

## MEMORANDUM

Date: October 24, 2012

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – September 2012**

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Attached you will find financial statements for September 2012. The financial statements are presented on a combined basis and for each division. Also included are *Key Financial Indicators, Transports and Requests for Service, Cash Rollforward, and Capital Expenditures Variance*. Please note that the financial statements are unaudited.

### ***Highlights***

On a year-to-date basis, the Eastern Division had a net loss of \$132 thousand compared to a budgeted loss of \$240 thousand, and the Western Division had a net loss of \$1,619 thousand compared to a budgeted net loss of \$2,290 thousand.

There is no net interdivisional payable/receivable as of 9/30/12.

### **Combined Balance Sheets**

Following is a discussion of significant assets and liabilities at September 30, 2012, and how the balances have changed from the prior year.

#### *Other Miscellaneous Receivables*

The East balance represents the amount owed from the utility fund based on ordinance criteria and also amounts owed by granting agencies.

#### *Due to Contractor*

The due to contractor balance represents our liability to Paramedics Plus for September and August services. This balance usually includes two months of contractor billings.

#### *Deferred Revenue*

The deferred revenue balance consists of TotalCare revenue that has not yet been amortized and the contractor's gain sharing amount that has not been credited against the expense account.

### **Income Statements**

Following is a discussion of operating revenues and expenses that vary significantly from budget.

*Patient Service Revenue*

Eastern division gross revenue exceeds budget by \$1,748 thousand (5.9%) and Western exceeds budget by \$821 thousand (3.4%).

Gross patient service revenue variances are partly attributable to differences between actual and budgeted transports for fiscal 2013. The Eastern Division had 747 more emergency transports than budgeted (5.1%); non-emergency transports were 41 less than budget (1.7%). The Western Division emergency transports were more than budget by 345 (2%) and non-emergencies were 410 more than budget (96%).

Eastern net revenue was also affected by higher utility fee revenue than was budgeted. Effective 7/1/12 with the introduction of the Tulsa ordinance that limited the cash that EMSA-East could maintain, the accounting for the utility receipts was changed to comply with generally accepted accounting principles. Since the transfer of cash is now predicated on a particular set of circumstances as outlined in the ordinance, the utility monies are not recognized as revenue until a cash need is demonstrated as per the ordinance. Also, the first responder fee (\$600,000 for year 2013) and the City of Tulsa fee for collecting the monies will not be shown as expense in the EMSA-East financial statements since the monies are not EMSA's until the circumstances are met as stated above.

In addition to the above, the financial statements are being significantly impacted by the difference between the unit hour cost sharing percentages that were budgeted and those realized to date. YTD the East percentage is 3.8% higher and the West 3.8% lower than budget. The YTD impact on contractor costs is approximately \$500,000. It is expected that the rates will trend closer to the budget as the year progresses.

The year-to-date collection rate is 50% for the Eastern Division compared to a budget of 48% and an actual for fiscal 2012 of 53%. The year-to-date collection rate is 47% for the Western Division compared to a budget of 46% and an actual for fiscal 2011 of 49%.

cc: Stephen Williamson – EMSA  
Angela Lehman - EMSA  
Mike Albright – EMSA

Drew Rees – Tulsa City Council  
Steve Wagner – City of Tulsa  
Doug Dowler – City of Oklahoma City

EMSA  
EMSA Combined  
For the Three Months Ending September 30, 2012

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>Patient service revenue:</b>						
Emergency base rate	\$14,038,700.00	\$13,791,426.67	1.79%	\$43,223,300.00	\$41,787,432.01	3.44%
Non-emergency base rate	384,749.04	323,058.58	19.10%	1,213,833.52	969,175.74	25.24%
Mileage	661,581.00	645,170.00	2.54%	2,036,655.00	1,955,690.00	4.14%
Special events	42,732.50	17,208.34	148.32%	60,590.00	51,625.02	17.37%
Subscription membership	20,858.52	22,083.34	-5.55%	43,932.75	66,250.02	-33.69%
Other revenue	2,006.27	400,000.00	-99.50%	1,571,224.72	1,200,000.00	30.94%
	<u>15,150,627.33</u>	<u>15,198,946.93</u>	<u>-0.32%</u>	<u>48,149,535.99</u>	<u>46,030,172.79</u>	<u>4.60%</u>
<b>Deductions from revenue:</b>						
Contractual allowances and bad debts	11,081,827.92	10,683,333.33	-3.73%	33,590,489.01	32,049,999.99	-4.81%
Collection fees and expenses	62,460.98	66,666.66	6.31%	199,080.79	199,999.98	0.46%
	<u>11,144,288.90</u>	<u>10,749,999.99</u>	<u>-3.67%</u>	<u>33,789,569.80</u>	<u>32,249,999.97</u>	<u>-4.77%</u>
<b>Net patient service revenue</b>	<u>4,006,338.43</u>	<u>4,448,946.94</u>	<u>-9.95%</u>	<u>14,359,966.19</u>	<u>13,780,172.82</u>	<u>4.21%</u>
<b>Operating expenses other than depreciation:</b>						
Ambulance contract expense	4,057,204.49	4,134,005.25	1.86%	12,419,019.58	12,402,015.75	-0.14%
Employee compensation & benefits	263,492.33	271,689.00	3.02%	818,264.37	815,067.00	-0.39%
Medical supplies	183,212.18	133,275.00	-37.47%	466,266.06	399,825.00	-16.62%
Building rent, utilities and maintenance	73,449.70	72,325.00	-1.56%	221,620.92	216,975.00	-2.14%
Equipment maintenance	104,334.04	111,416.66	6.36%	329,834.22	334,249.98	1.32%
TotalCare campaign	2,269.13	3,583.33	36.68%	6,618.03	10,749.99	38.44%
Quality assurance fees	63,274.08	63,266.67	-0.01%	189,822.24	189,800.01	-0.01%
Telephone	97,858.59	65,000.00	-50.55%	211,610.12	195,000.00	-8.52%
Professional services	15,425.31	38,108.34	59.52%	71,146.39	114,325.02	37.77%
Miscellaneous supplies	32,127.09	28,950.01	-10.97%	93,083.55	86,850.03	-7.18%
Postage and courier service	6,210.18	6,183.32	-0.43%	19,530.90	18,549.96	-5.29%
Equipment lease	8,411.08	5,583.33	-50.65%	28,888.61	16,749.99	-72.47%
Other fees and expenses	32,369.97	99,874.99	67.59%	103,430.58	299,624.97	65.48%
Community relations	20,606.45	36,499.99	43.54%	66,119.87	109,499.97	39.62%
Office supplies	4,694.42	4,333.33	-8.33%	10,727.15	12,999.99	17.48%
Insurance	11,647.20	11,874.99	1.92%	34,243.06	35,624.97	3.88%
Travel, meals, and training	2,229.50	7,166.68	68.89%	4,490.51	21,500.04	79.11%
	<u>4,978,815.74</u>	<u>5,093,135.89</u>	<u>2.24%</u>	<u>15,094,716.16</u>	<u>15,279,407.67</u>	<u>1.21%</u>
<b>Operating inc. (loss) before depr.</b>	<u>(972,477.31)</u>	<u>(644,188.95)</u>	<u>-50.96%</u>	<u>(734,749.97)</u>	<u>(1,499,234.85)</u>	<u>50.99%</u>
<b>Depreciation</b>	<u>336,416.66</u>	<u>336,416.67</u>	<u>0.00%</u>	<u>1,009,249.98</u>	<u>1,009,250.01</u>	<u>0.00%</u>
<b>Operating income (loss)</b>	<u>(1,308,893.97)</u>	<u>(980,605.62)</u>	<u>-33.48%</u>	<u>(1,743,999.95)</u>	<u>(2,508,484.86)</u>	<u>30.48%</u>
<b>Nonoperating expense:</b>						
Interest expense	<u>2,936.38</u>	<u>8,333.34</u>	<u>64.76%</u>	<u>8,714.43</u>	<u>25,000.02</u>	<u>65.14%</u>

EMSA  
EMSA Combined  
For the Three Months Ending September 30, 2012

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,936.38</u>	<u>\$8,333.34</u>	<u>64.76%</u>	<u>\$8,714.43</u>	<u>\$25,000.02</u>	<u>65.14%</u>
Nonoperating income - interest income	<u>705.75</u>	<u>1,166.67</u>	<u>-39.51%</u>	<u>2,941.79</u>	<u>3,500.01</u>	<u>-15.95%</u>
Net income (loss)	<u><u>(1,311,124.60)</u></u>	<u><u>(987,772.29)</u></u>	<u><u>-32.74%</u></u>	<u><u>(1,749,772.59)</u></u>	<u><u>(2,529,984.87)</u></u>	<u><u>30.84%</u></u>

EMSA  
EMSA Eastern Division  
For the Three Months Ending September 30, 2012

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$6,380,400.00	\$6,197,260.00	2.96%	\$19,884,500.00	\$19,004,932.00	4.63%
Non-emergency base rate	252,513.06	267,375.08	-5.56%	825,681.12	802,125.24	2.94%
Mileage	303,381.00	302,684.00	0.23%	959,733.00	928,232.00	3.39%
Special events	4,443.75	7,791.67	-42.97%	20,475.00	23,375.01	-12.41%
Subscription membership	7,035.32	6,666.67	5.53%	20,667.60	20,000.01	3.34%
Other revenue	1,066.52	400,000.00	-99.73%	1,565,714.62	1,200,000.00	30.48%
	<u>6,948,839.65</u>	<u>7,181,777.42</u>	<u>-3.24%</u>	<u>23,276,771.34</u>	<u>21,978,664.26</u>	<u>5.91%</u>
Deductions from revenue:						
Contractual allowances and bad debts	5,058,717.15	4,883,333.33	-3.59%	15,555,286.92	14,649,999.99	-6.18%
Collection fees and expenses	31,682.02	33,333.33	4.95%	93,583.43	99,999.99	6.42%
	<u>5,090,399.17</u>	<u>4,916,666.66</u>	<u>-3.53%</u>	<u>15,648,870.35</u>	<u>14,749,999.98</u>	<u>-6.09%</u>
Net patient service revenue	<u>1,858,440.48</u>	<u>2,265,110.76</u>	<u>-17.95%</u>	<u>7,627,900.99</u>	<u>7,228,664.28</u>	<u>5.52%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	1,936,543.22	1,812,838.58	-6.82%	5,884,522.32	5,438,515.74	-8.20%
Employee compensation & benefits	133,041.28	124,976.92	-6.45%	411,066.31	374,930.76	-9.64%
Medical supplies	85,266.25	81,191.67	-5.02%	270,794.83	243,575.01	-11.18%
Building rent, utilities and maintenance	22,332.53	22,200.00	-0.60%	71,714.49	66,600.00	-7.68%
Equipment maintenance	50,297.53	51,833.33	2.96%	172,067.31	155,499.99	-10.65%
TotalCare campaign	1,481.78	1,500.00	1.21%	4,445.34	4,500.00	1.21%
Quality assurance fees	30,350.00	30,350.00	0.00%	91,050.00	91,050.00	0.00%
Telephone	53,194.94	28,500.00	-86.65%	110,162.24	85,500.00	-28.84%
Professional services	7,544.26	19,916.67	62.12%	35,673.98	59,750.01	40.29%
Miscellaneous supplies	16,792.54	13,400.01	-25.32%	49,897.81	40,200.03	-24.12%
Postage and courier service	3,002.44	2,866.66	-4.74%	9,925.89	8,599.98	-15.42%
Equipment lease	1,807.07	1,416.66	-27.56%	7,263.92	4,249.98	-70.92%
Other fees and expenses	6,885.79	71,766.66	90.41%	22,556.38	215,299.98	89.52%
Community relations	17,825.87	30,666.66	41.87%	56,291.38	91,999.98	38.81%
Office supplies	2,318.34	1,958.33	-18.38%	5,322.52	5,874.99	9.40%
Insurance	6,725.62	6,341.66	-6.05%	19,318.07	19,024.98	-1.54%
Travel, meals, and training	1,085.07	3,333.33	67.45%	2,133.16	9,999.99	78.67%
	<u>2,376,494.53</u>	<u>2,305,057.14</u>	<u>-3.10%</u>	<u>7,224,205.95</u>	<u>6,915,171.42</u>	<u>-4.47%</u>
Operating inc. (loss) before depr.	(518,054.05)	(39,946.38)	-1196.87%	403,695.04	313,492.86	28.77%
Depreciation	<u>179,500.00</u>	<u>179,500.00</u>	<u>0.00%</u>	<u>538,500.00</u>	<u>538,500.00</u>	<u>0.00%</u>
Operating income (loss)	<u>(697,554.05)</u>	<u>(219,446.38)</u>	<u>-217.87%</u>	<u>(134,804.96)</u>	<u>(225,007.14)</u>	<u>40.09%</u>
Nonoperating expense:						
Interest expense		<u>6,166.67</u>	<u>100.00%</u>		<u>18,500.01</u>	<u>100.00%</u>

EMSA  
EMSA Eastern Division  
For the Three Months Ending September 30, 2012

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense		\$6,166.67	100.00%		\$18,500.01	100.00%
Nonoperating income - interest income	528.44	1,166.67	-54.71%	2,556.10	3,500.01	-26.97%
Net income (loss)	<u>(697,025.61)</u>	<u>(224,446.38)</u>	<u>-210.55%</u>	<u>(132,248.86)</u>	<u>(240,007.14)</u>	<u>44.90%</u>

EMSA Western  
EMSA Western Division  
For the Three Months Ending September 30, 2012

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$7,658,300.00	\$7,594,166.67	0.84%	\$23,338,800.00	\$22,782,500.01	2.44%
Non-emergency base rate	132,235.98	55,683.50	137.48%	388,152.40	167,050.50	132.36%
Mileage	358,200.00	342,486.00	4.59%	1,076,922.00	1,027,458.00	4.81%
Special events	38,288.75	9,416.67	306.61%	40,115.00	28,250.01	42.00%
Subscription membership	13,823.20	15,416.67	-10.34%	23,265.15	46,250.01	-49.70%
Other revenue	939.75		0.00%	5,510.10		0.00%
	<u>8,201,787.68</u>	<u>8,017,169.51</u>	<u>2.30%</u>	<u>24,872,764.65</u>	<u>24,051,508.53</u>	<u>3.41%</u>
Deductions from revenue:						
Contractual allowances and bad debts	6,023,110.77	5,800,000.00	-3.85%	18,035,202.09	17,400,000.00	-3.65%
Collection fees and expenses	30,778.96	33,333.33	7.66%	105,497.36	99,999.99	-5.50%
	<u>6,053,889.73</u>	<u>5,833,333.33</u>	<u>-3.78%</u>	<u>18,140,699.45</u>	<u>17,499,999.99</u>	<u>-3.66%</u>
Net patient service revenue	<u>2,147,897.95</u>	<u>2,183,836.18</u>	<u>-1.65%</u>	<u>6,732,065.20</u>	<u>6,551,508.54</u>	<u>2.76%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	2,120,661.27	2,321,166.67	8.64%	6,534,497.26	6,963,500.01	6.16%
Employee compensation & benefits	130,451.05	146,712.08	11.08%	407,198.06	440,136.24	7.48%
Medical supplies	97,945.93	52,083.33	-88.06%	195,471.23	156,249.99	-25.10%
Building rent, utilities and maintenance	51,117.17	50,125.00	-1.98%	149,906.43	150,375.00	0.31%
Equipment maintenance	54,036.51	59,583.33	9.31%	157,766.91	178,749.99	11.74%
TotalCare campaign	787.35	2,083.33	62.21%	2,172.69	6,249.99	65.24%
Quality assurance fees	32,924.08	32,916.67	-0.02%	98,772.24	98,750.01	-0.02%
Telephone	44,663.65	36,500.00	-22.37%	101,447.88	109,500.00	7.35%
Professional services	7,881.05	18,191.67	56.68%	35,472.41	54,575.01	35.00%
Miscellaneous supplies	15,334.55	15,550.00	1.39%	43,185.74	46,650.00	7.43%
Postage and courier service	3,207.74	3,316.66	3.28%	9,605.01	9,949.98	3.47%
Equipment lease	6,604.01	4,166.67	-58.50%	21,624.69	12,500.01	-73.00%
Other fees and expenses	25,484.18	28,108.33	9.34%	80,874.20	84,324.99	4.09%
Community relations	2,780.58	5,833.33	52.33%	9,828.49	17,499.99	43.84%
Office supplies	2,376.08	2,375.00	-0.05%	5,404.63	7,125.00	24.15%
Insurance	4,921.58	5,533.33	11.06%	14,924.99	16,599.99	10.09%
Travel, meals, and training	1,144.43	3,833.35	70.15%	2,357.35	11,500.05	79.50%
	<u>2,602,321.21</u>	<u>2,788,078.75</u>	<u>6.66%</u>	<u>7,870,510.21</u>	<u>8,364,236.25</u>	<u>5.90%</u>
Operating inc. (loss) before depr.	(454,423.26)	(604,242.57)	24.79%	(1,138,445.01)	(1,812,727.71)	37.20%
Depreciation	<u>156,916.66</u>	<u>156,916.67</u>	<u>0.00%</u>	<u>470,749.98</u>	<u>470,750.01</u>	<u>0.00%</u>
Operating income (loss)	<u>(611,339.92)</u>	<u>(761,159.24)</u>	<u>19.68%</u>	<u>(1,609,194.99)</u>	<u>(2,283,477.72)</u>	<u>29.53%</u>
Nonoperating expense:						
Interest expense	<u>2,936.38</u>	<u>2,166.67</u>	<u>-35.53%</u>	<u>8,714.43</u>	<u>6,500.01</u>	<u>-34.07%</u>

EMSA Western  
EMSA Western Division  
For the Three Months Ending September 30, 2012

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,936.38</u>	<u>\$2,166.67</u>	<u>-35.53%</u>	<u>\$8,714.43</u>	<u>\$6,500.01</u>	<u>-34.07%</u>
Nonoperating income - interest income	<u>177.31</u>		<u>0.00%</u>	<u>385.69</u>		<u>0.00%</u>
Net income (loss)	<u><u>(614,098.99)</u></u>	<u><u>(763,325.91)</u></u>	<u><u>19.55%</u></u>	<u><u>(1,617,523.73)</u></u>	<u><u>(2,289,977.73)</u></u>	<u><u>29.37%</u></u>

EMSA  
EMSA Combined  
For the Three Months Ending September 30, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	\$456,554.29	(\$1,022,194.92)
Petty cash	1,200.00	1,200.00
Invested cash	4,521,961.31	5,106,195.97
	4,979,715.60	4,085,201.05
Patient accounts receivable:		
Patient accounts receivable	25,455,816.51	22,616,605.25
Receivables in collection	28,245,999.68	24,268,999.68
	53,701,816.19	46,885,604.93
Less allowance for contractual allowances and bad debts	39,712,291.00	32,840,291.00
Net patient accounts receivable	13,989,525.19	14,045,313.93
Other receivables:		
Due from contractor	487,860.68	449,050.46
Due from collection agency	13,769.34	19,418.89
Other miscellaneous receivables	686,051.77	1,488,437.00
	1,187,681.79	1,956,906.35
Other current assets:		
Prepaid assets	498,881.36	332,670.42
Other, principally funds held by trustee	(14,720.54)	(6,614.87)
	484,160.82	326,055.55
Total current assets	20,641,083.40	20,413,476.88
Property and equipment:		
Communication equipment	5,789,890.81	5,601,647.42
Buildings and leasehold improvements	3,649,433.81	3,433,230.62
Ambulances	9,965,032.41	6,930,446.53
Data processing equipment	6,585,439.91	7,091,601.65
On-board equipment	5,280,737.72	5,189,593.04
Office furniture and equipment	1,203,417.85	1,029,128.51
Miscellaneous other equipment	1,103,008.09	1,096,255.48
Land	64,200.00	64,200.00
Transportation equipment	361,737.24	385,027.24
Prepaid assets	170,261.84	920,262.64
Capital Lease	739,910.29	739,910.29
	34,913,069.97	32,481,303.42
Less accumulated depreciation	21,548,385.61	18,566,552.11
Net property and equipment	13,364,684.36	13,914,751.31
Other assets		
	12,960.00	14,676.67
Total assets	34,018,727.76	34,342,904.86

EMSA  
EMSA Combined  
For the Three Months Ending September 30, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$479,390.57	\$921,111.42
Due to contractor	8,824,974.45	8,773,041.60
Due to Quality Assurance Fund	197,092.81	59,251.14
Accrued retirement	65,237.25	64,828.39
Accrued salaries and wages	241,710.50	220,271.37
Current installments of long-term debt	550,000.00	620,000.00
Accrued interest payable	12.28	12.21
Deferred revenue	1,678,726.76	1,351,328.72
Total current liabilities	12,037,144.62	12,009,844.85
Other liabilities	21,752.22	21,752.22
Total liabilities	12,058,896.84	12,031,597.07
Division capital:		
Contributed capital	54,468,289.15	44,098,181.45
Retained earnings (deficit)	(30,758,685.64)	(19,978,190.64)
Current year earnings (loss)	(1,749,772.59)	(1,808,683.02)
Total division capital	21,959,830.92	22,311,307.79
Total liabilities & division capital	34,018,727.76	34,342,904.86

EMSA  
EMSA Eastern Division  
For the Three Months Ending September 30, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$199,694.55)	(\$1,250,681.40)
Petty cash	600.00	600.00
Invested cash	3,187,610.53	2,539,308.87
	2,988,515.98	1,289,227.47
Patient accounts receivable:		
Patient accounts receivable	11,821,729.38	10,107,880.44
Receivables in collection	12,162,999.82	10,995,999.82
	23,984,729.20	21,103,880.26
Less allowance for contractual allowances and bad debts	17,714,710.00	15,147,710.00
Net patient accounts receivable	6,270,019.20	5,956,170.26
Other receivables:		
Due from contractor	487,860.68	449,050.46
Due from collection agency	5,473.21	9,855.80
Other miscellaneous receivables	686,051.77	1,488,437.00
	1,179,385.66	1,947,343.26
Other current assets:		
Prepaid assets	283,441.53	153,531.60
Other, principally funds held by trustee	(30,410.48)	(166,546.12)
	253,031.05	(13,014.52)
Total current assets	10,690,951.89	9,179,726.47
Property and equipment:		
Communication equipment	2,953,658.64	2,865,692.53
Buildings and leasehold improvements	3,175,960.00	2,959,701.81
Ambulances	5,443,669.86	3,958,396.00
Data processing equipment	3,460,784.94	3,715,274.18
On-board equipment	2,670,234.36	2,498,518.77
Office furniture and equipment	569,064.65	406,696.43
Miscellaneous other equipment	571,621.50	565,304.89
Land	64,200.00	64,200.00
Transportation equipment	284,814.80	308,104.80
Prepaid assets	91,084.51	667,255.47
Capital Lease	338,087.66	338,087.66
	19,623,180.92	18,347,232.54
Less accumulated depreciation	11,913,876.42	10,403,800.58
Net property and equipment	7,709,304.50	7,943,431.96
Other assets	10,698.65	10,698.65
Total assets	18,410,955.04	17,133,857.08

EMSA  
EMSA Eastern Division  
For the Three Months Ending September 30, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$29,860.72	(\$2,986,124.55)
Due to contractor	4,163,341.87	3,848,421.31
Due to Quality Assurance Fund	197,092.81	59,251.14
Accrued retirement	35,970.44	34,102.86
Accrued salaries and wages	113,737.88	105,894.38
Accrued interest payable	12.28	12.21
Deferred revenue	563,942.91	393,883.86
Total current liabilities	5,103,958.91	1,455,441.21
Other liabilities	21,752.22	21,752.22
Total liabilities	5,125,711.13	1,477,193.43
Division capital:		
Contributed capital	5,494,218.96	4,964,586.56
Retained earnings (deficit)	7,923,273.81	10,686,896.90
Current year earnings (loss)	(132,248.86)	5,180.19
Total division capital	13,285,243.91	15,656,663.65
Total liabilities & division capital	18,410,955.04	17,133,857.08

EMSA Western  
EMSA Western Division  
For the Three Months Ending September 30, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	\$656,248.84	\$228,486.48
Petty cash	600.00	600.00
Invested cash	1,334,350.78	2,566,887.10
	1,991,199.62	2,795,973.58
Patient accounts receivable:		
Patient accounts receivable	13,634,087.13	12,508,724.81
Receivables in collection	16,082,999.86	13,272,999.86
	29,717,086.99	25,781,724.67
Less allowance for contractual allowances and bad debts	21,997,581.00	17,692,581.00
Net patient accounts receivable	7,719,505.99	8,089,143.67
Other receivables:		
Due from collection agency	8,296.13	9,563.09
	8,296.13	9,563.09
Other current assets:		
Prepaid assets	215,439.83	179,138.82
Other, principally funds held by trustee	15,689.94	159,931.25
	231,129.77	339,070.07
Total current assets	9,950,131.51	11,233,750.41
Property and equipment:		
Communication equipment	2,836,232.17	2,735,954.89
Buildings and leasehold improvements	473,473.81	473,528.81
Ambulances	4,521,362.55	2,972,050.53
Data processing equipment	3,124,654.97	3,376,327.47
On-board equipment	2,610,503.36	2,691,074.27
Office furniture and equipment	634,353.20	622,432.08
Miscellaneous other equipment	531,386.59	530,950.59
Transportation equipment	76,922.44	76,922.44
Prepaid assets	79,177.33	253,007.17
Capital Lease	401,822.63	401,822.63
	15,289,889.05	14,134,070.88
Less accumulated depreciation	9,634,509.19	8,162,751.53
Net property and equipment	5,655,379.86	5,971,319.35
Other assets	2,261.35	3,978.02
Total assets	15,607,772.72	17,209,047.78

EMSA Western  
EMSA Western Division  
For the Three Months Ending September 30, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$449,529.85	\$3,907,235.97
Due to contractor	4,661,632.58	4,924,620.29
Accrued retirement	29,266.81	30,725.53
Accrued salaries and wages	127,972.62	114,376.99
Current installments of long-term debt	550,000.00	620,000.00
Deferred revenue	1,114,783.85	957,444.86
Total current liabilities	6,933,185.71	10,554,403.64
Total liabilities	6,933,185.71	10,554,403.64
Division capital:		
Contributed capital	48,974,070.19	39,133,594.89
Retained earnings (deficit)	(38,681,959.45)	(30,665,087.54)
Current year earnings (loss)	(1,617,523.73)	(1,813,863.21)
Total division capital	8,674,587.01	6,654,644.14
Total liabilities & division capital	15,607,772.72	17,209,047.78

**EMSA**  
**Cash Rollforward**  
**Year Ending June 30, 2013**

	<b>Eastern Division Actual</b>	<b>Eastern Division Budget</b>	<b>Eastern Division Variance</b>	<b>Western Division Actual</b>	<b>Western Division Budget</b>	<b>Western Division Variance</b>	<b>Combined Actual</b>	<b>Combined Budget</b>	<b>Combined Variance</b>
Balance at June 30, 2010	\$ 2,437,276	\$ 2,437,276	-	502,031	502,031	-	2,939,307	2,939,307	-
Net revenue collected	5,661,000	5,797,261	(136,261)	6,146,000	6,276,165	(130,165)	11,807,000	12,073,426	(266,426)
Utility bill receipts	2,220,000	951,000	1,269,000				2,220,000	951,000	1,269,000
TotalCare proceeds	14,423	-	14,423	148,954	185,000	(36,046)	163,377	185,000	(21,623)
Payment to contractor	(5,300,247)	(5,483,200)	182,953	(5,921,715)	(7,020,734)	1,099,019	(11,221,962)	(12,503,934)	1,281,972
Operating expenses/changes in WC	(1,602,473)	(1,488,887)	(113,586)	(1,602,179)	(1,412,263)	(189,916)	(3,204,652)	(2,901,150)	(303,502)
Capital expenditures	(91,084)	(220,500)	129,416	(79,178)	(327,249)	248,071	(170,262)	(547,749)	377,487
Net debt proceeds/(reduction)			-	(70,000)	(70,000)	-	(70,000)	(70,000)	-
Interest/other income	2,270	3,501	(1,231)	152		152	2,422	(66,499)	68,921
Other	173,560 (2)	174,000	(440)	2,340,927 (1)	2,340,927	-	2,514,487	2,514,927	(440)
Balance at September 30, 2012	<u>3,514,725</u>	<u>2,170,451</u>	<u>1,344,274</u>	<u>1,464,992</u>	<u>473,877</u>	<u>991,115</u>	<u>4,979,717</u>	<u>2,574,328</u>	<u>2,405,389</u>

(1) 28,070 - '12 Other Western Subsidy  
260,606 - '13 Edmond Subsidy  
252,611 - '13 Other Western Subsidy  
1,799,640- '13 Oklahoma City Subsidy  
2,340,927

West - Cash 1,991,200  
A/P (526,208)

Net 1,464,992

NOTE: The cash balance is net of the intercompany receivable/payable which results from consolidating the accounts payable function.

EMSA  
Statement of Cash Flows  
Three Months Ended 9/30/12

Eastern Division

Net Income (loss)		(132,249)
Add: Depreciation	538,500	
Increase in allowance for doubtful accounts	1,900,000	
Increase in deferred revenue	493,375	<u>2,931,875</u>
Changes in working capital:		
Increase in patient receivables	(2,257,045)	
Decrease in other receivables	856,753	
Increase in other assets	(52,952)	
Decrease in accounts payable	(370,052)	
Decrease in accrued liabilities	(90,200)	<u>(1,913,496)</u>
Net Property Additions:		(91,085)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		173,560
Change in cash and cash equivalents:		<u>968,605</u>
		<u>968,605</u>
Cash balance @6/30/12		2,020,011
Cash balance @9/30/12		2,988,616
Change in cash		<u>968,605</u>

EMSA  
Statement of Cash Flows  
Three Months Ended 9/30/12

Western Division

Net income (loss)		(1,617,524)
Add: Depreciation	470,750	
Increase in allowance for doubtful accounts	2,300,000	
Increase in deferred revenue	748,784	<u>3,519,534</u>
Changes in working capital:		
Increase in patient receivables	(2,817,954)	
Increase in other receivables	(6,657)	
Increase in other assets	(114,844)	
Increase in accounts payable	96,762	
Decrease in accrued liabilities	(87,239)	<u>(2,929,932)</u>
Net Property (Additions)/Dispositions		(79,122)
Debt Service/Loan proceeds		(70,000)
Contributed Capital		2,248,949
Change in cash and cash equivalents:		<u>1,071,905</u>
Cash balance @6/30/12		919,295
Cash balance @9/30/12		1,991,200
Change in cash		<u>1,071,905</u>

**EMSA Eastern Division  
Capital Expenditures Variance  
Year Ending June 30, 2013**

*Through September*

Description	Budget	Actual EMSA	Under (Over) Budget
<b>Ambulances</b>			
<i>2013 Ambulances (one)</i>			
New units	148,000		148,000
Support vehicle	35,000		35,000
Miscellaneous	100,000	24,819	75,181
<b>On board equipment:</b>			
Lifepack 15's	35,000		35,000
First responder equipment	100,000		100,000
Equipment for new units	64,000		64,000
Ventilators	110,000		110,000
Miscellaneous	29,000	11,271	17,729
<b>CAD and radio equipment:</b>			
Base station upgrade	50,000		50,000
Saber III portables	20,000		20,000
Equipment for new units	19,000		19,000
			-
<b>Building expenses:</b>			
Office furniture	10,000	2,593	7,407
Security equipment	15,000		15,000
Building expansion	2,500,000		2,500,000
Parking lot repair		41,547	(41,547)
Miscellaneous	39,000	5,722	33,278
<b>Computer equipment:</b>			
Server upgrade (network)	35,000		35,000
Accounting server upgrade	8,000		8,000
Web site development	15,000	644	14,356
Miscellaneous	50,000	4,488	45,512
<b>TOTAL</b>	<b>3,382,000</b>	<b>91,084</b>	<b>3,290,916</b>

**EMSA Western Division  
Capital Expenditures Variance  
Year Ending June 30, 2013**

*Through September*

Description	Budget	Actual EMSA	Under (Over) Budget
<b>Ambulances</b>			
<i>2013 Ambulances (one)</i>			
New units	148,000		148,000
Miscellaneous	100,000	12,722	87,278
<b>On board equipment:</b>			
Equipment for new units	64,000		64,000
Ventilators	275,000		275,000
Miscellaneous	36,000		36,000
<b>CAD and radio equipment:</b>			
Equipment for new units	15,000		15,000
Base station upgrade	40,000		40,000
Clinical computer pads	300,000		300,000
Radio infrastructure (NG911)	163,000	40,668	122,332
			-
<b>Building expenses:</b>			
Leasehold improvements	30,000		30,000
Generator fuel tank @ Walker		14,808	(14,808)
Miscellaneous	43,000	5,722	37,278
<b>Computer equipment:</b>			
Web site development	15,000	660	14,340
Server upgrade	30,000		30,000
Miscellaneous	50,000	4,598	45,402
<b>TOTAL</b>	<b>1,309,000</b>	<b>79,178</b>	<b>1,229,822</b>

**EMSA**  
 Key Financial Indicators  
 Fiscal Year Ending June 30, 2013

*Eastern Division*

	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>						
Emergency	5,216	5,199	4,951	15,366	14,501	14,619
Non-emergency	798	803	702	2,303	2,693	2,344
Total	<u>6,014</u>	<u>6,002</u>	<u>5,653</u>	<u>17,669</u>	<u>17,194</u>	<u>16,963</u>
Unit hours	15,619	15,557	14,700	45,876	42,238	
% of total system hours	50.1%	49.4%	49.8%	49.8%	46.3%	46.0%
<i>Gross revenue by payor:</i>						
Medicare	41%	41%	40%	41%	43%	
Medicaid	19%	18%	19%	19%	17%	
Private insurance	13%	12%	12%	12%	14%	
Uninsured and other	27%	29%	29%	28%	26%	
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
<i>Collection rate</i>	46.3%	59.2%	46.8%	50.6%	53.6%	48.0%
<i>Net income (loss)</i>	\$ 267,914	\$ 296,863	\$ (697,025)	\$ (132,248)	\$ 5,181	\$ (240,007)
<i>Days in A/R</i>	71.4	76.5	86.4	N/A	86.5	
<i>Past due A/R</i>	\$ 2,088,000	\$ 2,554,000	\$ 2,737,000	N/A	\$ 1,842,000	
<i>Current ratio</i>	2.29	2.08	2.08	N/A	6.31	

EMSA  
Key Financial Indicators  
Fiscal Year Ending June 30, 2013

Western Division

	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>						
Emergency	6,058	6,086	5,871	18,015	17,468	17,670
Non-emergency	263	278	297	838	532	428
Total	<u>6,321</u>	<u>6,364</u>	<u>6,168</u>	<u>18,853</u>	<u>18,000</u>	<u>18,098</u>
Unit hours	18,111	18,126	16,935	53,172	55,544	
% of total system hours	49.9%	50.6%	50.2%	50.2%	53.7%	54.0%
<i>% of gross revenue by payor:</i>						
Medicare	42%	40%	41%	41%	42%	
Medicaid	16%	16%	16%	16%	16%	
Private insurance	13%	15%	15%	14%	15%	
Uninsured and other	29%	29%	28%	29%	27%	
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
<i>Collection rate</i>	<u>45.9%</u>	<u>51.5%</u>	<u>44.7%</u>	<u>47.4%</u>	<u>49.4%</u>	<u>46.0%</u>
<i>Net income (loss)</i>	<u>\$ (429,428)</u>	<u>\$ (573,997)</u>	<u>\$ (614,099)</u>	<u>\$ (1,617,524)</u>	<u>\$ (1,813,863)</u>	<u>\$ (2,289,978)</u>
<i>Days in A/R</i>	<u>71.2</u>	<u>77.2</u>	<u>83.8</u>	<u>N/A</u>	<u>93.9</u>	
<i>Past due A/R</i>	<u>\$ 2,514,000</u>	<u>\$ 3,129,000</u>	<u>\$ 3,251,000</u>	<u>N/A</u>	<u>\$ 2,317,000</u>	
<i>Current ratio</i>	<u>1.33</u>	<u>1.40</u>	<u>1.42</u>	<u>N/A</u>	<u>1.05</u>	





# EMSA

Expenditures Greater Than \$10,000

<u>Date</u>	<u>Total Amount</u>	<u>Check #</u>	<u>To</u>	<u>Description</u>	<u>East</u>	<u>West</u>	<u>P+</u>	<u>MCB</u>	<u>Grant</u>
9/26/2012	\$18,104	70251	att	Landline	5422.03	12538.98	71.46	71.57	
9/26/2012	\$125,000	70269	GIS Data Resource Inc	Update & Maintain GIS Layers (2yr)	61608.95	63391.05			
9/26/2012	\$25,000	70279	McGladrey & Pullen, LLP	Fiscal year 2012 Audit	5618.73	5781.27			13600
9/25/2012	\$10,861	52080	Motorola, Inc.	Monthly Service Agreement	5365.17	5495.88			
9/17/2012	\$28,061	51993	Physio-Control, Inc.	quarterly billing	13830.46	14230.52			
9/26/2012	\$18,260	70289	SAP America	Software Support	9042.97	9217.84			
9/17/2012	\$41,547	70223	Trigon, Inc.	Parking Lot Renovation	47547				
9/17/2012	\$24,842	70226	United Ford	Unit #38 & 94	12119.8	12722.45			
9/26/2012	\$15,578	70298	Verizon Wireless	Wireless Phones	5003.44	5035.82	5290.42	248.16	