

Financial Report August 2021

Lora Conger

Chief Financial Officer



“To serve our communities’ pre-hospital needs through value-driven, compassionate, and clinically superior care.”

EMSA FY21 Income Statement

| | <u>Year to date as of Jun-2021</u> | | |
|---------------------------|------------------------------------|--------------------|------------------|
| | <u>Actuals</u> | <u>Budget 2021</u> | <u>Variance</u> |
| Net Patient Revenue | | | |
| Patient Revenue | 230,374,823 | 212,843,060 | 17,531,763 |
| Contractuals & Deductions | (166,859,983) | (150,953,000) | (15,906,983) |
| Total Net Patient Revenue | 63,514,840 | 61,890,060 | 1,624,780 |
| <i>Realization Rate</i> | 27.6% | 29.1% | |
| Other Operating Revenue | <u>18,251,051</u> | <u>13,452,460</u> | <u>4,798,591</u> |
| Total Operating Revenue | 81,765,892 | 75,342,520 | 6,423,372 |
| Total Operating Expense | 69,727,042 | 69,131,795 | (595,247) |
| Non-Operating Income | 91,371 | 70,000 | 21,371 |
| Non-Operating Expenses | <u>2,872,771</u> | <u>3,842,000</u> | <u>969,229</u> |
| Net Income | 9,257,449 | 2,438,725 | 6,818,724 |
| Net Income % | 11.3% | 3.2% | 8.1% |
| EBITDA | 12,038,850 | 6,210,725 | 5,828,125 |
| EBITDA % | 14.7% | 8.2% | 6.5% |

EMSA FY21 Operating Expenses

| | <u>Year to date as of Jun-2021</u> | | |
|------------------------------------|------------------------------------|--------------------|------------------|
| | <u>Actuals</u> | <u>Budget 2021</u> | <u>Variance</u> |
| Salary & Wages | 23,053,973 | 4,196,538 | (18,857,435) |
| Benefits | 5,604,664 | 1,244,562 | (4,360,102) |
| Professional & Contracted Services | 26,615,641 | 57,736,846 | 31,121,205 |
| Training & Development | 76,671 | 122,082 | 45,411 |
| Supplies | 5,134,635 | 454,860 | (4,679,775) |
| Repairs & Maintenance | 2,240,460 | 1,489,366 | (751,094) |
| Utilities | 1,906,888 | 1,462,422 | (444,466) |
| Rent | 573,028 | 339,336 | (233,692) |
| Risk Management | 1,755,734 | 263,762 | (1,491,972) |
| Public Relations | 88,250 | 101,460 | 13,210 |
| Other Expenses | <u>2,677,099</u> | <u>1,720,561</u> | <u>(956,538)</u> |
| Total Operating Expense | 69,727,042 | 69,131,795 | (595,247) |
