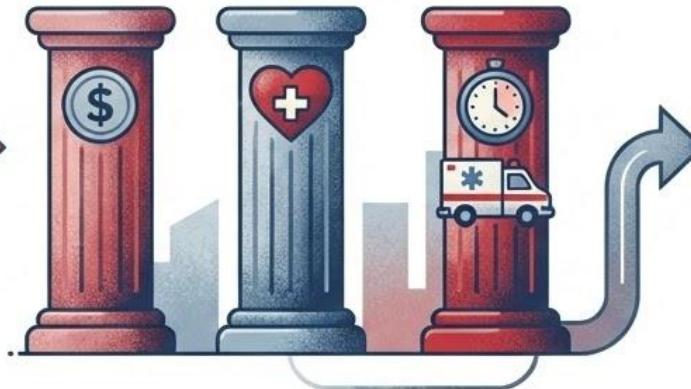
# Statutory Compliance & Purpose



## The 'Why':

In accordance with Utah State Statute (§ 11-48-103), the City issued a **Request for Proposal (RFP)** for 911 Ambulance and Inter-Facility Transports (IFT).

## Evaluation Criteria: Three Pillars



### Cost

Total fiscal impact on taxpayers.

### Quality

Clinical excellence and response standards.

### Access

Availability of units for 911 and community events.



## The Goal:

Determine if a private entity could provide better value than our current municipal model.



# RFP Results - The External Proposal



**Entity:**  
Front Line EMS

**Proposed Service:**  
4 dedicated 24/7 ALS units + 1 IFT unit.



## The Price Tag



**Revenue Retention:**  
The 3rd party keeps  
**100% of transport**  
billing revenue.



**Annual Escalator:**  
**3-5%** fee increase per  
year.

## Total Scope



**EMS  
Only**

**Fire  
suppression**  
would remain a  
separate City  
expense.



# Financial Impact - The \$9.3 Million Gap

## Current Municipal Model (Integrated Fire & EMS)



Net cost covered  
by taxes:  
**\$4,637,896**

## Proposed 3rd Party Model (Contract + City Fire)



Projected cost  
covered by taxes:  
**\$14,006,076**

## The Reality & Net Result



The City loses **\$3.56 million** in  
annual transport and county  
revenue.

The City must pay a **\$7.4 million**  
contract fee.

**Net Result:** Transitioning to a 3rd  
party would increase the tax burden  
by **\$9,368,180** annually.



# Loss of Local Control & Oversight

## Accountability



Under a 3rd party contract, the City loses direct administrative oversight of clinical quality and personnel.

## Flexibility



The City would no longer control the deployment of these units.

## Contractual Barriers



We move from “Community-First” priorities to “Contract-First” requirements.

## Risk



Once equipment and personnel are outsourced, the City loses the infrastructure to easily bring the service back in-house if the private provider fails.

# The “Extra Service” Burden

## Currently: Integrated Mission



Spanish Fork Fire & EMS covers community events as part of our integrated mission at no extra cost.

## With a 3rd Party: The New Burden



The City would pay **additional fees** for every dedicated standby event.

- Fiesta Day Rodeos
- Nebo High School Football Games
- Public Relations and Community Outreach Events.

## The Best Practice: Dual Service



“Dual Service” (Fire and EMS cross-trained) provides the highest level of protection for the lowest possible cost.



# Staff Recommendation

## Finding & Recommendation



**Finding:** Our internal service exceeds the external proposal in cost-efficiency, quality of integrated care, and community access.

**Recommendation:** Council approves a resolution selecting **Spanish Fork Fire & EMS** to continue providing services.

## Contract Term



The proposed contract term is from **July 1, 2026 to June 30, 2028**.

## The Bottom Line



Municipal service is the most **fiscally responsible** and **community-oriented** choice.



# Questions & Discussion

