

EMSA

Budget for Year Ending
June 30, 2018



Assumptions

Year Ending June 30, 2018

- Western emergency and non-emergency transport volumes are held constant. The emergency rate in the East is increased \$300 to \$1600.
- Payer and service mix approximates 2017 actuals
- Joint costs allocated on the basis of unit hours, resulting in 47/53 split between East and West



Assumptions

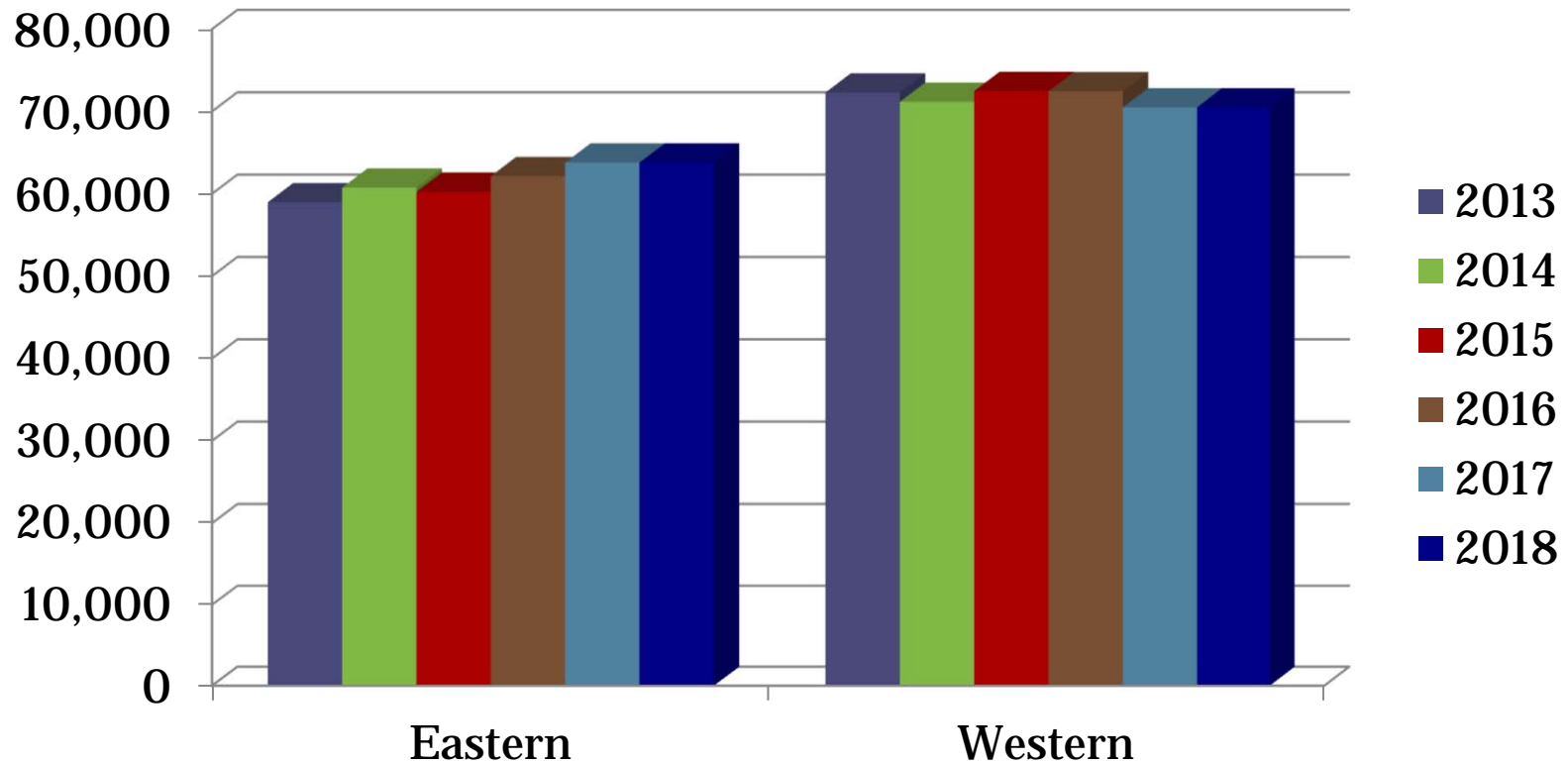
Year Ending June 30, 2018

- In the East, utility bill revenue reflects 103,000 water taps at \$6.20 per month per tap. This is an increase from \$5.45. Note that the City of Tulsa retains \$1,000,000 of utility bill revenue.
- Collection rates are assumed to be the same as in the prior period.

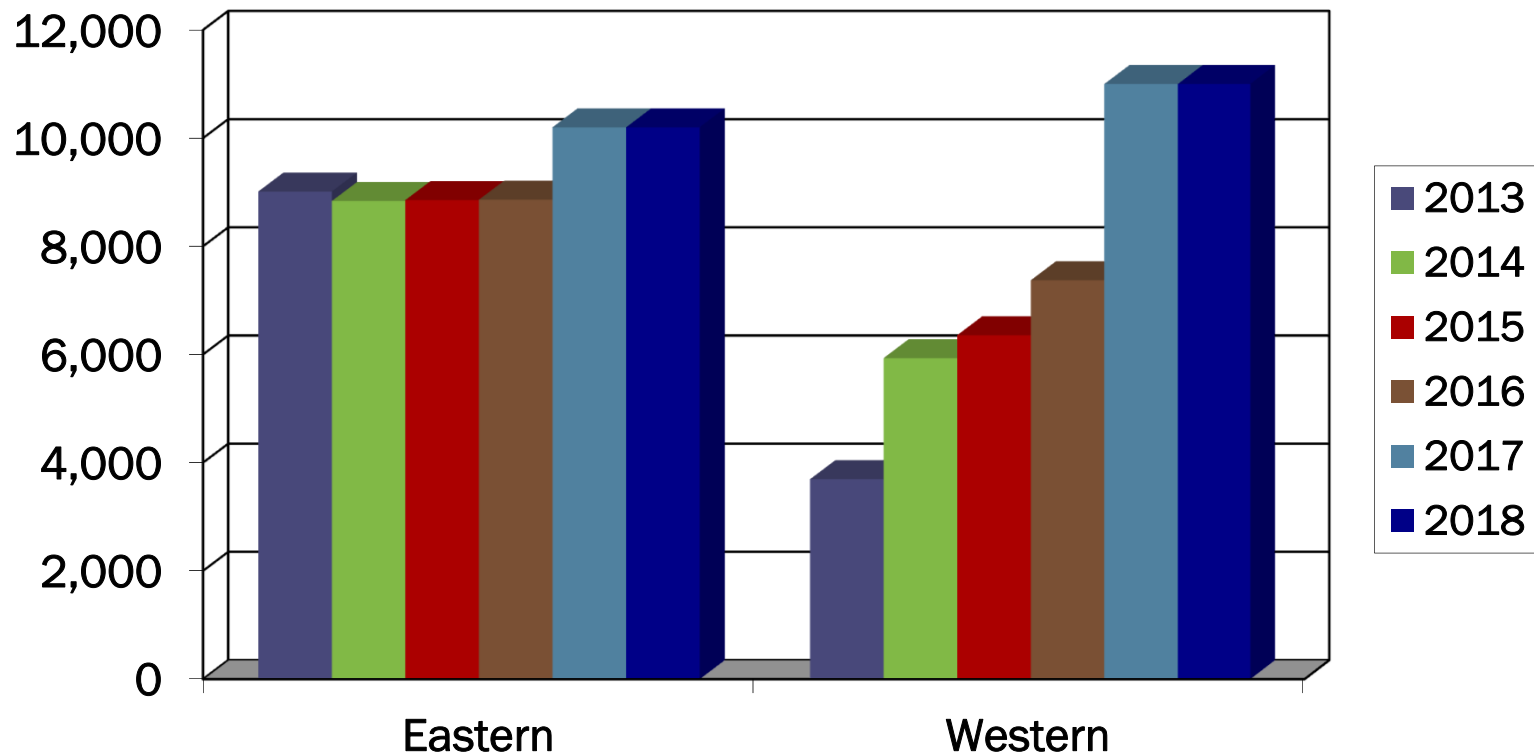
Budget vs. Actual Comparisons

- \$1.5 million (3%) increase in contractor cost reflecting an approximate 3% increase in the contractual rate
- \$3 million (24%) increase in other operating expenses
 - Legal fees increased \$2.4 million reflecting a full year's worth of legal fees associated with various outstanding lawsuits
 - Equipment maintenance expense increases \$343 thousand reflecting new equipment coming off of original warranty and support costs associated with new projects
 - Employee compensation and benefits increase \$160 thousand with 3% raises for non senior management employees and the addition of one position.

Emergency Transports



Non-emergency Transports



Patient Service Revenue

Eastern Division

	2018	2017
Patient service revenue	\$118,720	97,310
Deductions from revenue	(83,600)	(66,202)
Net patient service revenue	35,120	31,108

\$ in thousands

Expense & Net Income Summary

Eastern Division

	2018	2017
Operating expenses	\$31,952	29,907
Depreciation	2,500	2,300
Non-operating expenses (income)	148	19
Net income (loss)	520	(1,118)

\$ in thousands

Patient Service Revenue

Western Division

	2018	2017
Patient service revenue	\$102,888	102,798
Deductions from revenue	(72,800)	(73,522)
Net patient service revenue	30,088	29,276

\$ in thousands

Expense & Net Income Summary

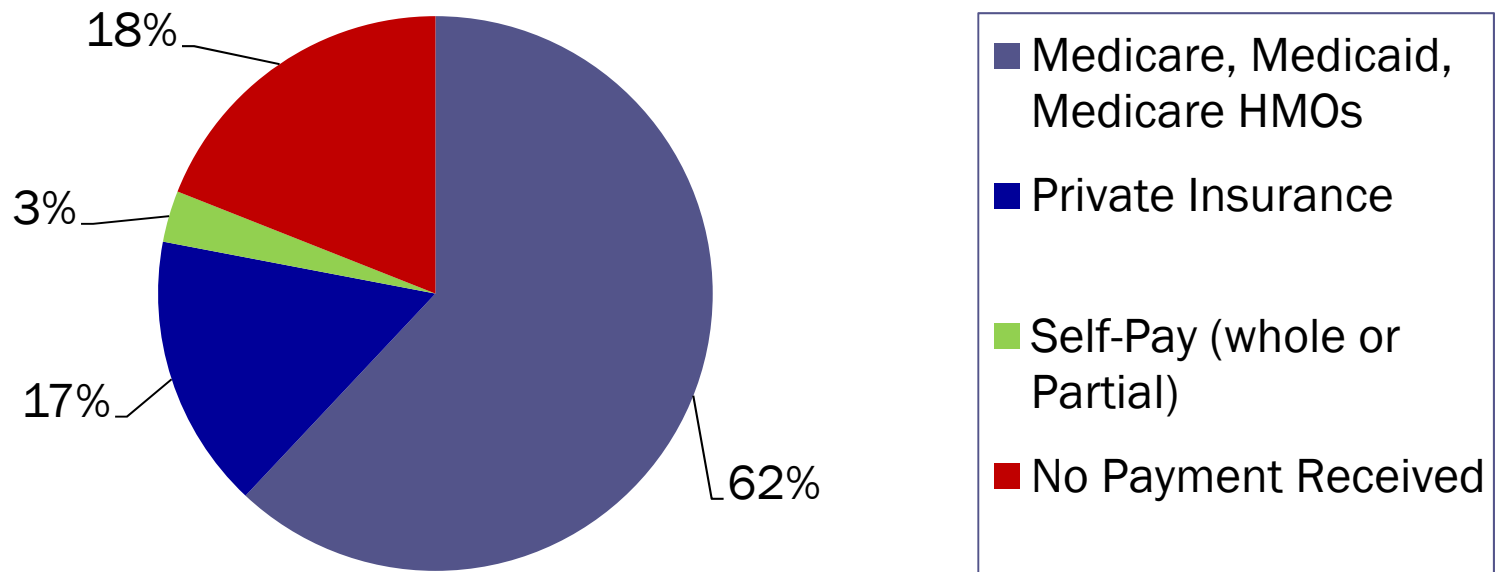
Western Division

	2018	2017
Operating expenses	\$36,719	34,220
Depreciation	1,700	1,497
Non-operating expenses (income)	33	18
Net income (loss)	(8,364)	(6,459)

\$ in thousands

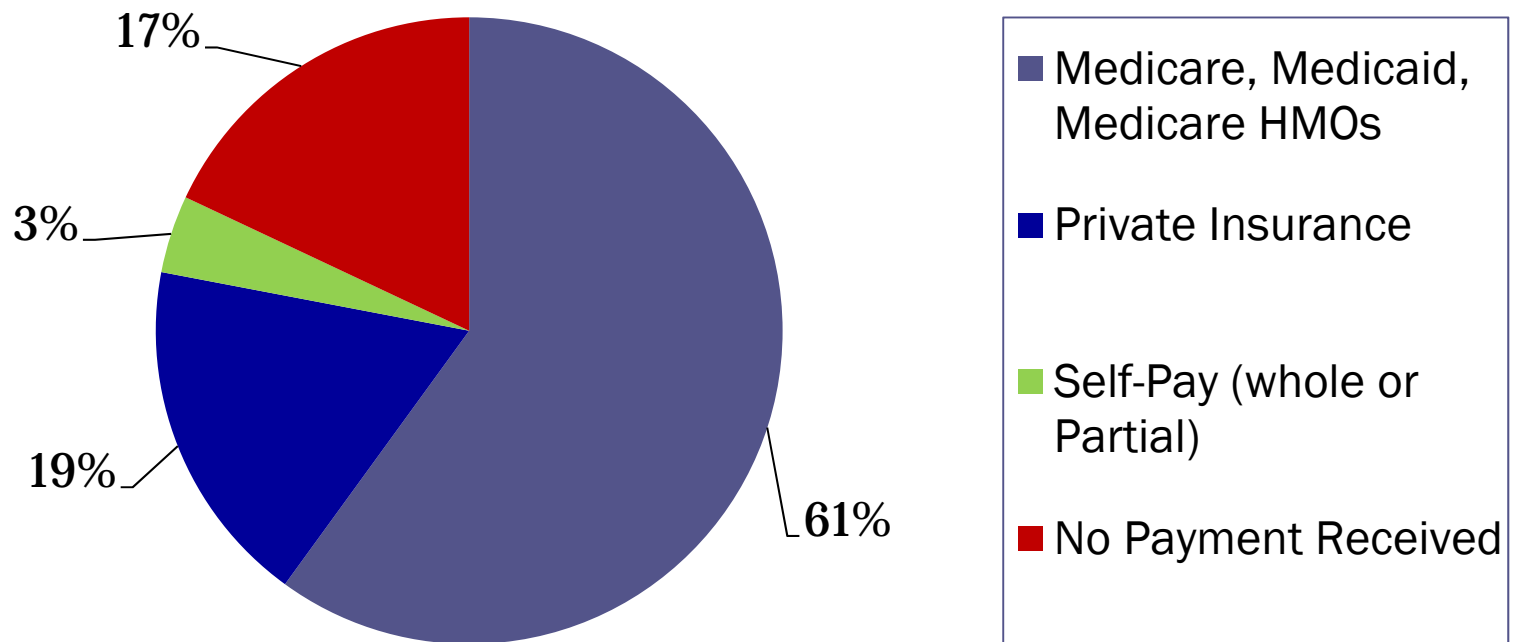
Payor Mix - Billing

Current & Assumption, Eastern Division



Payor Mix - Billing

Current & Assumption, Western Division



Forecast Assumptions

2018 through 2022

- Transports are held constant throughout the period
- No change in payer or service mix
- Emergency rate in East increased \$300 to \$1600 in 2018. All other transport rates held constant throughout the period
- Eastern utility rate increased to \$6.20 and held constant throughout the period
- Non-contractual operating expenses, except legal expenses, are increased 3% per year
- Joint costs split 47/53 between East and West for the five year period
- There is no effect given to a Medicaid funding reduction that is being considered by the Oklahoma legislature

Cash Projections

Eastern Division

	2018	2019	2020	2021	2022
Increase (decrease) for the year	173	(12)	30	(15)	(259)
Cash Balance	3,473	3,461	3,491	3,476	3,217

\$ in thousands

Cash Projections

Western Division

	2018	2019	2020	2021	2022
Total	(8,242)	(9,583)	(8,229)	(9,323)	(9,962)

\$ in thousands