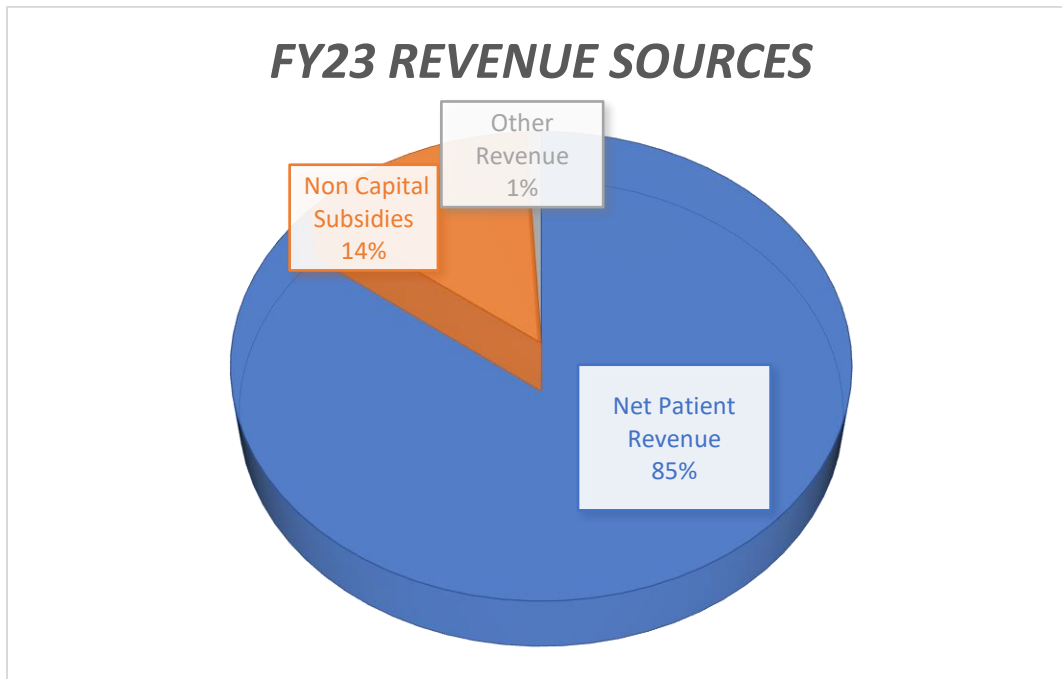


Funding the Mission:

EMSA has budgeted **\$82,764,358** of total operating revenue for FY23. The breakout of that revenue is below:



The largest portion of EMSA's funding comes from net patient revenue. This budget number is based on the projected transport volume for FY23 based on historical data and trends.

- 7% transport growth in the West and 3% in the East is assumed in the transport projections for FY23. This level of consistent growth has been seen in the transport volume year over year, apart from the initial onset of COVID in 2020.
- No rate increases for FY23. A fair market study of all EMSA transport rates will be conducted in FY23.
- Medicare/Medicaid reimbursement rates are budgeted to decrease 1% in FY23.

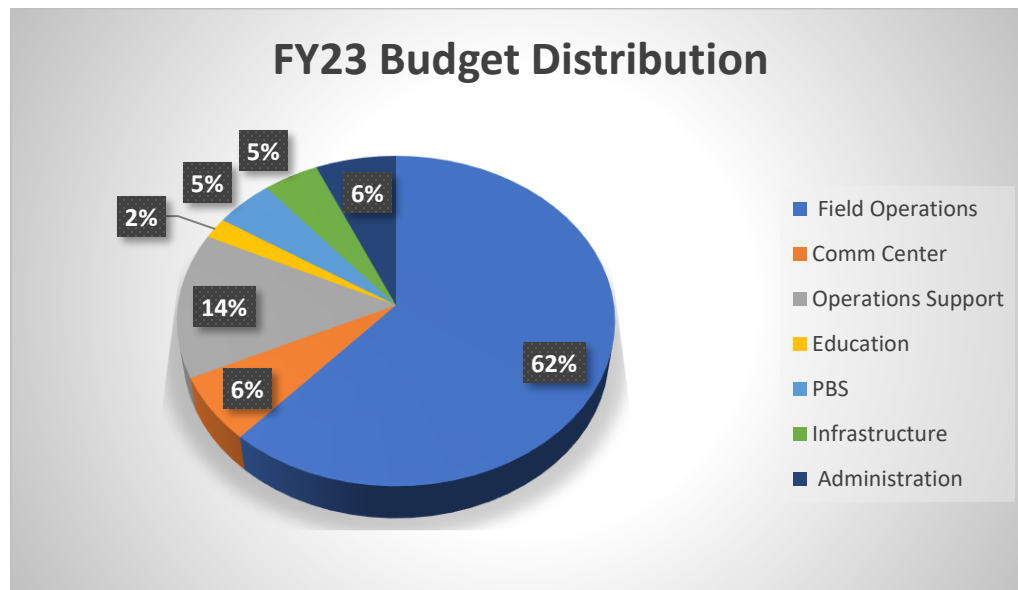
14% of EMSA's funding comes in the form of subsidies from the beneficiary and non-beneficiary cities. There are no increases to subsidies for FY23. EMSA's goal is to keep inflationary increases minimal to ensure fiscal sustainability for our city partners.


Other revenue consists of miscellaneous funding, some of which is not reoccurring year over year.

	FY23 Budget Consolidated	FY22 Budget Consolidated	FY22 Annualized Consolidated
Revenue			
Total Patient Revenue	260,000,000	227,450,636	246,984,822
Total Contractuals & Deductions	<u>(189,280,000)</u>	<u>(163,969,163)</u>	<u>(178,595,896)</u>
Total Net Patient Revenue	70,720,000	63,481,472	68,388,925
<i>Realization Rate</i>	27.2%	27.9%	27.7%
Total Other Operating Revenue	12,044,358	11,902,000	12,661,734
Total Revenue	82,764,358	75,383,472	81,050,659

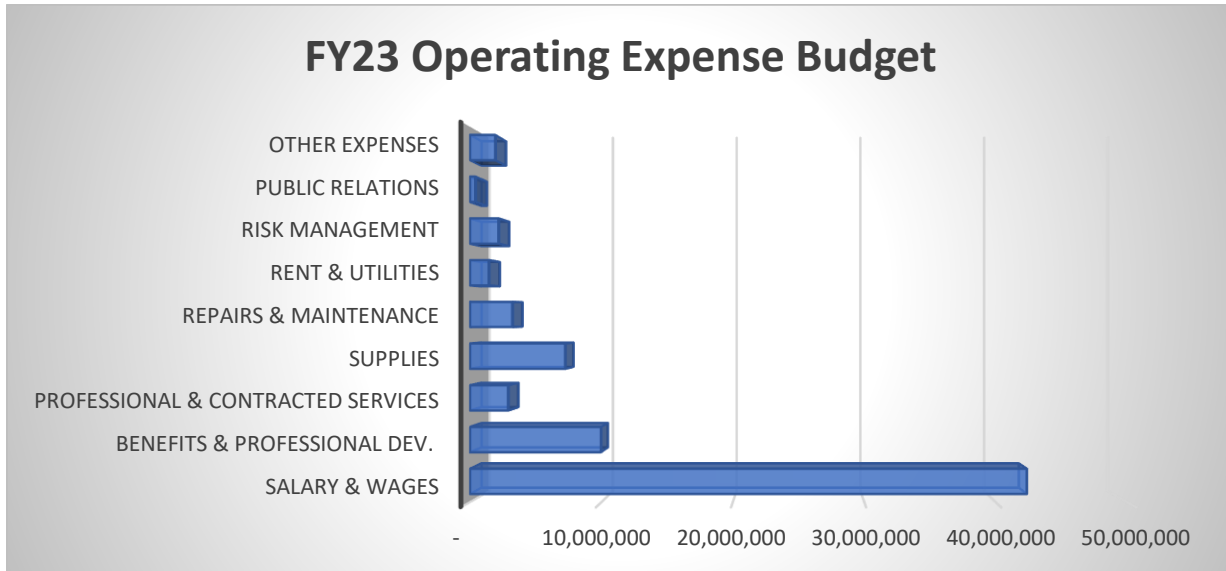
Accomplishing the Mission:

EMSA’s operating expense budget for FY23 is **\$71,741,655**. It is distributed as follows:



 84% of the operating budget is spent in direct support of operations (Field, Comm Center, Ops Support, and Education).

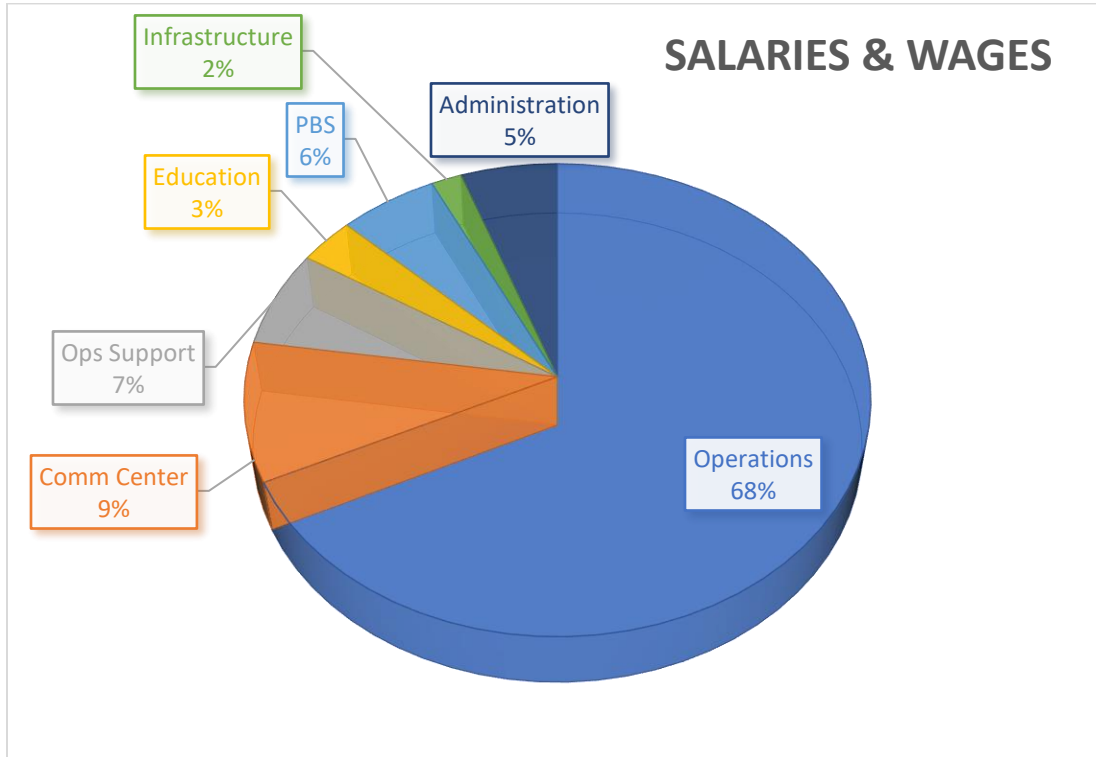
- ✚ Additionally, 5% is related to infrastructure (IT and facilities), which undergirds operations, and 5% of the budget encompasses the revenue cycle.
- ✚ Only 6% of the operating expense budget is allocated to administration.



	FY23 Expense Budget
Salary & Wages	42,369,691
Benefits & Professional Dev.	9,972,387
Professional & Contracted Services	2,916,143
Supplies	7,256,258
Repairs & Maintenance	3,235,981
Rent & Utilities	1,445,607
Risk Management	2,188,050
Public Relations	419,660
Other Expenses	1,937,878
	71,741,655

Salaries & Wages

- Over \$42 million (60%) of the operating budget is devoted to salary & wages. The salaries & wages budget is as follows:



	FY23 Budget	FY22 Annualized
Reg. Salaries	29,028,902	24,953,002
Performance Incentives	1,495,800	1,611,750
Overtime	7,544,584	9,170,549
Shift Premiums & Incentives	1,368,000	446,024
Other Premium Pay (Operations)	1,890,405	1,758,296
Recruiting Bonus	500,000	518,559
Contract Labor	542,000	1,449,545
Retention Incentives	-	849,388
	42,369,691	40,757,112

- ❖ During FY22, EMSA commissioned a salary survey with an HR consulting firm to benchmark our pay rates by position with regional and state like-organizations. As a result, new pay scales have been established that bring EMSA's pay structure in line with the current market and brings consistency and transparency to our pay practices. Included in the FY23 salaries & wages budget are market increases for most positions in the organization. The annual cost of the market adjustments once fully implemented are expected to be approximately \$2.7 million.
- ❖ Reduction in OT due to the creation of premium shifts to allow better management of triple-time shifts.
- ❖ Contract labor is significantly lower in the FY23 budget due to the planned elimination of the TOC medic program to address bed-delays.

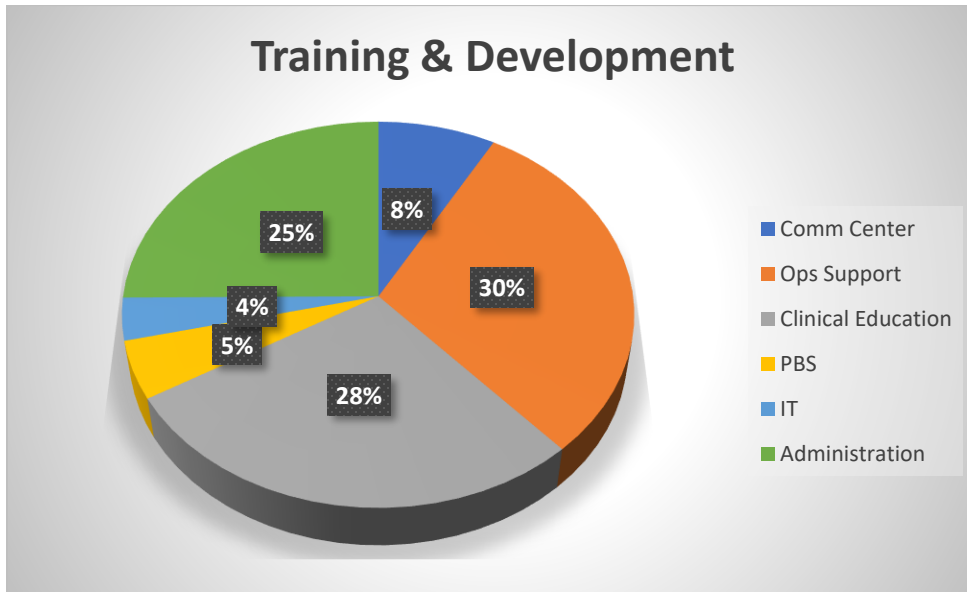
Benefits & Professional Development

Benefits:

- Over \$12 million (14%) related to team member benefits and training resources. Total benefits have a \$9.5 million budget allotment in FY23. This includes the following assumptions:
 - ✚ Increases in FICA due to market rate adjustments
 - ✚ 10% premium increases for health benefits
 - ✚ Increases to retirement contributions based on higher wages

Professional Development:

- EMSA not only maintains a Clinical Education department focused on the clinical excellence of our patient-facing functions, but additional training & development is funded that includes departmental trainings, management trainings, and additional credentialing costs for professional staff.



Professional & Contracted Services

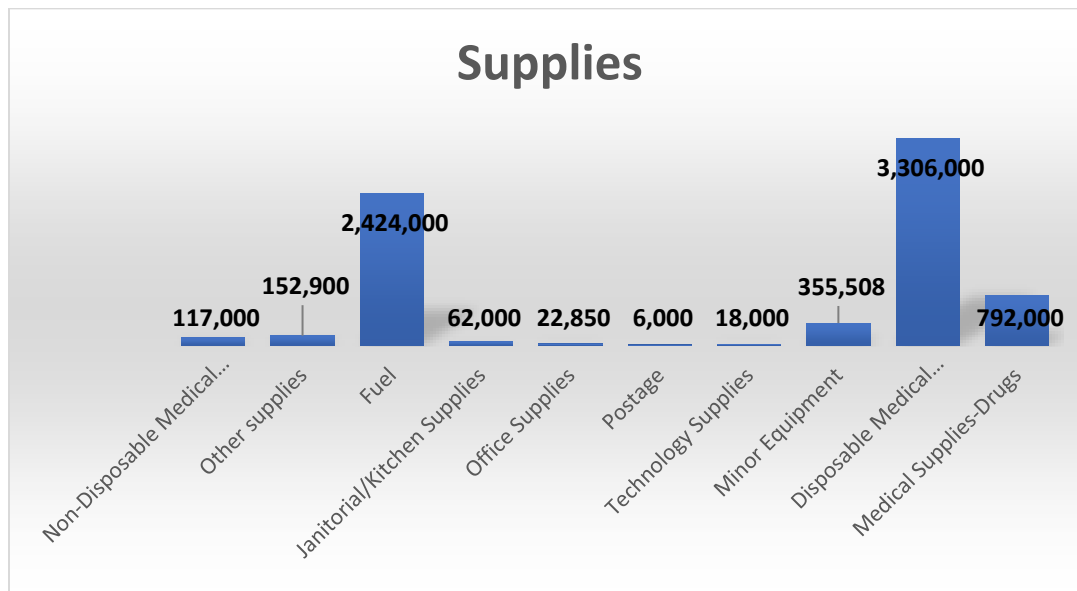
- Professional & Contracted services represent approximately 4% of the operating expense budget for FY23. There are no significant variations for this expense category.



- ✚ Quality Assurance is the largest component of the professional and contracted services budget, which are funds devoted to ensuring the clinical quality of our EMS system.
- ✚ Outsourced Professional Services are services outsourced to outside companies that are both regular and reoccurring. Included in this budget item are various IT security services and Patient Business Services functions.

Supplies

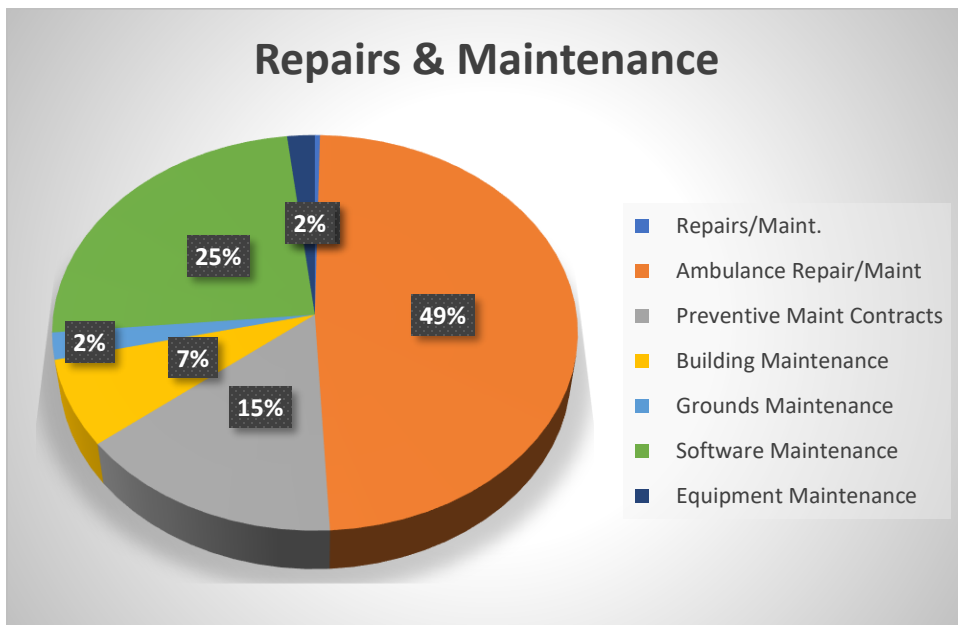
- Supplies expense is \$7.3 million which represents 10% of the overall operating expense budget. The largest items in the supplies budget relate to disposable medical supplies and fuel.



- ✚ Medical supplies have a 5% price increase assumed in the projections.
- ✚ Fuel expense has a 51% increase assumed in the budget compared to the annualized expense through February 2022.

Repairs & Maintenance

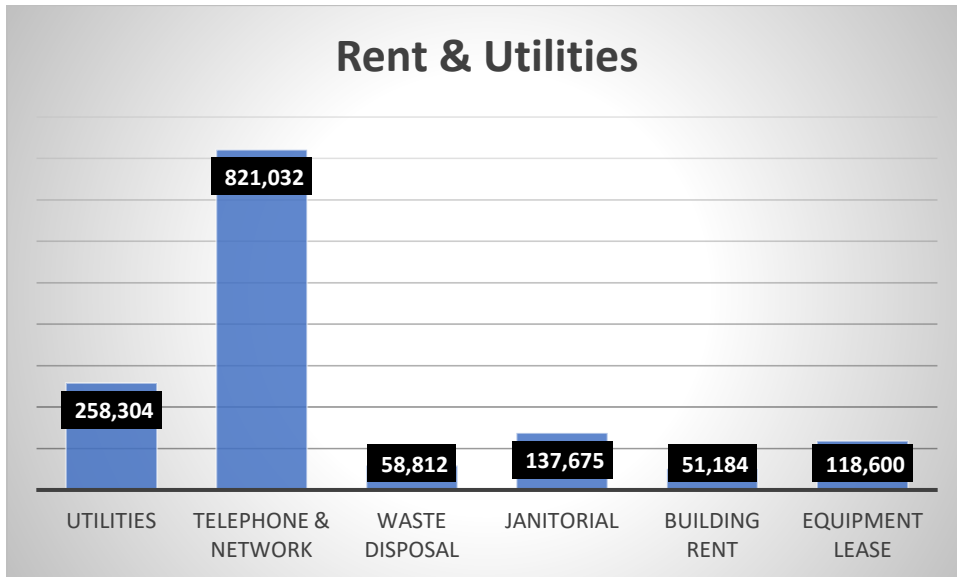
- Repair & Maintenance represents 5% of the operating expense budget at \$3.2 million. Included in this expense category are equipment and fleet repairs and facilities maintenance.



- ✚ 49% of repair and maintenance budget relates to maintenance of the ambulance and support vehicle fleet. There is 3-5% price increase baked into the budget assumptions.
- ✚ Preventive maintenance contracts are predominantly the maintenance contracts on the various equipment in the ambulances.
- ✚ Software maintenance is the maintenance contracts on the owned software programs associated with the CAD and radio dispatch.

Rent & Utilities

- Rent & Utilities combined represent \$1.5 million or 2% of the operating expense budget. On the next page is the composition of the expense categories:



- Decrease in building rent compared to annualized actuals and prior years' budgets is due to EMSA moving into new Western Division Headquarters on South Sooner Rd in February of 2022.

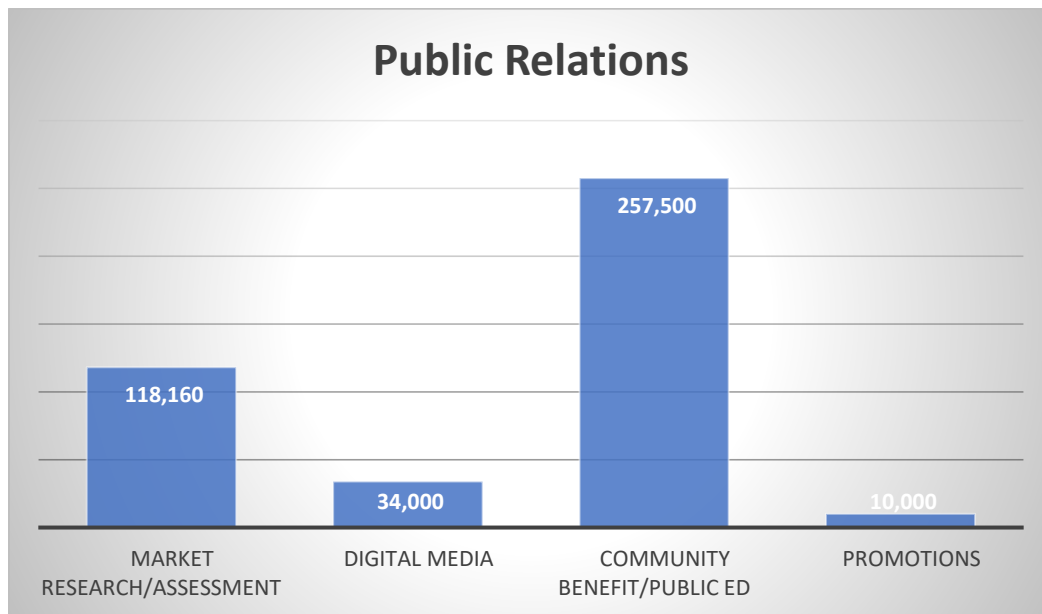
Risk Management

- Risk Management represents \$2.2 million of the FY23 operating expense budget. Budget breakdown is as follows:



Public Relations

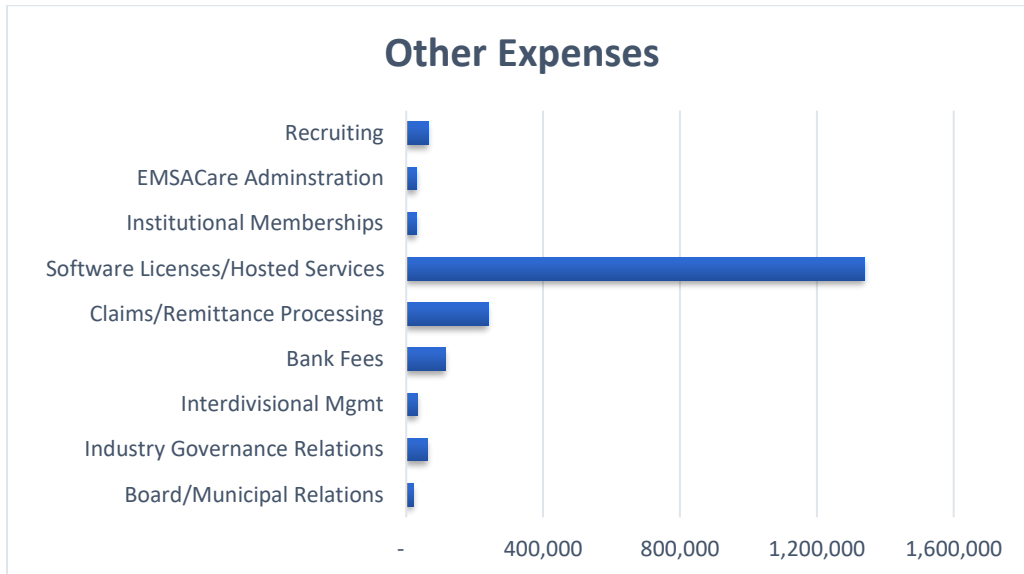
- Public relations expense line item represents only 1% of the budget or approximately \$400K. Although, the expenses are categorized as part of the administrative cost structure, the department works closely with operations for public education, media responses, and team member communications. The budget detail is as follows:



- ✚ Key component of the FY23 budget is a community awareness campaign in conjunction with public and other community partners on when to call 911.

Other Expenses

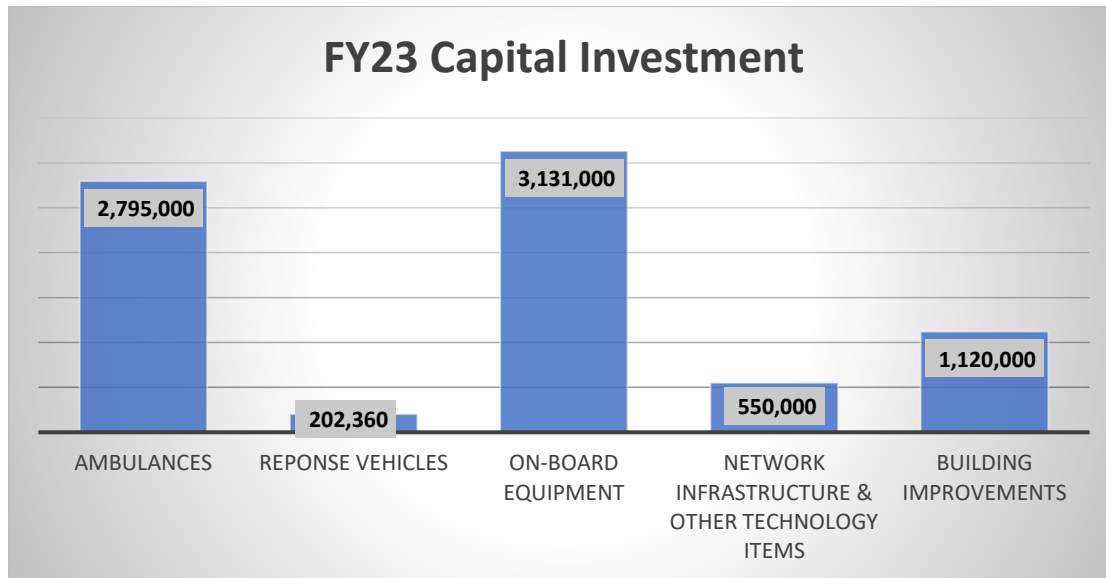
- Other expenses account for \$1.9 million or 3%. See budget distribution on the following page:



- ✚ Majority of other expenses consists of software licenses/hosted services which are a variety of software platforms EMSA utilizes for data analytics throughout organization. This amount is consistent with previous year.
- ✚ Claims/Remittance Processing line items are costs associated with filing and collecting on claims. This amount is consistent with previous year.

Capital Budget

The capital budget for FY23 is **\$7,798,360**.



- ✚ Capital budget includes ten new ambulances in each division along with replacement of LP-15s in all units.
- ✚ EMSA continues to experience delays in receiving goods due to supply chain challenges