

EMSA

Financial Review

December, 2011



EMSA Eastern Division

Highlights



- Y-T-D profit of \$171K compared to budgeted profit of \$103K
- Y-T-D collection rate of 60% vs budget of 60%
- Emergency transports are more than budget 246 transports or .9%
- Non-emergency transports were 542 less than budget or 9.5%

EMSA Western Division

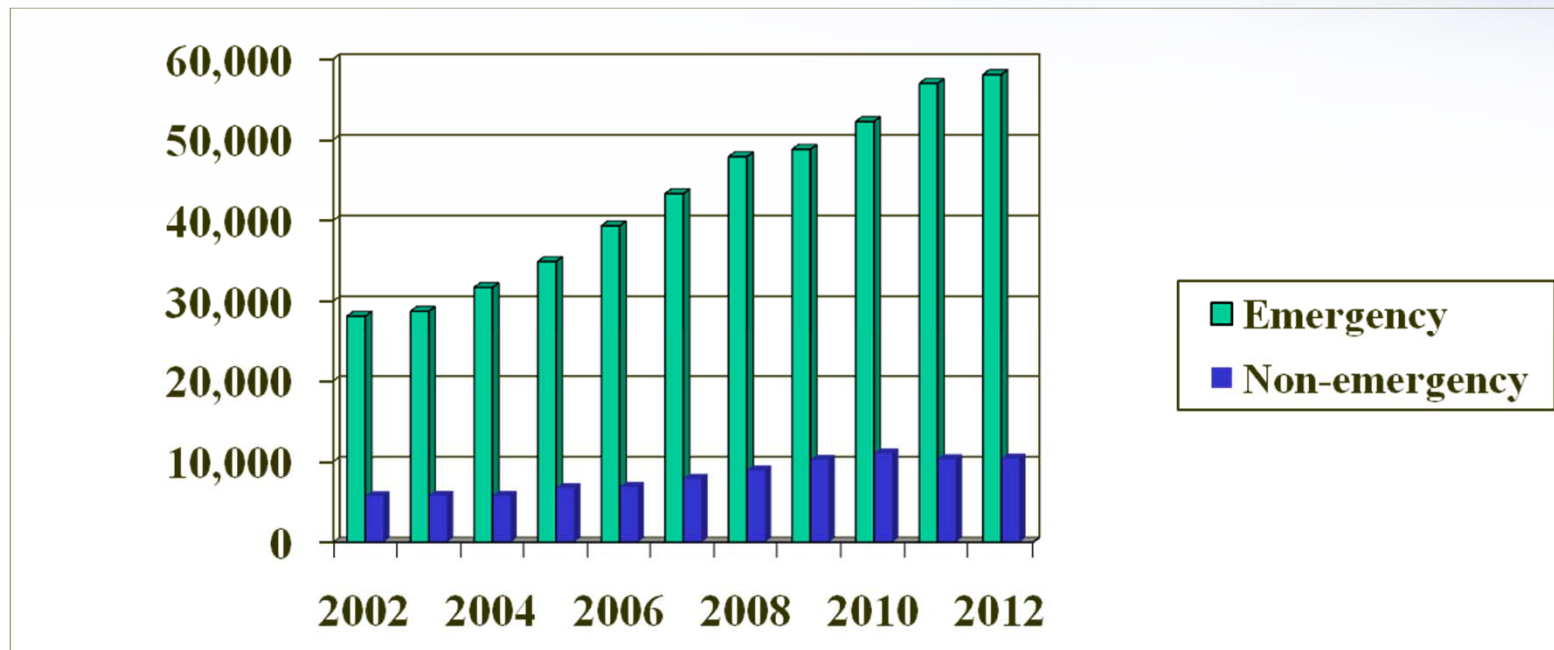
Highlights



- Y-T-D net loss of \$3,640K compared to budgeted net loss of \$3,646K
- Y-T-D collection rate of 57% compared to budget of 60%
- Emergency transports were more than budget by 2.9% or 967 transports
- Non-emergency transports were less than budget by 35% or 605 transports

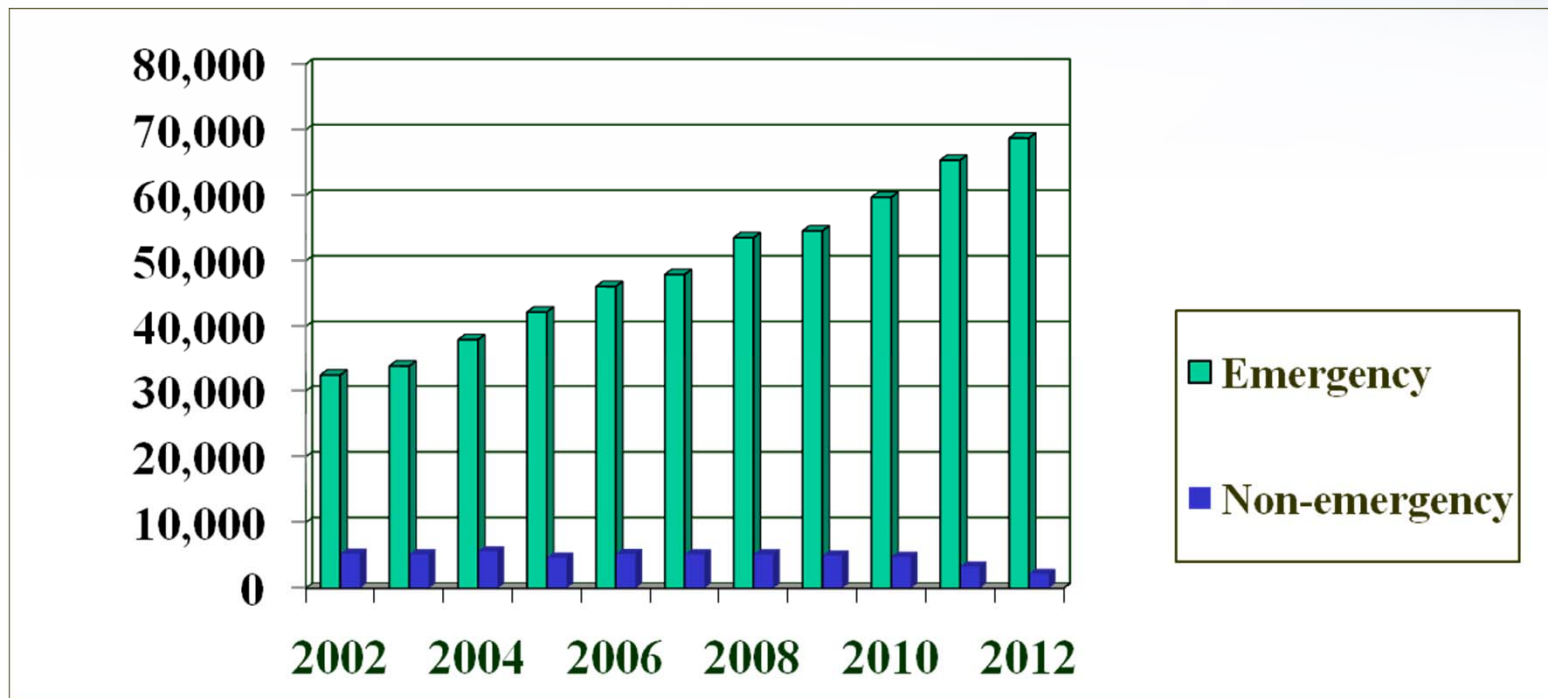
EMSA Eastern Division

Transports



EMSA Western Division

Transports



EMSA Eastern Division

Accounts Receivable Aging



	Dec-11	Dec-10
Current	36%	38%
30 days	<u>23%</u>	<u>23%</u>
Subtotal	59%	61%
60 days	9%	12%
90 days	5%	7%
120+	27%	20%

EMSA Western Division

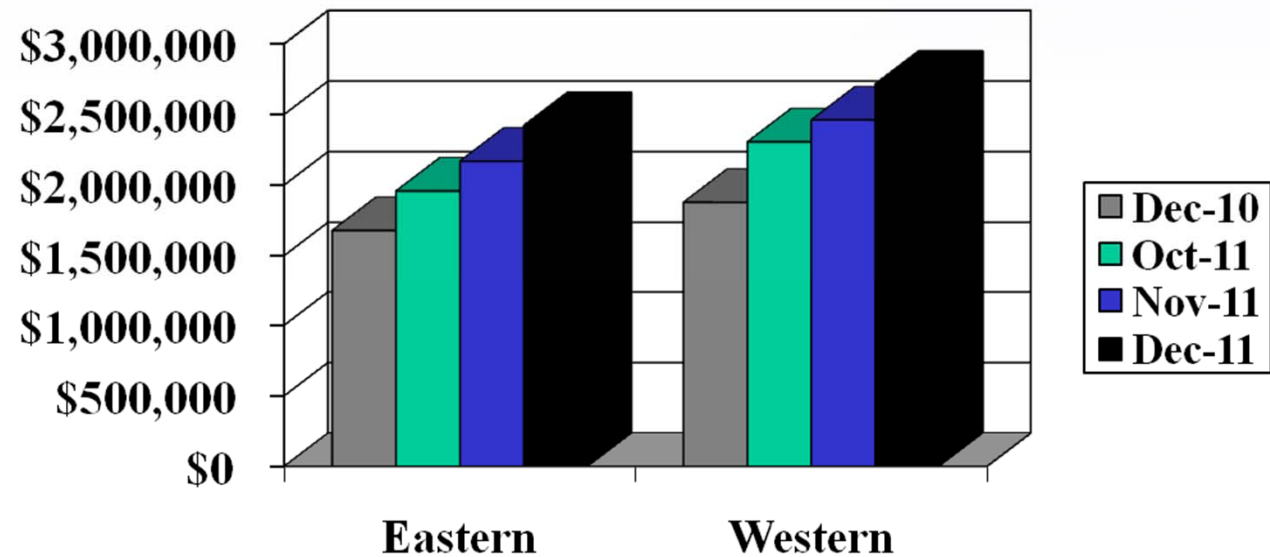
Accounts Receivable Aging



	Dec-11	Dec-10
Current	36%	36%
30 days	<u>22%</u>	<u>26%</u>
Subtotal	58%	62%
60 days	10%	13%
90 days	7%	6%
120+	25%	19%

EMSA

Past Due Accounts Receivable



EMSA Eastern Division

Cash Receipts/Disbursements



	Actual	Budget	Difference
Beg. cash	\$5,600	\$5,600	
Receipts	14,600	14,000	600
Oper. exp. /chg in WC	(12,500)	(12,700)	(200)
Cap. exp.	<u>(2,600)</u>	<u>(1,800)</u>	<u>(800)</u>
Cash from Operations	<u>5,100</u>	<u>5,100</u>	<u>100</u>
Capital Contribution	<u>200</u>	<u>200</u>	<u>(100)</u>
Ending cash	<u><u>\$5,300</u></u>	<u><u>\$5,300</u></u>	<u><u>(\$0)</u></u>

EMSA Western Division

Cash Receipts/Disbursements



	Actual	Budget	Difference
Beg. cash	(\$200)	(\$200)	
Receipts-revenue	12,600	13,000	(400)
Oper. Exp./chgs in WC	(15,100)	(15,700)	600
Cap. Exp.	(2,600)	(1,600)	(1,000)
Debt retirement	<u>0</u>	<u>(100)</u>	<u>100</u>
Cash from Operations	<u>(5,300)</u>	<u>(4,600)</u>	<u>(700)</u>
Capital Contribution	<u>5,800</u>	<u>5,800</u>	<u>0</u>
Ending Cash	<u>\$500</u>	<u>\$1,200</u>	<u>(\$700)</u>

There is no net interdivisional payable/receivable

MEMORANDUM

Date: January 25, 2012

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – December 2011**

Attached you will find financial statements for December 2011. 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 net income of \$171 thousand compared to a budgeted profit of \$103 thousand, and the Western Division had a net loss of \$3,640 thousand compared to a budgeted net loss of \$3,646 thousand.

There is no net interdivisional payable/receivable as of 12/31/11.

Combined Balance Sheets

Following is a discussion of significant assets and liabilities at December 31, 2011, and how the balances have changed from the prior year.

Other Miscellaneous Receivables

This balance represents three months of accrued utility bill receipts. There is a three month lag between the time utility bills are sent out to when the receipts are remitted to EMSA.

Due to Contractor

The due to contractor balance represents our liability to Paramedics Plus for November and December 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 rebate 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 \$554 thousand (1.5%) and Western exceeds budget by \$1,092 thousand (2.8%).

Gross patient service revenue variances are primarily the result of differences between actual and budgeted transports for fiscal 2012. The Eastern Division had 246 more emergency transports than budgeted (.9%); non-emergency transports were 542 less than budget (9.5%). The Western Division emergency transports were more than budget by 967 (2.9%) and non-emergencies were 605 less than budget (35%).

The year-to-date collection rate is 60% for the Eastern Division compared to a budget of 60% and an actual for fiscal 2011 of 69%. The year-to-date collection rate is 57% for the Western Division compared to a budget of 60% and an actual for fiscal 2011 of 69%.

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
Key Financial Indicators
Fiscal Year Ending June 30, 2012

Western Division

	<u>Jul-11</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>									
Emergency	5,918	6,053	5,497	5,725	5,536	5,640	34,369	32,033	33,402
Non-emergency	180	192	160	196	165	216	1,109	1,929	1,714
Total	6,098	6,245	5,657	5,921	5,701	5,856	35,478	33,962	35,116
Unit hours	18,500	18,772	18,272	18,699	18,224	18,821	111,288	107,596	
% of total system hours	53.5%	53.9%	53.7%	55.0%	54.6%	53.6%	54.1%	53.2%	54.0%
<i>% of gross revenue by payor:</i>									
Medicare	43%	42%	42%	42%	43%	44%	43%	44%	
Medicaid	16%	16%	16%	17%	18%	16%	16%	16%	
Private insurance	14%	15%	15%	15%	14%	16%	15%	14%	
Uninsured and other	27%	27%	27%	26%	25%	24%	26%	26%	
	100%	100%	100%	100%	100%	100%	100%	100%	
<i>Collection rate</i>	43.9%	56.0%	48.6%	67.2%	66.5%	61.1%	56.6%	69.3%	60.0%
<i>Net income (loss)</i>	\$ (536,182)	\$ (694,039)	\$ (583,642)	\$ (870,079)	\$ (442,902)	\$ (513,028)	\$ (3,639,872)	\$ (2,525,022)	\$ (3,645,607)
<i>Days in A/R</i>	82.0	80.6	93.9	85.3	83.1	83.6	N/A	83.7	
<i>Past due A/R</i>	\$ 2,268,000	\$ 2,197,000	\$ 2,317,000	\$ 2,305,000	\$ 2,460,000	\$ 2,715,000	N/A	\$ 1,877,000	
<i>Current ratio</i>	0.98	1.05	1.06	1.04	1.13	1.21	N/A	0.97	

EMSA
 Key Financial Indicators
 Fiscal Year Ending June 30, 2012

Eastern Division

	<u>Jul-11</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>									
Emergency	4,966	4,963	4,572	4,847	4,524	4,604	28,476	27,203	28,230
Non-emergency	909	880	904	770	825	868	5,156	5,435	5,698
Total	<u>5,875</u>	<u>5,843</u>	<u>5,476</u>	<u>5,617</u>	<u>5,349</u>	<u>5,472</u>	<u>33,632</u>	<u>32,638</u>	<u>33,928</u>
Unit hours	14,165	14,162	13,911	13,514	13,402	14,376	83,530	83,348	
% of total system hours	46.5%	46.1%	46.3%	45.0%	45.4%	46.4%	45.9%	46.8%	46.0%
<i>Gross revenue by payor:</i>									
Medicare	43%	42%	45%	42%	43%	46%	43%	44%	
Medicaid	17%	18%	18%	18%	17%	15%	17%	17%	
Private insurance	14%	15%	14%	16%	15%	15%	15%	13%	
Uninsured and other	26%	25%	23%	24%	25%	24%	25%	26%	
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
<i>Collection rate</i>	45.8%	60.0%	55.9%	74.4%	68.5%	59.3%	60.2%	69.1%	60.0%
<i>Net income (loss)</i>	\$ (180,121)	\$ 152,246	\$ 33,056	\$ (39,802)	\$ 154,074	\$ 51,100	\$ 170,553	\$ 458,588	\$ 103,238
<i>Days in A/R</i>	75.7	80.1	86.5	77.1	77.4	80.8	N/A	79.6	
<i>Past due A/R</i>	\$ 1,779,000	\$ 1,826,000	\$ 1,842,000	\$ 1,957,000	\$ 2,168,000	\$ 2,421,000	N/A	\$ 1,677,000	
<i>Current ratio</i>	3.54	3.40	6.31	2.58	2.52	2.45	N/A	2.98	

**EMSA Eastern Division
Capital Expenditures Variance
Year Ending June 30, 2012**

Through December

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
<i>2012 Ambulances (nine)</i>			
New units	1,360,000	1,382,732	(22,732)
Support vehicle	30,000		30,000
Bariatric upgrade	20,000		20,000
Miscellaneous	20,000	12,768	7,232
On board equipment:			
Power cots	582,100	485,080	97,020
Lifepack 15's	202,000	151,350	50,650
First responder equipment	203,000	9,790	193,210
Equipment for new units	64,000	94,237	(30,237)
Ventilators	260,000	41,980	218,020
Miscellaneous	28,000	14,000	14,000
CAD and radio equipment:			
Base station upgrade	50,000		50,000
Saber III portables	19,200		19,200
Equipment for new units	78,100	103,285	(25,185)
Clinical computer pads	180,000		180,000
			-
Building expenses:			
Garage	15,000		15,000
Lansing remodel	381,000	275,068	105,932
Miscellaneous	38,000	18,731	19,269
Computer equipment:			
Serverupgrade (network)	40,000	10,612	29,388
Billing/CAD system hardware	10,000		10,000
Web site development	15,000	3,894	11,106
UPS batteries	5,000		5,000
Miscellaneous	50,000	5,762	44,238
TOTAL	3,650,400	2,609,289	1,041,111

**EMSA Western Division
Capital Expenditures Variance
Year Ending June 30, 2012**

Through December

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
<i>2012 Ambulances (ten)</i>			
New units	1,440,000	1,424,620	15,380
Bariatric upgrade	20,000		20,000
Miscellaneous	20,000	75,366	(55,366)
On board equipment:			
Power cots	657,000	547,005	109,995
Lifepack 15's	404,000	302,745	101,255
Equipment for new units	64,000		64,000
Training manikin	8,000		8,000
Miscellaneous	35,000		35,000
CAD and radio equipment:			
Saber III portables	35,000		35,000
Equipment for new units	75,000	98,177	(23,177)
Base station upgrade	40,000	9,000	31,000
Clinical computer pads	150,000		150,000
Radio infrastructure (NG911)	163,000	81,336	81,664
			-
Building expenses:			
Parking lot and grounds	5,000		5,000
Office furniture	10,000	18,969	(8,969)
Miscellaneous	42,000	4,496	37,504
Computer equipment:			
Web site development	15,000	4,607	10,393
UPS batteries	8,000		8,000
Server upgrade	47,000	12,348	34,652
Miscellaneous	50,000	6,715	43,285
TOTAL	3,288,000	2,585,384	702,616

EMSA
Cash Rollforward
Year Ending June 30, 2012

	Eastern Division Actual	Eastern Division Budget	Eastern Division Variance	Western Division Actual	Western Division Budget	Western Division Variance	Combined Actual	Combined Budget	Combined Variance
Balance at June 30, 2010	\$ 5,630,676	\$ 5,630,676	-	(216,785)	(216,785)	-	5,413,891	5,413,891	-
Net revenue collected	11,580,681	11,645,000	(64,319)	12,402,836	12,855,000	(452,164)	23,983,517	24,500,000	(516,483)
Utility bill receipts	2,973,072	2,400,000	573,072				2,973,072	2,400,000	573,072
TotalCare proceeds	17,968	-	17,968	178,075	215,000	(36,925)	196,043	215,000	(18,957)
Payment to contractor	(9,401,476)	(10,080,000)	678,524	(12,455,304)	(12,861,000)	405,696	(21,856,780)	(22,941,000)	1,084,220
Operating expenses/changes in WC	(3,093,754)	(2,667,000)	(426,754)	(2,645,315)	(2,770,000)	124,685	(5,739,069)	(5,437,000)	(302,069)
Capital expenditures	(2,609,289)	(1,825,000)	(784,289)	(2,585,384)	(1,644,000)	(941,384)	(5,194,673)	(3,469,000)	(1,725,673)
Net debt proceeds/(reduction)			-		(139,000)	139,000	-	(139,000)	139,000
Interest/other income	5,195	-	5,195	172		172	5,367	-	5,367
Other	176,380 (2)	246,000	(69,620)	5,778,661 (1)	5,778,661	-	5,955,041	6,024,661	(69,620)
Balance at December 31, 2011	<u>5,279,453</u>	<u>5,349,676</u>	<u>(70,223)</u>	<u>456,956</u>	<u>1,217,876</u>	<u>(760,920)</u>	<u>5,736,409</u>	<u>6,567,552</u>	<u>(831,143)</u>

(1) 26,997 - '11 Other Western Subsidy (2) 176,380 - '12 Other Eastern Subsidy

498,222 - '12 Edmond Subsidy
453,866 - '12 Other Western Subsidy
4,799,576- '12 Oklahoma City Subsidy
5,778,661

West - Cash 843,300
A/P (386,344)

Net 456,956

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

EMSA
Statement of Cash Flows
Six Months Ended 12/31/11

Eastern Division

Net Income (loss)		170,552
Add: Depreciation	1,197,498	
Increase in allowance for doubtful accounts	1,079,000	
Increase in deferred revenue	990,569	<u>3,267,067</u>
Changes in working capital:		
Increase in patient receivables	(1,484,256)	
Decrease in other receivables	677,733	
Decrease in other assets	192,857	
Increase in accounts payable	751,997	
Decrease in accrued liabilities	(43,245)	<u>95,086</u>
Net Property Additions:		(1,969,475)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		156,038
Change in cash and cash equivalents:		<u>1,719,268</u>
Cash balance @6/30/11		3,173,841
Cash balance @12/31/11		4,893,109
Change in cash		<u>1,719,268</u>

EMSA
Statement of Cash Flows
Six Months Ended 12/31/11

Western Division

Net income (loss)		(3,639,872)
Add: Depreciation	1,009,500	
Increase in allowance for doubtful accounts	2,534,000	
Increase in deferred revenue	1,359,705	<u>4,903,205</u>
Changes in working capital:		
Increase in patient receivables	(3,034,969)	
Decrease in other receivables	2,193	
Increase in other assets	(325,903)	
Decrease in accounts payable	(3,302,613)	
Decrease in accrued liabilities	(35,403)	<u>(6,696,695)</u>
Net Property (Additions)/Dispositions		(1,742,048)
Debt Service/Loan proceeds		-
Contributed Capital		5,778,661
Change in cash and cash equivalents:		<u>(1,396,749)</u>
Cash balance @6/30/11		2,240,050
Cash balance @12/31/11		843,301
Change in cash		<u>(1,396,749)</u>

EMSA
EMSA Combined
For the Six Months Ending December 31, 2011

	2012	2011
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$149,033.61)	\$534,539.97
Petty cash	1,200.00	1,700.00
Invested cash	5,884,243.20	6,194,847.27
	5,736,409.59	6,731,087.24
Patient accounts receivable:		
Patient accounts receivable	19,836,105.97	19,014,703.22
Receivables in collection	27,675,999.68	19,268,999.68
	47,512,105.65	38,283,702.90
Less allowance for contractual allowances and bad debts	34,190,291.00	26,559,291.00
Net patient accounts receivable	13,321,814.65	11,724,411.90
Other receivables:		
Due from contractor	383,806.65	329,180.12
Due from collection agency	16,092.08	27,766.37
Other miscellaneous receivables	1,636,852.99	1,240,120.12
	2,036,751.72	1,597,066.61
Other current assets:		
Prepaid assets	369,583.51	490,994.53
Other, principally funds held by trustee	22,596.91	(24,683.85)
	392,180.42	466,310.68
Total current assets	21,487,156.38	20,518,876.43
Property and equipment:		
Communication equipment	5,601,647.42	5,026,601.57
Buildings and leasehold improvements	3,433,230.62	3,346,201.18
Ambulances	6,930,446.53	4,360,860.73
Data processing equipment	7,091,601.65	6,495,488.80
On-board equipment	5,189,593.04	3,931,142.73
Office furniture and equipment	1,029,128.51	980,299.36
Miscellaneous other equipment	1,096,255.48	875,669.44
Land	64,200.00	64,200.00
Transportation equipment	385,027.24	339,027.24
Prepaid assets	3,713,239.83	3,344,310.06
Capital Lease	739,910.29	739,910.29
	35,274,280.61	29,503,711.40
Less accumulated depreciation	19,670,051.11	16,570,147.89
Net property and equipment	15,604,229.50	12,933,563.51
Other assets		
	12,960.00	14,676.67
Total assets	37,104,345.88	33,467,116.61

EMSA
EMSA Combined
For the Six Months Ending December 31, 2011

	2012	2011
Liabilities and Division Capital		
Current liabilities:		
Accounts payable and accrued liabilities	\$623,353.28	\$1,729,945.45
Due to contractor	8,104,177.50	8,137,843.54
Due to Quality Assurance Fund	62,100.62	80,558.56
Accrued retirement	129,315.88	119,461.10
Accrued salaries and wages	220,271.37	235,316.94
Current installments of long-term debt	620,000.00	760,000.00
Accrued interest payable	14.61	60.33
Deferred revenue	2,820,985.50	2,349,824.68
Total current liabilities	12,580,218.76	13,413,010.60
Other liabilities	21,752.22	21,752.22
Total liabilities	12,601,970.98	13,434,762.82
Division capital:		
Contributed capital	47,949,884.85	38,062,394.25
Retained earnings (deficit)	(19,978,190.64)	(15,963,608.60)
Current year earnings (loss)	(3,469,319.31)	(2,066,431.86)
Total division capital	24,502,374.90	20,032,353.79
Total liabilities & division capital	37,104,345.88	33,467,116.61

EMSA
EMSA Combined
For the Six Months Ending December 31, 2011

	Month of December			For the 6 Months Ended December		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$11,157,300.00	\$11,210,833.33	-0.48%	\$69,124,000.00	\$67,264,999.98	2.76%
Non-emergency base rate	401,531.78	436,242.00	-7.96%	2,325,535.76	2,617,452.00	-11.15%
Mileage	629,604.00	652,516.50	-3.51%	3,847,617.00	3,915,099.00	-1.72%
Special events	10,361.25	19,041.67	-45.59%	106,577.50	114,250.02	-6.72%
Subscription membership	24,418.03	25,750.00	-5.17%	117,716.78	154,500.00	-23.81%
Other revenue	437,780.51	400,500.00	9.31%	2,593,692.50	2,403,000.00	7.94%
	<u>12,660,995.57</u>	<u>12,744,883.50</u>	<u>-0.66%</u>	<u>78,115,139.54</u>	<u>76,469,301.00</u>	<u>2.15%</u>
Deductions from revenue:						
Contractual allowances and bad debts	8,114,359.19	8,228,000.00	1.38%	50,169,547.67	49,368,000.00	-1.62%
Collection fees and expenses	67,172.40	47,916.67	-40.19%	413,862.90	287,500.02	-43.95%
	<u>8,181,531.59</u>	<u>8,275,916.67</u>	<u>1.14%</u>	<u>50,583,410.57</u>	<u>49,655,500.02</u>	<u>-1.87%</u>
Net patient service revenue	<u>4,479,463.98</u>	<u>4,468,966.83</u>	<u>0.23%</u>	<u>27,531,728.97</u>	<u>26,813,800.98</u>	<u>2.68%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	3,720,404.37	3,792,500.00	1.90%	23,352,675.38	22,755,000.00	-2.63%
Employee compensation & benefits	259,249.72	257,943.58	-0.51%	1,552,450.20	1,547,661.48	-0.31%
Medical supplies	106,264.35	117,125.00	9.27%	679,401.78	702,750.00	3.32%
Building rent, utilities and maintenance	68,061.99	76,258.33	10.75%	441,096.94	457,549.98	3.60%
Equipment maintenance	96,873.32	106,833.33	9.32%	685,008.36	640,999.98	-6.87%
TotalCare campaign	2,938.58	4,916.67	40.23%	16,657.28	29,500.02	43.53%
Quality assurance fees	61,791.67	61,791.67	0.00%	370,750.02	370,750.02	0.00%
Telephone	59,334.97	67,666.67	12.31%	382,561.94	406,000.02	5.77%
Professional services	15,289.50	17,549.99	12.88%	153,902.39	105,299.94	-46.16%
Miscellaneous supplies	28,302.99	26,250.00	-7.82%	174,436.53	157,500.00	-10.75%
Postage and courier service	2,272.49	7,550.00	69.90%	36,433.82	45,300.00	19.57%
Equipment lease	12,010.66	9,566.68	-25.55%	53,988.36	57,400.08	5.94%
Other fees and expenses	112,213.06	110,458.33	-1.59%	677,014.48	662,749.98	-2.15%
Community relations	9,900.00	8,699.99	-13.79%	62,124.98	52,199.94	-19.01%
Office supplies	3,788.20	4,291.66	11.73%	22,034.64	25,749.96	14.43%
Insurance	10,709.20	10,751.52	0.39%	67,135.93	64,509.12	-4.07%
Travel, meals, and training	2,149.58	8,624.99	75.08%	54,806.12	51,749.94	-5.91%
	<u>4,571,554.65</u>	<u>4,688,778.41</u>	<u>2.50%</u>	<u>28,782,479.15</u>	<u>28,132,670.46</u>	<u>-2.31%</u>
Operating inc. (loss) before depr.	<u>(92,090.67)</u>	<u>(219,811.58)</u>	<u>58.10%</u>	<u>(1,250,750.18)</u>	<u>(1,318,869.48)</u>	<u>5.16%</u>
Depreciation	<u>367,833.00</u>	<u>367,833.33</u>	<u>0.00%</u>	<u>2,206,998.00</u>	<u>2,206,999.98</u>	<u>0.00%</u>
Operating income (loss)	<u>(459,923.67)</u>	<u>(587,644.91)</u>	<u>21.73%</u>	<u>(3,457,748.18)</u>	<u>(3,525,869.46)</u>	<u>1.93%</u>
Nonoperating expense:						
Interest expense	<u>2,841.66</u>	<u>3,166.67</u>	<u>10.26%</u>	<u>20,693.09</u>	<u>19,000.02</u>	<u>-8.91%</u>

EMSA
EMSA Combined
For the Six Months Ending December 31, 2011

	Month of December			For the 6 Months Ended December		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,841.66</u>	<u>\$3,166.67</u>	<u>10.26%</u>	<u>\$20,693.09</u>	<u>\$19,000.02</u>	<u>-8.91%</u>
Nonoperating income - interest income	<u>837.44</u>	<u>416.67</u>	<u>100.98%</u>	<u>9,121.96</u>	<u>2,500.02</u>	<u>264.88%</u>
Net income (loss)	<u><u>(461,927.89)</u></u>	<u><u>(590,394.91)</u></u>	<u><u>21.76%</u></u>	<u><u>(3,469,319.31)</u></u>	<u><u>(3,542,369.46)</u></u>	<u><u>2.06%</u></u>

EMSA
EMSA Eastern Division
For the Six Months Ending December 31, 2011

	Month of December			For the 6 Months Ended December		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$5,029,200.00	\$5,133,333.33	-2.03%	\$31,395,100.00	\$30,799,999.98	1.93%
Non-emergency base rate	296,143.06	324,875.00	-8.84%	1,813,227.24	1,949,250.00	-6.98%
Mileage	296,847.00	319,002.00	-6.95%	1,832,598.00	1,914,012.00	-4.25%
Special events	3,931.25	7,791.67	-49.55%	47,703.75	46,750.02	2.04%
Subscription membership	7,471.66	7,833.33	-4.62%	42,271.02	46,999.98	-10.06%
Other revenue	424,602.52	400,000.00	6.15%	2,580,192.01	2,400,000.00	7.51%
	<u>6,058,195.49</u>	<u>6,192,835.33</u>	<u>-2.17%</u>	<u>37,711,092.02</u>	<u>37,157,011.98</u>	<u>1.49%</u>
Deductions from revenue:						
Contractual allowances and bad debts	3,716,933.52	3,850,000.00	3.46%	23,146,241.62	23,100,000.00	-0.20%
Collection fees and expenses	31,445.67	16,666.67	-88.67%	205,395.82	100,000.02	-105.40%
	<u>3,748,379.19</u>	<u>3,866,666.67</u>	<u>3.06%</u>	<u>23,351,637.44</u>	<u>23,200,000.02</u>	<u>-0.65%</u>
Net patient service revenue	<u>2,309,816.30</u>	<u>2,326,168.66</u>	<u>-0.70%</u>	<u>14,359,454.58</u>	<u>13,957,011.96</u>	<u>2.88%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	1,630,270.34	1,666,666.67	2.18%	10,221,701.50	10,000,000.02	-2.22%
Employee compensation & benefits	122,170.29	118,654.00	-2.96%	728,683.40	711,924.00	-2.35%
Medical supplies	60,984.74	70,108.34	13.01%	422,881.64	420,650.04	-0.53%
Building rent, utilities and maintenance	16,252.98	22,608.32	28.11%	137,929.67	135,649.92	-1.68%
Equipment maintenance	46,735.03	50,333.33	7.15%	320,442.51	301,999.98	-6.11%
TotalCare campaign	1,143.12	2,000.00	42.84%	7,061.00	12,000.00	41.16%
Quality assurance fees	29,725.00	29,725.00	0.00%	178,350.00	178,350.00	0.00%
Telephone	26,073.03	28,166.67	7.43%	179,381.82	169,000.02	-6.14%
Professional services	7,300.46	8,249.99	11.51%	72,598.68	49,499.94	-46.66%
Miscellaneous supplies	13,306.43	12,208.33	-8.99%	79,708.62	73,249.98	-8.82%
Postage and courier service	1,017.94	3,166.67	67.85%	16,750.40	19,000.02	11.84%
Equipment lease	3,454.91	2,233.34	-54.70%	15,384.92	13,400.04	-14.81%
Other fees and expenses	87,672.87	79,125.00	-10.80%	514,786.53	474,750.00	-8.43%
Community relations	5,806.48	4,991.66	-16.32%	33,641.83	29,949.96	-12.33%
Office supplies	1,714.21	1,916.66	10.56%	10,058.05	11,499.96	12.54%
Insurance	5,697.97	5,725.09	0.47%	36,052.95	34,350.54	-4.96%
Travel, meals, and training	608.59	3,916.67	84.46%	24,689.07	23,500.02	-5.06%
	<u>2,059,934.39</u>	<u>2,109,795.74</u>	<u>2.36%</u>	<u>13,000,102.59</u>	<u>12,658,774.44</u>	<u>-2.70%</u>
Operating inc. (loss) before depr.	249,881.91	216,372.92	15.49%	1,359,351.99	1,298,237.52	4.71%
Depreciation	<u>199,583.00</u>	<u>199,583.33</u>	<u>0.00%</u>	<u>1,197,498.00</u>	<u>1,197,499.98</u>	<u>0.00%</u>
Operating income (loss)	<u>50,298.91</u>	<u>16,789.59</u>	<u>199.58%</u>	<u>161,853.99</u>	<u>100,737.54</u>	<u>60.67%</u>
Nonoperating expense:						

EMSA
 EMSA Eastern Division
 For the Six Months Ending December 31, 2011

	Month of December			For the 6 Months Ended December		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating income - interest income	\$801.35	\$416.67	92.32%	\$8,698.29	\$2,500.02	247.93%
Net income (loss)	<u>51,100.26</u>	<u>17,206.26</u>	<u>-196.99%</u>	<u>170,552.28</u>	<u>103,237.56</u>	<u>-65.20%</u>

EMSA Western
EMSA Western Division
For the Six Months Ending December 31, 2011

	Month of December			For the 6 Months Ended December		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$6,128,100.00	\$6,077,500.00	0.83%	\$37,728,900.00	\$36,465,000.00	3.47%
Non-emergency base rate	105,388.72	111,367.00	-5.37%	512,308.52	668,202.00	-23.33%
Mileage	332,757.00	333,514.50	-0.23%	2,015,019.00	2,001,087.00	0.70%
Special events	6,430.00	11,250.00	-42.84%	58,873.75	67,500.00	-12.78%
Subscription membership	16,946.37	17,916.67	-5.42%	75,445.76	107,500.02	-29.82%
Other revenue	13,177.99	500.00	2535.60%	13,500.49	3,000.00	350.02%
	<u>6,602,800.08</u>	<u>6,552,048.17</u>	<u>0.77%</u>	<u>40,404,047.52</u>	<u>39,312,289.02</u>	<u>2.78%</u>
Deductions from revenue:						
Contractual allowances and bad debts	4,397,425.67	4,378,000.00	-0.44%	27,023,306.05	26,268,000.00	-2.88%
Collection fees and expenses	35,726.73	31,250.00	-14.33%	208,467.08	187,500.00	-11.18%
	<u>4,433,152.40</u>	<u>4,409,250.00</u>	<u>-0.54%</u>	<u>27,231,773.13</u>	<u>26,455,500.00</u>	<u>-2.93%</u>
Net patient service revenue	<u>2,169,647.68</u>	<u>2,142,798.17</u>	<u>1.25%</u>	<u>13,172,274.39</u>	<u>12,856,789.02</u>	<u>2.45%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	2,090,134.03	2,125,833.33	1.68%	13,130,973.88	12,754,999.98	-2.95%
Employee compensation & benefits	137,079.43	139,289.58	1.59%	823,766.80	835,737.48	1.43%
Medical supplies	45,279.61	47,016.66	3.69%	256,520.14	282,099.96	9.07%
Building rent, utilities and maintenance	51,809.01	53,650.01	3.43%	303,167.27	321,900.06	5.82%
Equipment maintenance	50,138.29	56,500.00	11.26%	364,565.85	339,000.00	-7.54%
TotalCare campaign	1,795.46	2,916.67	38.44%	9,596.28	17,500.02	45.16%
Quality assurance fees	32,066.67	32,066.67	0.00%	192,400.02	192,400.02	0.00%
Telephone	33,261.94	39,500.00	15.79%	203,180.12	237,000.00	14.27%
Professional services	7,989.04	9,300.00	14.10%	81,303.71	55,800.00	-45.71%
Miscellaneous supplies	14,996.56	14,041.67	-6.80%	94,727.91	84,250.02	-12.44%
Postage and courier service	1,254.55	4,383.33	71.38%	19,683.42	26,299.98	25.16%
Equipment lease	8,555.75	7,333.34	-16.67%	38,603.44	44,000.04	12.26%
Other fees and expenses	24,540.19	31,333.33	21.68%	162,227.95	187,999.98	13.71%
Community relations	4,093.52	3,708.33	-10.39%	28,483.15	22,249.98	-28.01%
Office supplies	2,073.99	2,375.00	12.67%	11,976.59	14,250.00	15.95%
Insurance	5,011.23	5,026.43	0.30%	31,082.98	30,158.58	-3.07%
Travel, meals, and training	1,540.99	4,708.32	67.27%	30,117.05	28,249.92	-6.61%
	<u>2,511,620.26</u>	<u>2,578,982.67</u>	<u>2.61%</u>	<u>15,782,376.56</u>	<u>15,473,896.02</u>	<u>-1.99%</u>
Operating inc. (loss) before depr.	<u>(341,972.58)</u>	<u>(436,184.50)</u>	<u>21.60%</u>	<u>(2,610,102.17)</u>	<u>(2,617,107.00)</u>	<u>0.27%</u>
Depreciation	<u>168,250.00</u>	<u>168,250.00</u>	<u>0.00%</u>	<u>1,009,500.00</u>	<u>1,009,500.00</u>	<u>0.00%</u>
Operating income (loss)	<u>(510,222.58)</u>	<u>(604,434.50)</u>	<u>15.59%</u>	<u>(3,619,602.17)</u>	<u>(3,626,607.00)</u>	<u>0.19%</u>
Nonoperating expense:						
Interest expense	2,841.66	3,166.67	10.26%	20,693.09	19,000.02	-8.91%

EMSA Western
 EMSA Western Division
 For the Six Months Ending December 31, 2011

	Month of December			For the 6 Months Ended December		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,841.66</u>	<u>\$3,166.67</u>	<u>10.26%</u>	<u>\$20,693.09</u>	<u>\$19,000.02</u>	<u>-8.91%</u>
Nonoperating income - interest income	<u>36.09</u>		<u>0.00%</u>	<u>423.67</u>		<u>0.00%</u>
Net income (loss)	<u><u>(513,028.15)</u></u>	<u><u>(607,601.17)</u></u>	<u><u>15.56%</u></u>	<u><u>(3,639,871.59)</u></u>	<u><u>(3,645,607.02)</u></u>	<u><u>0.16%</u></u>

EMSA

Expenditures Greater Than \$10,000

<u>Date</u>	<u>Amount</u>	<u>Check #</u>	<u>To</u>	<u>Description</u>	<u>East</u>	<u>West</u>	<u>P+</u>	<u>MCB</u>
12/1/2011	\$206,416.70	68731	Stryker	Dec Installment On Cot Purchase	\$97,015.84	\$109,400.86		
12/6/2011	\$13,613.23	68741	Zoll	Rescue Net Maintenance 1yr	\$6,299.01	\$7,314.22		
12/6/2011	\$11,599.31	68745	Att	Monthly Phone	\$5,367.13	\$6,232.18		
12/6/2011	\$15,816.98	68746	Att	Monthly Phone	\$4,418.15	\$11,398.83		
12/6/2011	\$14,865.00	68767	Log Me In	Yearly Software Maintenance	\$6,878.22	\$7,986.78		
12/6/2011	\$23,300.00	68769	McGladrey	Year End Audit Final Bill	\$10,487.83	\$12,812.17		
12/6/2011	\$41,452.26	68783	Trigon	Corporate Remodel	\$41,452.26			
12/15/2012	\$12,533.92	68802	Howard Parts Distibution	New Engine		\$12,533.92		
12/15/2012	\$10,898.20	68802	Scott Rice	Office Furniture		\$10,898.20		
12/15/2011	\$27,230.67	68806	OU Med Board Of Regents	Medical Directors Monthly Bill				\$27,230.67
12/15/2011	\$186,176.73	68821	GoGas	Fuel for Units			\$186,176.70	
12/15/2011	\$63,176.98	68835	Presidio	1yr Maintenance Smartnet	\$29,232.79	\$33,944.19		
12/15/2011	\$34,744.66	68840	Stryker	Power Cots	\$34,744.66			
12/15/2011	\$12,768.27	68843	United Ford	New Engine	\$12,768.27			
12/15/2011	\$12,526.00	68844	Voice Productions	1yr Support	\$5,689.28	\$6,836.72		
12/15/2011	\$16,004.70	68845	Verizon	Monthly Phone	\$4,408.72	\$5,475.67	\$5,859.45	\$260.86
12/20/2011	\$32,529.14	68854	Roper Mobile	MDTs New Units	\$16,264.57	\$16,264.57		
12/26/2011	\$151,365.45	68866	Physio	Quartly Payment on LP15 Purchase	\$50,450.10	\$100,915.35		
12/29/2011	\$23,874.03	68896	BD Eddie	OKC Rent - Classen		\$23,874.03		