

EMSA- Consolidated Income Statement Compared to Budget

	<u>Oct-2019</u>			<u>Year to date as of Oct-2019</u>		
	<u>Actuals</u>	<u>Budget 2020</u>	<u>Variance</u>	<u>Actuals</u>	<u>Budget 2020</u>	<u>Variance</u>
Revenue						
Net Patient Revenue						
Patient Revenue	18,413,354	17,870,659	542,695	74,423,636	70,906,164	3,517,472
Contractuals & Deductions	-11,758,196	-12,729,899	971,703	-50,707,549	-50,570,854	-136,695
Total Net Patient Revenue	6,655,158	5,140,761	1,514,397	23,716,087	20,335,310	3,380,777 <i>See Financial Summary</i>
Realization Rate				31.9%	28.7%	
Other Operating Revenue	1,225,944	913,409	312,535	4,150,481	4,047,036	103,445
Total Revenue	7,881,101	6,054,170	1,826,932	27,866,568	24,382,346	3,484,222
Expense						
Salary & Wages	401,705	296,209	-105,496	1,823,639	1,209,440	-614,199 <i>Note 1, Note 2</i>
Benefits	85,853	103,891	18,038	449,582	409,766	-39,816
Professional & Contracted Services	5,096,493	5,003,519	-92,973	20,525,726	19,754,417	-771,309 <i>See Financial Summary</i>
Training & Development	3,489	9,061	5,572	20,559	36,243	15,684
Supplies	24,231	32,897	8,666	136,412	131,391	-5,021
Repairs & Maintenance	193,067	109,041	-84,026	582,846	439,316	-143,530 <i>See Financial Summary</i>
Utilities	175,493	119,345	-56,148	515,331	495,684	-19,647
Rent	43,217	42,955	-262	191,647	175,993	-15,654
Insurance	15,062	20,812	5,750	72,501	83,245	10,744
Public Relations	23,754	12,043	-11,711	79,635	56,523	-23,112
Other Expenses	226,766	107,261	-119,505	604,967	429,549	-175,418 <i>See Financial Summary</i>
Total Expense	6,289,130	5,857,034	-432,095	25,002,844	23,221,567	-1,781,278
Non-Operating Income	6,490	10,750	17,240	27,868	43,000	70,868
Non-Operating Expenses	336,249	340,915	4,666	1,331,787	1,350,450	-15,957
Net Income	1,262,213	-133,030	1,395,243	1,559,805	-146,671	1,706,476
Net Income %	16.0%	-2.2%		5.6%	-0.6%	
EBITDA	1,591,972	197,135	1,394,837	2,863,723	1,160,779	1,702,945
EBITDA %	20.2%	3.3%		10.3%	4.8%	

**Grant expenditures are included in the above numbers

Note 1: Expenses for FY20 include grant expenditures- \$84K in salaries and wages in Oct. for TrEC grant and \$34K a month for RMRS.

Note 2: 3 pay periods in August. Switched to bi-weekly from sem-monthly January 19