

## MEMORANDUM

Date: January 23, 2013

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – November 2012**

---

Attached you will find financial statements for November 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 \$1,345 thousand compared to a budgeted loss of \$472 thousand, and the Western Division had a net loss of \$2,916 thousand compared to a budgeted net loss of \$3,817 thousand.

There is no net interdivisional payable/receivable as of 11/30/12.

### **Combined Balance Sheets**

Following is a discussion of significant assets and liabilities at November 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 November and October 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 \$504 thousand (1.4%) and Western exceeds budget by \$1,131 thousand (2.8%).

Gross patient service revenue variances are partly attributable to differences between actual and budgeted transports for fiscal 2013. The Eastern Division had 707 more emergency transports than budgeted (2.9%); non-emergency transports were 59 less than budget (1.5%). The Western Division emergency transports were more than budget by 400 (1.4%) and non-emergencies were 737 more than budget (104%).

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 3.3% higher and the West 3.3% lower than budget. The YTD impact on contractor costs is approximately \$700,000. It is expected that the rates will trend closer to the budget as the year progresses.

The year-to-date collection rate is 52% for the Eastern Division compared to a budget of 48% and an actual for fiscal 2012 of 60%. The year-to-date collection rate is 50% for the Western Division compared to a budget of 46% and an actual for fiscal 2011 of 56%.

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 Five Months Ending November 30, 2012

	Month of November			For the 5 Months Ended November		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>Patient service revenue:</b>						
Emergency base rate	\$13,712,400.00	\$13,791,426.67	-0.57%	\$71,074,700.00	\$69,576,861.35	2.15%
Non-emergency base rate	408,701.80	323,058.58	26.51%	2,061,136.30	1,615,292.90	27.60%
Mileage	650,223.00	645,170.00	0.78%	3,372,111.00	3,256,120.00	3.56%
Special events	18,987.50	17,208.34	10.34%	97,370.00	86,041.70	13.17%
Subscription membership	22,532.12	22,083.34	2.03%	88,625.12	110,416.70	-19.74%
Other revenue	545.28	400,000.00	-99.86%	1,586,077.24	2,000,000.00	-20.70%
	<u>14,813,389.70</u>	<u>15,198,946.93</u>	<u>-2.54%</u>	<u>78,280,019.66</u>	<u>76,644,732.65</u>	<u>2.13%</u>
<b>Deductions from revenue:</b>						
Contractual allowances and bad debts	10,918,021.47	10,683,333.33	-2.20%	55,335,742.25	53,416,666.65	-3.59%
Collection fees and expenses	77,215.51	66,666.66	-15.82%	348,653.89	333,333.30	-4.60%
	<u>10,995,236.98</u>	<u>10,749,999.99</u>	<u>-2.28%</u>	<u>55,684,396.14</u>	<u>53,749,999.95</u>	<u>-3.60%</u>
<b>Net patient service revenue</b>	<u>3,818,152.72</u>	<u>4,448,946.94</u>	<u>-14.18%</u>	<u>22,595,623.52</u>	<u>22,894,732.70</u>	<u>-1.31%</u>
<b>Operating expenses other than depreciation:</b>						
Ambulance contract expense	4,145,266.42	4,134,005.25	-0.27%	20,670,906.10	20,670,026.25	0.00%
Employee compensation & benefits	286,238.09	271,689.00	-5.36%	1,400,799.26	1,358,445.00	-3.12%
Medical supplies	65,134.73	133,275.00	51.13%	650,806.18	666,375.00	2.34%
Building rent, utilities and maintenance	63,072.89	72,325.00	12.79%	356,359.81	361,625.00	1.46%
Equipment maintenance	87,986.41	111,416.66	21.03%	544,306.28	557,083.30	2.29%
TotalCare campaign	3,877.62	3,583.33	-8.21%	11,977.43	17,916.65	33.15%
Quality assurance fees	63,274.08	63,266.67	-0.01%	316,370.40	316,333.35	-0.01%
Telephone	70,976.27	65,000.00	-9.19%	361,314.99	325,000.00	-11.17%
Professional services	37,428.91	38,108.34	1.78%	144,478.56	190,541.70	24.17%
Miscellaneous supplies	20,685.26	28,950.01	28.55%	147,865.19	144,750.05	-2.15%
Postage and courier service	9,128.47	6,183.32	-47.63%	34,754.28	30,916.60	-12.41%
Equipment lease	12,079.18	5,583.33	-116.34%	49,384.78	27,916.65	-76.90%
Other fees and expenses	32,746.93	99,874.99	67.21%	199,752.33	499,374.95	60.00%
Community relations	19,725.80	36,499.99	45.96%	182,166.55	182,499.95	0.18%
Office supplies	3,927.31	4,333.33	9.37%	16,987.59	21,666.65	21.60%
Insurance	9,857.80	11,874.99	16.99%	56,500.70	59,374.95	4.84%
Travel, meals, and training	5,982.91	7,166.68	16.52%	20,803.24	35,833.40	41.94%
	<u>4,937,389.08</u>	<u>5,093,135.89</u>	<u>3.06%</u>	<u>25,165,533.67</u>	<u>25,465,679.45</u>	<u>1.18%</u>
<b>Operating inc. (loss) before depr.</b>	<u>(1,119,236.36)</u>	<u>(644,188.95)</u>	<u>-73.74%</u>	<u>(2,569,910.15)</u>	<u>(2,570,946.75)</u>	<u>0.04%</u>
<b>Depreciation</b>	<u>336,416.66</u>	<u>336,416.67</u>	<u>0.00%</u>	<u>1,682,083.30</u>	<u>1,682,083.35</u>	<u>0.00%</u>
<b>Operating income (loss)</b>	<u>(1,455,653.02)</u>	<u>(980,605.62)</u>	<u>-48.44%</u>	<u>(4,251,993.45)</u>	<u>(4,253,030.10)</u>	<u>0.02%</u>
<b>Nonoperating expense:</b>						
Interest expense	<u>2,604.86</u>	<u>8,333.34</u>	<u>68.74%</u>	<u>13,936.37</u>	<u>41,666.70</u>	<u>66.55%</u>

EMSA  
EMSA Combined  
For the Five Months Ending November 30, 2012

	Month of November			For the 5 Months Ended November		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,604.86</u>	<u>\$8,333.34</u>	<u>68.74%</u>	<u>\$13,936.37</u>	<u>\$41,666.70</u>	<u>66.55%</u>
Nonoperating income - interest income	<u>823.93</u>	<u>1,166.67</u>	<u>-29.38%</u>	<u>4,210.91</u>	<u>5,833.35</u>	<u>-27.81%</u>
Net income (loss)	<u><u>(1,457,433.95)</u></u>	<u><u>(987,772.29)</u></u>	<u><u>-47.55%</u></u>	<u><u>(4,261,718.91)</u></u>	<u><u>(4,288,863.45)</u></u>	<u><u>0.63%</u></u>

EMSA  
EMSA Eastern Division  
For the Five Months Ending November 30, 2012

	Month of November			For the 5 Months Ended November		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$6,173,100.00	\$6,197,260.00	-0.39%	\$32,481,000.00	\$31,606,028.00	2.77%
Non-emergency base rate	269,565.00	267,375.08	0.82%	1,371,891.12	1,336,875.40	2.62%
Mileage	291,501.00	302,684.00	-3.69%	1,562,922.00	1,543,690.00	1.25%
Special events	6,258.75	7,791.67	-19.67%	39,715.00	38,958.35	1.94%
Subscription membership	7,235.32	6,666.67	8.53%	35,025.74	33,333.35	5.08%
Other revenue	(1,402.02)	400,000.00	-100.35%	1,572,673.35	2,000,000.00	-21.37%
	<u>6,746,258.05</u>	<u>7,181,777.42</u>	<u>-6.06%</u>	<u>37,063,227.21</u>	<u>36,558,885.10</u>	<u>1.38%</u>
Deductions from revenue:						
Contractual allowances and bad debts	4,851,120.02	4,883,333.33	0.66%	25,373,737.88	24,416,666.65	-3.92%
Collection fees and expenses	32,971.35	33,333.33	1.09%	160,230.71	166,666.65	3.86%
	<u>4,884,091.37</u>	<u>4,916,666.66</u>	<u>0.66%</u>	<u>25,533,968.59</u>	<u>24,583,333.30</u>	<u>-3.87%</u>
Net patient service revenue	<u>1,862,166.68</u>	<u>2,265,110.76</u>	<u>-17.79%</u>	<u>11,529,258.62</u>	<u>11,975,551.80</u>	<u>-3.73%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	1,891,007.49	1,812,838.58	-4.31%	9,720,845.44	9,064,192.90	-7.24%
Employee compensation & benefits	139,874.32	124,976.92	-11.92%	698,527.63	624,884.60	-11.79%
Medical supplies	27,677.30	81,191.67	65.91%	382,971.21	405,958.35	5.66%
Building rent, utilities and maintenance	19,586.23	22,200.00	11.77%	110,460.94	111,000.00	0.49%
Equipment maintenance	35,654.19	51,833.33	31.21%	271,822.51	259,166.65	-4.88%
TotalCare campaign	1,724.20	1,500.00	-14.95%	7,651.32	7,500.00	-2.02%
Quality assurance fees	30,350.00	30,350.00	0.00%	151,750.00	151,750.00	0.00%
Telephone	37,740.91	28,500.00	-32.42%	185,400.52	142,500.00	-30.11%
Professional services	18,377.59	19,916.67	7.73%	71,783.63	99,583.35	27.92%
Miscellaneous supplies	10,709.86	13,400.01	20.08%	80,488.51	67,000.05	-20.13%
Postage and courier service	4,489.34	2,866.66	-56.61%	17,461.96	14,333.30	-21.83%
Equipment lease	3,586.79	1,416.66	-153.19%	12,663.69	7,083.30	-78.78%
Other fees and expenses	5,806.18	71,766.66	91.91%	59,602.02	358,833.30	83.39%
Community relations	15,475.46	30,666.66	49.54%	158,085.08	153,333.30	-3.10%
Office supplies	1,927.34	1,958.33	1.58%	8,418.38	9,791.65	14.02%
Insurance	5,862.01	6,341.66	7.56%	32,289.40	31,708.30	-1.83%
Travel, meals, and training	2,880.53	3,333.33	13.58%	10,056.05	16,666.65	39.66%
	<u>2,252,729.74</u>	<u>2,305,057.14</u>	<u>2.27%</u>	<u>11,980,278.29</u>	<u>11,525,285.70</u>	<u>-3.95%</u>
Operating inc. (loss) before depr.	(390,563.06)	(39,946.38)	-877.72%	(451,019.67)	450,266.10	-200.17%
Depreciation	<u>179,500.00</u>	<u>179,500.00</u>	<u>0.00%</u>	<u>897,500.00</u>	<u>897,500.00</u>	<u>0.00%</u>
Operating income (loss)	<u>(570,063.06)</u>	<u>(219,446.38)</u>	<u>-159.77%</u>	<u>(1,348,519.67)</u>	<u>(447,233.90)</u>	<u>-201.52%</u>
Nonoperating expense:						
Interest expense		<u>6,166.67</u>	<u>100.00%</u>		<u>30,833.35</u>	<u>100.00%</u>

EMSA  
EMSA Eastern Division  
For the Five Months Ending November 30, 2012

	Month of November			For the 5 Months Ended November		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense		\$6,166.67	100.00%		\$30,833.35	100.00%
Nonoperating income - interest income	304.14	1,166.67	-73.93%	3,135.68	5,833.35	-46.25%
Net income (loss)	<u>(569,758.92)</u>	<u>(224,446.38)</u>	<u>-153.85%</u>	<u>(1,345,383.99)</u>	<u>(472,233.90)</u>	<u>-184.90%</u>

EMSA Western  
EMSA Western Division  
For the Five Months Ending November 30, 2012

	Month of November			For the 5 Months Ended November		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$7,539,300.00	\$7,594,166.67	-0.72%	\$38,593,700.00	\$37,970,833.35	1.64%
Non-emergency base rate	139,136.80	55,683.50	149.87%	689,245.18	278,417.50	147.56%
Mileage	358,722.00	342,486.00	4.74%	1,809,189.00	1,712,430.00	5.65%
Special events	12,728.75	9,416.67	35.17%	57,655.00	47,083.35	22.45%
Subscription membership	15,296.80	15,416.67	-0.78%	53,599.38	77,083.35	-30.47%
Other revenue	1,947.30		0.00%	13,403.89		0.00%
	<u>8,067,131.65</u>	<u>8,017,169.51</u>	<u>0.62%</u>	<u>41,216,792.45</u>	<u>40,085,847.55</u>	<u>2.82%</u>
Deductions from revenue:						
Contractual allowances and bad debts	6,066,901.45	5,800,000.00	-4.60%	29,962,004.37	29,000,000.00	-3.32%
Collection fees and expenses	44,244.16	33,333.33	-32.73%	188,423.18	166,666.65	-13.05%
	<u>6,111,145.61</u>	<u>5,833,333.33</u>	<u>-4.76%</u>	<u>30,150,427.55</u>	<u>29,166,666.65</u>	<u>-3.37%</u>
Net patient service revenue	<u>1,955,986.04</u>	<u>2,183,836.18</u>	<u>-10.43%</u>	<u>11,066,364.90</u>	<u>10,919,180.90</u>	<u>1.35%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	2,254,258.93	2,321,166.67	2.88%	10,950,060.66	11,605,833.35	5.65%
Employee compensation & benefits	146,363.77	146,712.08	0.24%	702,271.63	733,560.40	4.27%
Medical supplies	37,457.43	52,083.33	28.08%	267,834.97	260,416.65	-2.85%
Building rent, utilities and maintenance	43,486.66	50,125.00	13.24%	245,898.87	250,625.00	1.89%
Equipment maintenance	52,332.22	59,583.33	12.17%	272,483.77	297,916.65	8.54%
TotalCare campaign	2,153.42	2,083.33	-3.36%	4,326.11	10,416.65	58.47%
Quality assurance fees	32,924.08	32,916.67	-0.02%	164,620.40	164,583.35	-0.02%
Telephone	33,235.36	36,500.00	8.94%	175,914.47	182,500.00	3.61%
Professional services	19,051.32	18,191.67	-4.73%	72,694.93	90,958.35	20.08%
Miscellaneous supplies	9,975.40	15,550.00	35.85%	67,376.68	77,750.00	13.34%
Postage and courier service	4,639.13	3,316.66	-39.87%	17,292.32	16,583.30	-4.28%
Equipment lease	8,492.39	4,166.67	-103.82%	36,721.09	20,833.35	-76.26%
Other fees and expenses	26,940.75	28,108.33	4.15%	140,150.31	140,541.65	0.28%
Community relations	4,250.34	5,833.33	27.14%	24,081.47	29,166.65	17.43%
Office supplies	1,999.97	2,375.00	15.79%	8,569.21	11,875.00	27.84%
Insurance	3,995.79	5,533.33	27.79%	24,211.30	27,666.65	12.49%
Travel, meals, and training	3,102.38	3,833.35	19.07%	10,747.19	19,166.75	43.93%
	<u>2,684,659.34</u>	<u>2,788,078.75</u>	<u>3.71%</u>	<u>13,185,255.38</u>	<u>13,940,393.75</u>	<u>5.42%</u>
Operating inc. (loss) before depr.	(728,673.30)	(604,242.57)	-20.59%	(2,118,890.48)	(3,021,212.85)	29.87%
Depreciation	<u>156,916.66</u>	<u>156,916.67</u>	<u>0.00%</u>	<u>784,583.30</u>	<u>784,583.35</u>	<u>0.00%</u>
Operating income (loss)	<u>(885,589.96)</u>	<u>(761,159.24)</u>	<u>-16.35%</u>	<u>(2,903,473.78)</u>	<u>(3,805,796.20)</u>	<u>23.71%</u>
Nonoperating expense:						
Interest expense	<u>2,604.86</u>	<u>2,166.67</u>	<u>-20.22%</u>	<u>13,936.37</u>	<u>10,833.35</u>	<u>-28.64%</u>

EMSA Western  
 EMSA Western Division  
 For the Five Months Ending November 30, 2012

	Month of November			For the 5 Months Ended November		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,604.86</u>	<u>\$2,166.67</u>	<u>-20.22%</u>	<u>\$13,936.37</u>	<u>\$10,833.35</u>	<u>-28.64%</u>
Nonoperating income - interest income	<u>519.79</u>		<u>0.00%</u>	<u>1,075.23</u>		<u>0.00%</u>
Net income (loss)	<u><u>(887,675.03)</u></u>	<u><u>(763,325.91)</u></u>	<u><u>-16.29%</u></u>	<u><u>(2,916,334.92)</u></u>	<u><u>(3,816,629.55)</u></u>	<u><u>23.59%</u></u>

EMSA  
EMSA Combined  
For the Five Months Ending November 30, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$265,485.44)	(\$746,768.80)
Petty cash	1,200.00	1,200.00
Invested cash	4,133,657.80	7,172,309.87
	3,869,372.36	6,426,741.07
Patient accounts receivable:		
Patient accounts receivable	23,830,963.81	19,838,292.62
Receivables in collection	31,971,999.68	27,369,999.68
	55,802,963.49	47,208,292.30
Less allowance for contractual allowances and bad debts	42,012,291.00	33,990,291.00
Net patient accounts receivable	13,790,672.49	13,218,001.30
Other receivables:		
Due from contractor	799,544.43	403,576.01
Due from collection agency	8,090.68	12,238.45
Other miscellaneous receivables	832,381.29	1,673,323.69
	1,640,016.40	2,089,138.15
Other current assets:		
Prepaid assets	528,849.47	440,546.09
Other, principally funds held by trustee	(76,296.28)	(2,143.04)
	452,553.19	438,403.05
Total current assets	19,752,614.44	22,172,283.57
Property and equipment:		
Communication equipment	5,789,890.81	5,601,647.42
Buildings and leasehold improvements	3,649,488.81	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	379,088.73	3,485,046.80
Capital Lease	739,910.29	739,910.29
	35,121,951.86	35,046,087.58
Less accumulated depreciation	22,221,218.93	19,302,218.11
Net property and equipment	12,900,732.93	15,743,869.47
Other assets		
	12,960.00	14,676.67
Total assets	32,666,307.37	37,930,829.71

EMSA  
EMSA Combined  
For the Five Months Ending November 30, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$674,531.18	\$1,093,692.61
Due to contractor	8,835,220.05	8,409,479.71
Due to Quality Assurance Fund	176,199.38	58,941.96
Accrued retirement	112,402.94	107,660.09
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	20.01	14.14
Deferred revenue	1,065,391.49	3,227,944.82
Total current liabilities	11,655,475.55	13,738,004.70
Other liabilities	21,752.22	21,752.22
Total liabilities	11,677,227.77	13,759,756.92
Division capital:		
Contributed capital	56,009,484.15	47,156,654.85
Retained earnings (deficit)	(30,758,685.64)	(19,978,190.64)
Current year earnings (loss)	(4,261,718.91)	(3,007,391.42)
Total division capital	20,989,079.60	24,171,072.79
Total liabilities & division capital	32,666,307.37	37,930,829.71

EMSA  
EMSA Eastern Division  
For the Five Months Ending November 30, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$709,177.92)	(\$1,037,124.19)
Petty cash	600.00	600.00
Invested cash	2,709,173.26	5,500,458.29
	2,000,595.34	4,463,934.10
Patient accounts receivable:		
Patient accounts receivable	10,865,537.90	8,991,085.72
Receivables in collection	14,023,999.82	11,821,999.82
	24,889,537.72	20,813,085.54
Less allowance for contractual allowances and bad debts	18,714,710.00	15,297,710.00
Net patient accounts receivable	6,174,827.72	5,515,375.54
Other receivables:		
Due from contractor	799,544.43	403,576.01
Due from collection agency	5,656.62	3,212.51
Other miscellaneous receivables	831,891.29	1,673,323.69
	1,637,092.34	2,080,112.21
Other current assets:		
Prepaid assets	281,509.46	196,321.00
Other, principally funds held by trustee	(138,864.37)	(250,017.20)
	142,645.09	(53,696.20)
Total current assets	9,955,160.49	12,005,725.65
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	159,812.77	1,791,721.83
Capital Lease	338,087.66	338,087.66
	19,691,909.18	19,471,698.90
Less accumulated depreciation	12,272,876.42	10,802,966.58
Net property and equipment	7,419,032.76	8,668,732.32
Other assets		
	10,698.65	10,698.65
Total assets	17,384,891.90	20,685,156.62

EMSA  
EMSA Eastern Division  
For the Five Months Ending November 30, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$558,169.04	(\$346,492.50)
Due to contractor	4,095,906.69	3,655,401.25
Due to Quality Assurance Fund	176,199.38	58,941.96
Accrued retirement	61,494.03	56,138.09
Accrued salaries and wages	113,737.88	105,894.38
Accrued interest payable	20.01	14.14
Deferred revenue	291,688.87	1,236,735.20
Total current liabilities	5,297,215.90	4,766,632.52
Other liabilities	21,752.22	21,752.22
Total liabilities	5,318,968.12	4,788,384.74
Division capital:		
Contributed capital	5,488,033.96	5,090,422.96
Retained earnings (deficit)	7,923,273.81	10,686,896.90
Current year earnings (loss)	(1,345,383.99)	119,452.02
Total division capital	12,065,923.78	15,896,771.88
Total liabilities & division capital	17,384,891.90	20,685,156.62

EMSA Western  
EMSA Western Division  
For the Five Months Ending November 30, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	\$443,692.48	\$290,355.39
Petty cash	600.00	600.00
Invested cash	1,424,484.54	1,671,851.58
	1,868,777.02	1,962,806.97
Patient accounts receivable:		
Patient accounts receivable	12,965,425.91	10,847,206.90
Receivables in collection	17,947,999.86	15,547,999.86
	30,913,425.77	26,395,206.76
Less allowance for contractual allowances and bad debts	23,297,581.00	18,692,581.00
Net patient accounts receivable	7,615,844.77	7,702,625.76
Other receivables:		
Due from collection agency	2,434.06	9,025.94
Other miscellaneous receivables	490.00	
	2,924.06	9,025.94
Other current assets:		
Prepaid assets	247,340.01	244,225.09
Other, principally funds held by trustee	62,568.09	247,874.16
	309,908.10	492,099.25
Total current assets	9,797,453.95	10,166,557.92
Property and equipment:		
Communication equipment	2,836,232.17	2,735,954.89
Buildings and leasehold improvements	473,528.81	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	219,275.96	1,693,324.97
Capital Lease	401,822.63	401,822.63
	15,430,042.68	15,574,388.68
Less accumulated depreciation	9,948,342.51	8,499,251.53
Net property and equipment	5,481,700.17	7,075,137.15
Other assets	2,261.35	3,978.02
Total assets	15,281,415.47	17,245,673.09

EMSA Western  
EMSA Western Division  
For the Five Months Ending November 30, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$116,362.14	\$1,440,185.11
Due to contractor	4,739,313.36	4,754,078.46
Accrued retirement	50,908.91	51,522.00
Accrued salaries and wages	127,972.62	114,376.99
Current installments of long-term debt	550,000.00	620,000.00
Deferred revenue	<u>773,702.62</u>	<u>1,991,209.62</u>
Total current liabilities	6,358,259.65	8,971,372.18
	<u>6,358,259.65</u>	<u>8,971,372.18</u>
Division capital:		
Contributed capital	50,521,450.19	42,066,231.89
Retained earnings (deficit)	(38,681,959.45)	(30,665,087.54)
Current year earnings (loss)	<u>(2,916,334.92)</u>	<u>(3,126,843.44)</u>
Total division capital	8,923,155.82	8,274,300.91
	<u>8,923,155.82</u>	<u>8,274,300.91</u>
Total liabilities & division capital	<u><u>15,281,415.47</u></u>	<u><u>17,245,673.09</u></u>

**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	9,604,000	9,929,097	(325,097)	10,570,000	10,748,535	(178,535)	20,174,000	20,677,632	(503,632)
Utility bill receipts	2,220,000	1,585,000	635,000				2,220,000	1,585,000	635,000
TotalCare proceeds	16,290	-	16,290	162,242	185,000	(22,758)	178,532	185,000	(6,468)
Payment to contractor	(9,463,589)	(9,118,800)	(344,789)	(10,583,347)	(11,675,786)	1,092,439	(20,046,936)	(20,794,586)	747,650
Operating expenses/changes in WC	(2,713,441)	(2,476,084)	(237,357)	(2,495,317)	(2,348,655)	(146,662)	(5,208,758)	(4,824,739)	(384,019)
Capital expenditures	(159,813)	(367,500)	207,687	(213,978)	(545,415)	331,437	(373,791)	(912,915)	539,124
Net debt proceeds/(reduction)			-	(70,000)	(70,000)	-	(70,000)	(70,000)	-
Interest/other income	2,675	5,835	(3,160)	477		477	3,152	(64,165)	67,317
Other	173,560 (2)	290,000	(116,440)	3,880,307 (1)	3,880,307	-	4,053,867	4,170,307	(116,440)
Balance at November 30, 2012	<u>2,116,958</u>	<u>2,284,824</u>	<u>(167,866)</u>	<u>1,752,415</u>	<u>676,017</u>	<u>1,076,398</u>	<u>3,869,373</u>	<u>2,890,841</u>	<u>978,532</u>

(1) 28,070 - '12 Other Western Subsidy (2) 173,560 - '12 Other Eastern Subsidy

505,212 - '13 Edmond Subsidy  
347,529 - '13 Other Western Subsidy  
2,999,496- '13 Oklahoma City Subsidy  
3,880,307

West - Cash 1,868,777  
A/P (116,362)

Net 1,752,415

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

EMSA  
Statement of Cash Flows  
Five Months Ended 11/30/12

Eastern Division

Net Income (loss)		(1,345,384)
Add: Depreciation	897,500	
Increase in allowance for doubtful accounts	2,900,000	
Increase in deferred revenue	221,121	4,018,621
Changes in working capital:		
Increase in patient receivables	(3,161,854)	
Decrease in other receivables	399,047	
Decrease in other assets	57,333	
Increase in accounts payable	69,927	
Decrease in accrued liabilities	(64,668)	(2,700,215)
Net Property Additions:		(159,813)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		167,375
Change in cash and cash equivalents:		(19,416)
Cash balance @6/30/12		2,020,011
Cash balance @11/30/12		2,000,595
Change in cash		(19,416)

EMSA  
Statement of Cash Flows  
Five Months Ended 11/30/12

Western Division

Net income (loss)		(2,916,335)
Add: Depreciation	784,584	
Increase in allowance for doubtful accounts	3,600,000	
Increase in deferred revenue	407,703	<u>4,792,287</u>
Changes in working capital:		
Increase in patient receivables	(4,014,293)	
Increase in other receivables	(1,285)	
Increase in other assets	(193,622)	
Decrease in accounts payable	(235,405)	
Decrease in accrued liabilities	(65,597)	<u>(4,510,202)</u>
Net Property (Additions)/Dispositions		(219,276)
Debt Service/Loan proceeds		(70,000)
Contributed Capital		3,873,008
Change in cash and cash equivalents:		<u>949,482</u>
		<u>949,482</u>
Cash balance @6/30/12		919,295
Cash balance @11/30/12		1,868,777
Change in cash		<u>949,482</u>

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

Through November

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)
Replacement of office machines		33,540	(33,540)
Miscellaneous	39,000	6,457	32,543
<b>Computer equipment:</b>			
Server upgrade (network)	35,000	15,121	19,879
Accounting server upgrade	8,000		8,000
Web site development	15,000	1,332	13,668
Purchasing/AP upgrade		10,677	(10,677)
Miscellaneous	50,000	12,456	37,544
<b>TOTAL</b>	<b>3,382,000</b>	<b>159,813</b>	<b>3,222,187</b>

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

*Through November*

Description	Budget	Actual EMSA	Under (Over) Budget
<b>Ambulances</b>			
<i>2013 Ambulances (one)</i>			
New units	148,000		148,000
Miscellaneous	100,000	38,091	61,909
<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	81,336	81,664
			-
<b>Building expenses:</b>			
Leasehold improvements	30,000		30,000
Generator fuel tank @ Walker		14,808	(14,808)
Replacement of office machines		29,198	(29,198)
Miscellaneous	43,000	12,315	30,685
<b>Computer equipment:</b>			
Web site development	15,000	1,357	13,643
Server upgrade	30,000	15,489	14,511
Purchasing/AP upgrade		10,763	(10,763)
Miscellaneous	50,000	10,621	39,379
<b>TOTAL</b>	<b>1,309,000</b>	<b>213,978</b>	<b>1,095,022</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>Oct-12</u>	<u>Nov-12</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>								
Emergency	5,216	5,199	4,951	4,917	4,737	25,020	23,872	24,313
Non-emergency	798	803	702	779	757	3,839	4,288	3,898
Total	6,014	6,002	5,653	5,696	5,494	28,859	28,160	28,211
Unit hours	15,619	15,557	14,700	15,182	14,720	75,778	69,154	
% of total system hours	50.1%	49.4%	49.8%	49.0%	48.1%	49.6%	45.9%	46.0%
<i>Gross revenue by payor:</i>								
Medicare	41%	41%	40%	41%	43%	41%	43%	
Medicaid	19%	18%	19%	20%	19%	19%	17%	
Private insurance	13%	12%	12%	13%	12%	13%	15%	
Uninsured and other	27%	29%	29%	26%	26%	27%	25%	
	100%	100%	100%	100%	100%	100%	100%	
<i>Collection rate</i>	46.3%	59.2%	46.8%	66.5%	46.1%	52.5%	60.3%	48.0%
<i>Net income (loss)</i>	\$ 267,914	\$ 296,863	\$ (697,025)	\$ (643,376)	\$ (569,759)	\$ (1,345,383)	\$ 119,453	\$ (472,234)
<i>Days in A/R</i>	71.4	76.5	86.4	84.0	79.7	N/A	77.4	
<i>Past due A/R</i>	\$ 2,088,000	\$ 2,554,000	\$ 2,737,000	\$ 2,585,000	\$ 2,703,000	N/A	\$ 2,168,000	
<i>Current ratio</i>	2.29	2.08	2.08	2.07	1.88	N/A	2.52	

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>Oct-12</u>	<u>Nov-12</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>								
Emergency	6,058	6,086	5,871	5,976	5,795	29,786	28,729	29,386
Non-emergency	263	278	297	302	309	1,449	893	712
Total	6,321	6,364	6,168	6,278	6,104	31,235	29,622	30,098
Unit hours	18,111	18,126	16,935	17,972	18,017	89,161	92,467	
% of total system hours	49.9%	50.6%	50.2%	51.0%	51.9%	50.7%	54.1%	54.0%
<i>% of gross revenue by payor:</i>								
Medicare	42%	40%	41%	41%	43%	44%	42%	
Medicaid	16%	16%	16%	16%	18%	17%	17%	
Private insurance	13%	15%	15%	14%	14%	12%	15%	
Uninsured and other	29%	29%	28%	29%	25%	27%	26%	
	100%	100%	100%	100%	100%	100%	100%	
<i>Collection rate</i>	45.9%	51.5%	44.7%	55.1%	50.1%	49.5%	55.8%	46.0%
<i>Net income (loss)</i>	\$ (429,428)	\$ (573,997)	\$ (614,099)	\$ (411,136)	\$ (887,675)	\$ (2,916,335)	\$ (3,126,844)	\$ (3,816,630)
<i>Days in A/R</i>	71.2	77.2	83.8	81.5	85.3	N/A	83.1	
<i>Past due A/R</i>	\$ 2,514,000	\$ 3,129,000	\$ 3,251,000	\$ 3,177,000	\$ 3,254,000	N/A	\$ 2,460,000	
<i>Current ratio</i>	1.33	1.40	1.42	1.47	1.54	N/A	1.13	





# 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>	<u>TFD</u>
11/6/2012	\$10,000	AMEX	American Ambulance Assoc	Membership Renewal	4980.35	5019.65				
11/19/2012	\$10,021	70548	Gateway EDI	Pt Statements	4991.12	5030.52				
11/19/2012	\$42,346	AMEX	Hewlett Packard	New Printers/Copiers	13336.2	13441.4				
				New Printers/Copiers	5957.76	6004.79				
				New Printers/Copiers	1795.91	1810.09				
11/29/2012	\$25,392	AMEX	Hewlett Packard	New Printers/Copiers	1768.06	1837.94				
				New Printers/Copiers	5340.96	5552.04				
				New Printers/Copiers	5340.96	5552.04				
11/19/2012	\$22,800	70554	McGladrey	FYE 2012 Audit	7918.76	7981.24			6900	
11/19/2012	\$40,433	AMEX	Physio	Quarterly Billing	13975.4	14085.6				
				multiple invoices	11523.4					849
11/19/2012	\$23,098	70571	Verizon	Wireless Phone Bill	4829.49	5170.35	6575.6	240.1		
				Pagers	3084.27	3108.62				
				Pagers	44.65	45.01				
11/29/2012	\$13,823	AMEX	Zoll	Rescuenet Maintenance	6828.75	6995.12				