

# EMSA

Budget for Year Ending  
June 30, 2013



# Assumptions

Year Ending June 30, 2013

- Emergency and non-emergency transport volume are increased 2% over estimated 2012 actuals
- Payer and service mix approximates 2012 actuals
- Reduction in TotalCare revenue consistent with recent trends and the effects of the utility bill in the Eastern Division and Western Division



# Assumptions

Year Ending June 30, 2013

- Joint costs allocated on the basis of unit hours, resulting in 46/54 split between East and West
- Base emergency transport rates increased from \$1100 to \$1300 in the East and West
- In the East, utility bill revenue reflects 110,000 water taps at \$3.64 per month per tap



# Budget vs. Actual Comparisons

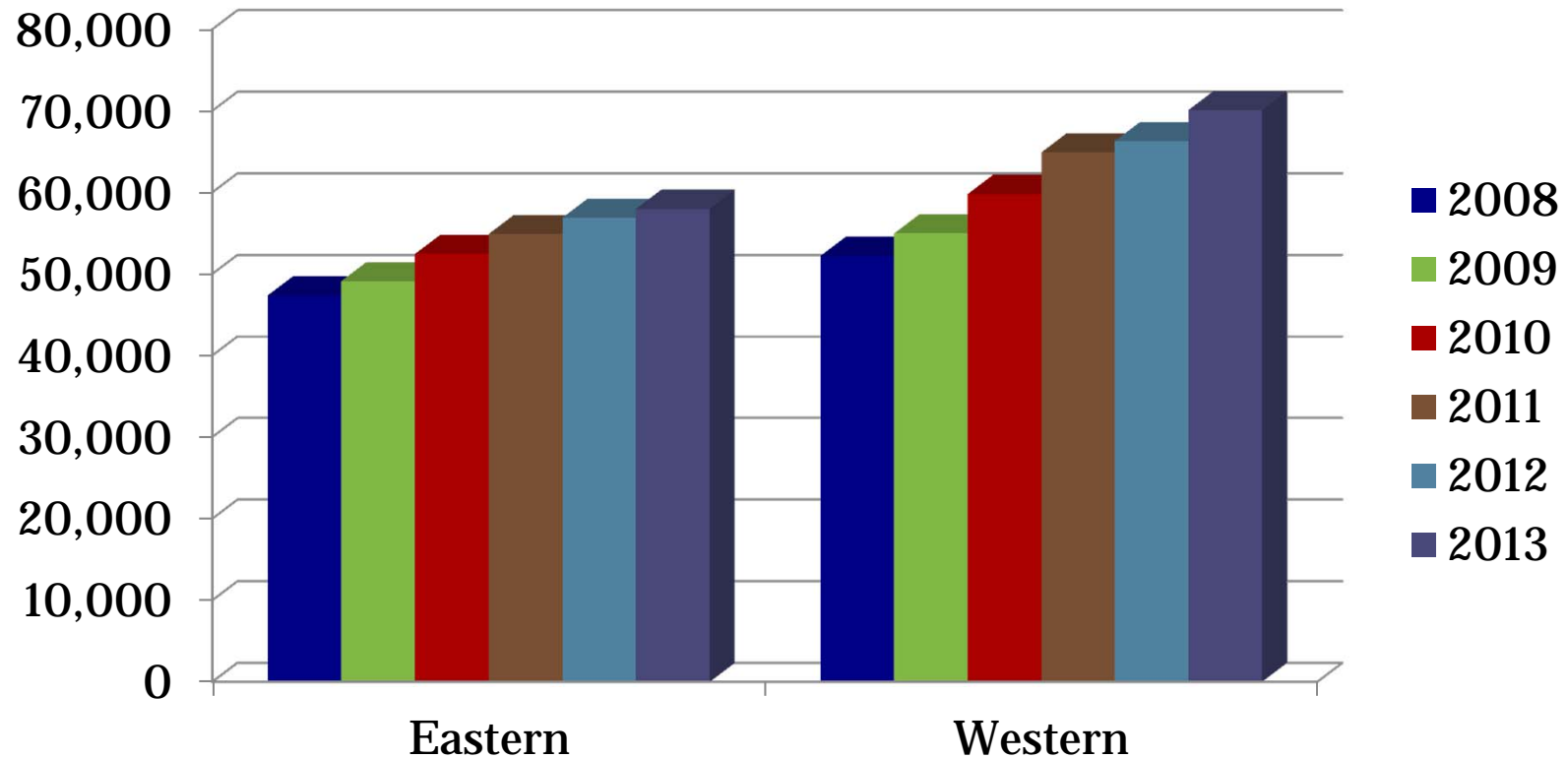
- Collection rate for East: 48% vs. 59% for 2012
- Collection rate for West: 46% vs. 58% for 2012
- Ambulance revenue increases over 2012 as transport volumes are increased 2%



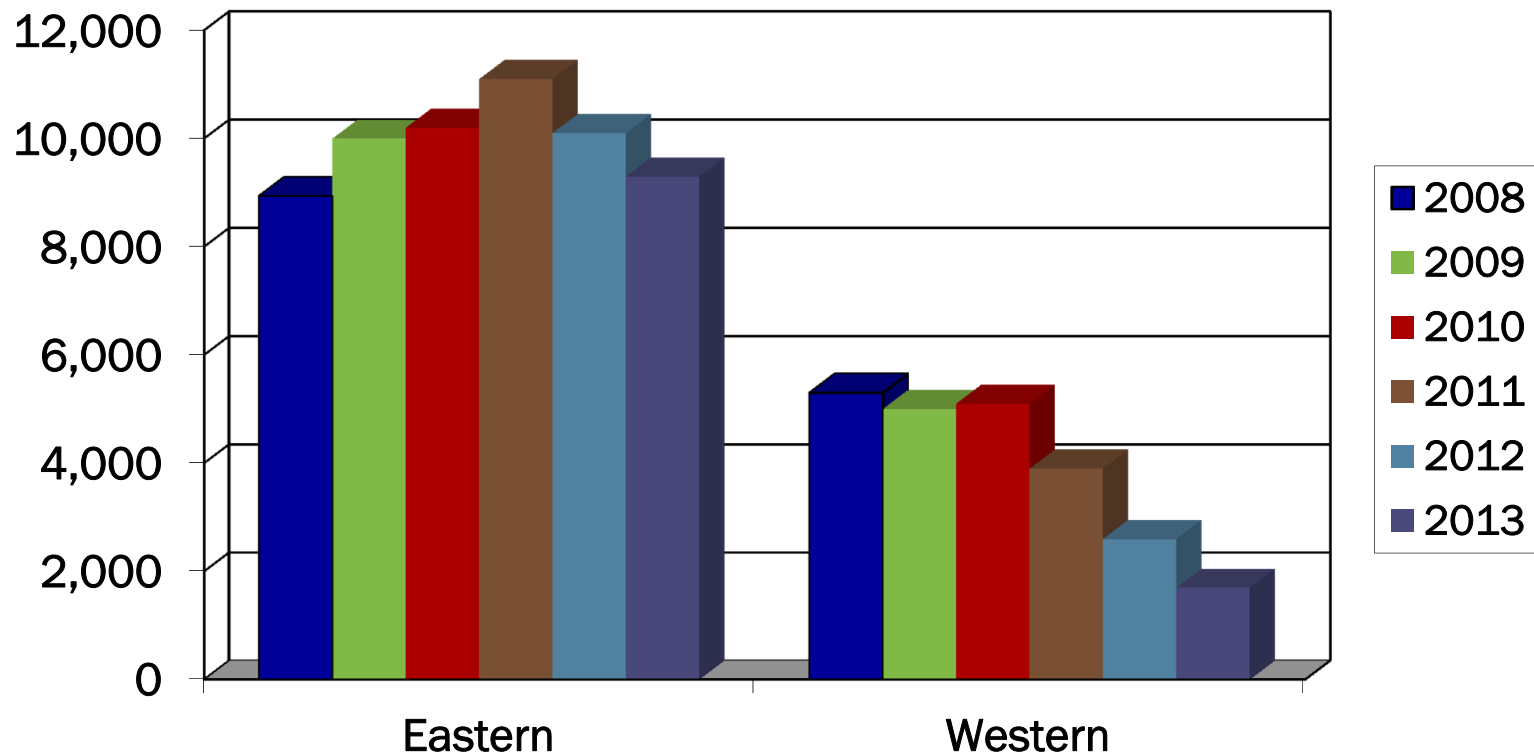
# Budget vs. Actual Comparisons

- \$3 million (6.4%) increase in contractor cost due to an increase in volume and an increase in the contractual rate
- \$468 thousand (4%) increase in other operating expenses due primarily to a \$300 thousand increase in the community relations budget due to costs associated with improving communication with utility bill members and increasing the understanding of members with the specifics of the program.

# Emergency Transports



# Non-emergency Transports



# Patient Service Revenue

## Eastern Division

	2013	2012
Patient service revenue	\$87,465	75,747
Deductions from revenue	(59,000)	(47,006)
Net patient service revenue	28,465	28,741

\$ in thousands



# Expense & Net Income Summary

## Eastern Division

	2013	2012
Operating expenses	\$27,661	26,083
Depreciation	2,154	2,389
Non-operating expenses (income)	60	(15)
Net income (loss)	(1,410)	284

\$ in thousands

# Patient Service Revenue

## Western Division

	2013	2012
Patient service revenue	\$96,206	81,309
Deductions from revenue	(70,000)	(55,553)
Net patient service revenue	26,206	25,756

\$ in thousands

# Expense & Net Income Summary

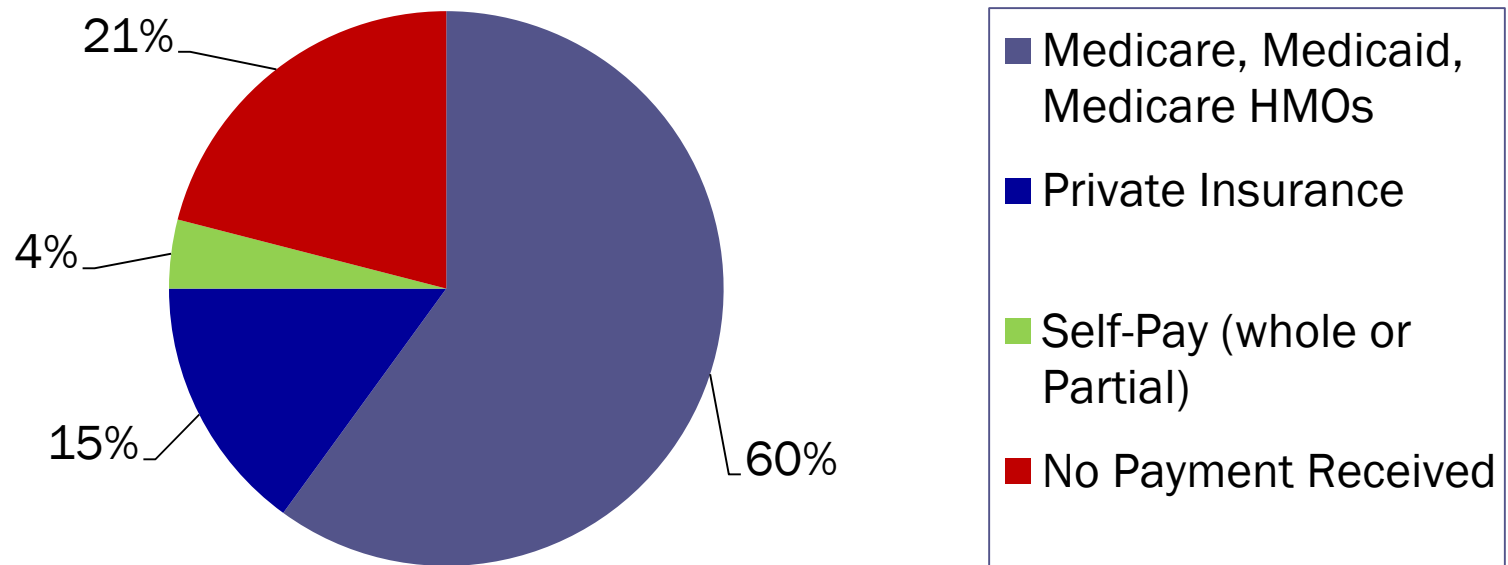
## Western Division

	2013	2012
Operating expenses	\$33,457	31,597
Depreciation	1,883	2,014
Non-operating expenses (income)	26	39
Net income (loss)	(9,160)	(7,892)

\$ in thousands

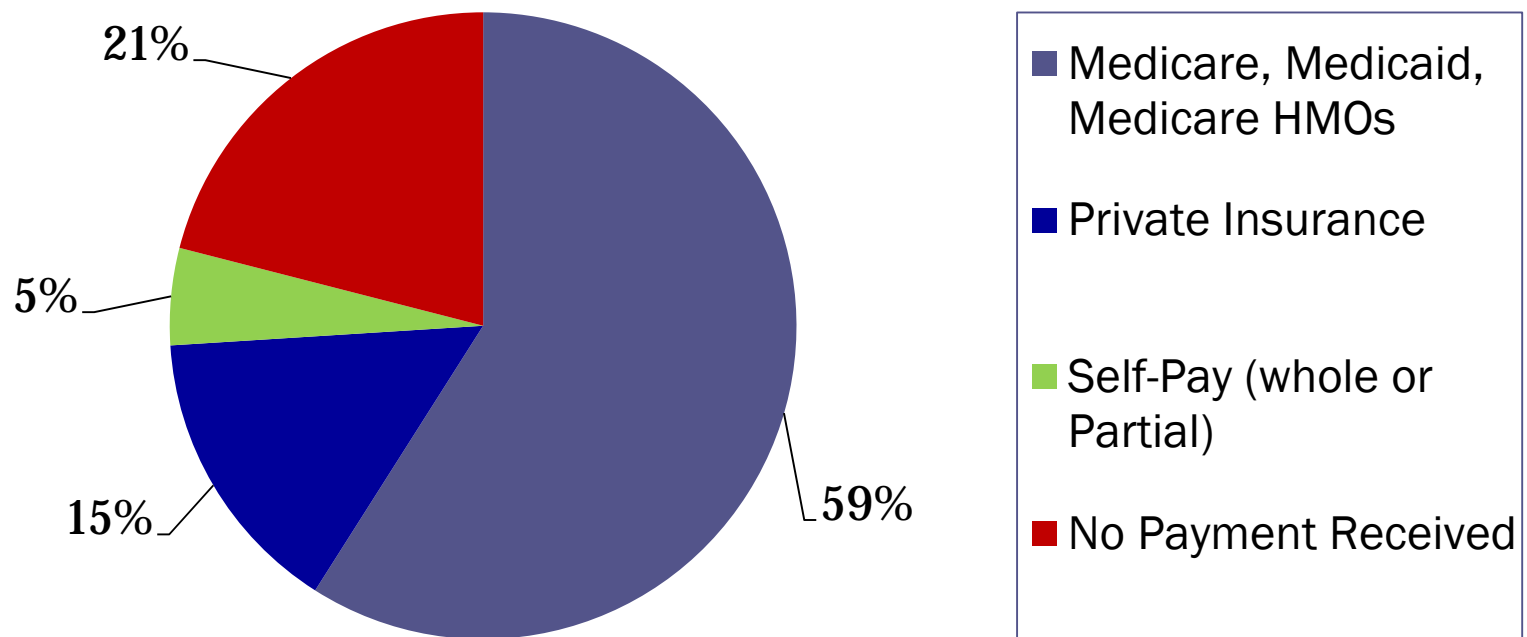
# Payer Mix

## Current & Assumption, Eastern Division



# Payer Mix

## Current & Assumption, Western Division



# Assumptions

## 2013 through 2017

- Transports will increase 2% annually
- No change in payer or service mix
- Emergency rate increases to \$1300 in 2013 for both divisions
- Non-contractual operating expenses will increase 3% per year
- Joint costs split 46/54 between East and West
- The East forecast includes \$1,750,000 of First Responder capital/supply costs and \$3,435,000 of First Responder related personnel costs
- West will subsidize the projected cash deficits

# Cash Projections

## Eastern Division

	2013	2014	2015	2016	2017
Increase (decrease) for the year	12	359	76	(1,655)	(2,627)
Cash Balance	2,812	3,171	3,247	1,592	(1,036)

\$ in thousands

# Cash Projections

## Western Division

	2013	2014	2015	2016	2017
Increase (decrease) for the year	\$(8,560)	(9,835)	(10,202)	(11,235)	(12,544)
Cushion	750	750			
Total	(9,310)	(10,585)	(10,202)	(11,235)	(12,544)

\$ in thousands