

## MEMORANDUM

Date: November 28, 2012

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – October 2012**

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Attached you will find financial statements for October 2012. 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 a net loss of \$776 thousand compared to a budgeted loss of \$248 thousand, and the Western Division had a net loss of \$2,029 thousand compared to a budgeted net loss of \$3,053 thousand.

There is no net interdivisional payable/receivable as of 10/31/12.

### **Combined Balance Sheets**

Following is a discussion of significant assets and liabilities at October 31, 2012, and how the balances have changed from the prior year.

#### *Other Miscellaneous Receivables*

The East balance represents the amount owed from the utility fund based on ordinance criteria and also amounts owed by granting agencies.

#### *Due to Contractor*

The due to contractor balance represents our liability to Paramedics Plus for October and September 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 gain sharing amount 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 \$940 thousand (3.2%) and Western exceeds budget by \$1,081 thousand (3.4%).

Gross patient service revenue variances are partly attributable to differences between actual and budgeted transports for fiscal 2013. The Eastern Division had 738 more emergency transports than budgeted (3.8%); non-emergency transports were 52 less than budget (1.7%). The Western Division emergency transports were more than budget by 367 (1.6%) and non-emergencies were 568 more than budget (99%).

The financial statements are being significantly impacted by the difference between the unit hour cost sharing percentages that were budgeted and those realized to date. YTD the East percentage is 3.6% higher and the West 3.6% lower than budget. The YTD impact on contractor costs is approximately \$600,000. It is expected that the rates will trend closer to the budget as the year progresses.

The year-to-date collection rate is 54% for the Eastern Division compared to a budget of 48% and an actual for fiscal 2012 of 58%. The year-to-date collection rate is 49% for the Western Division compared to a budget of 46% and an actual for fiscal 2011 of 53%.

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  
EMSA Combined  
For the Four Months Ending October 31, 2012

	Month of October			For the 4 Months Ended October		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>Patient service revenue:</b>						
Emergency base rate	\$14,139,000.00	\$13,998,002.67	1.01%	\$57,362,300.00	\$55,785,434.68	2.83%
Non-emergency base rate	438,600.98	323,058.58	35.77%	1,652,434.50	1,292,234.32	27.87%
Mileage	685,233.00	655,260.00	4.57%	2,721,888.00	2,610,950.00	4.25%
Special events	17,792.50	17,208.34	3.39%	78,382.50	68,833.36	13.87%
Subscription membership	22,160.25	22,083.34	0.35%	66,093.00	88,333.36	-25.18%
Other revenue	14,307.24	400,000.00	-96.42%	1,585,531.96	1,600,000.00	-0.90%
	<u>15,317,093.97</u>	<u>15,415,612.93</u>	<u>-0.64%</u>	<u>63,466,629.96</u>	<u>61,445,785.72</u>	<u>3.29%</u>
<b>Deductions from revenue:</b>						
Contractual allowances and bad debts	10,827,231.77	10,683,333.33	-1.35%	44,417,720.78	42,733,333.32	-3.94%
Collection fees and expenses	72,357.59	66,666.66	-8.54%	271,438.38	266,666.64	-1.79%
	<u>10,899,589.36</u>	<u>10,749,999.99</u>	<u>-1.39%</u>	<u>44,689,159.16</u>	<u>42,999,999.96</u>	<u>-3.93%</u>
<b>Net patient service revenue</b>	<u>4,417,504.61</u>	<u>4,665,612.94</u>	<u>-5.32%</u>	<u>18,777,470.80</u>	<u>18,445,785.76</u>	<u>1.80%</u>
<b>Operating expenses other than depreciation:</b>						
Ambulance contract expense	4,106,620.10	4,134,005.25	0.66%	16,525,639.68	16,536,021.00	0.06%
Employee compensation & benefits	296,296.80	271,689.00	-9.06%	1,114,561.17	1,086,756.00	-2.56%
Medical supplies	119,405.39	133,275.00	10.41%	585,671.45	533,100.00	-9.86%
Building rent, utilities and maintenance	71,666.00	72,325.00	0.91%	293,286.92	289,300.00	-1.38%
Equipment maintenance	126,485.65	111,416.66	-13.52%	456,319.87	445,666.64	-2.39%
TotalCare campaign	1,481.78	3,583.33	58.65%	8,099.81	14,333.32	43.49%
Quality assurance fees	63,274.08	63,266.67	-0.01%	253,096.32	253,066.68	-0.01%
Telephone	78,728.60	65,000.00	-21.12%	290,338.72	260,000.00	-11.67%
Professional services	35,903.26	38,108.34	5.79%	107,049.65	152,433.36	29.77%
Miscellaneous supplies	34,096.38	28,950.01	-17.78%	127,179.93	115,800.04	-9.83%
Postage and courier service	6,094.91	6,183.32	1.43%	25,625.81	24,733.28	-3.61%
Equipment lease	8,416.99	5,583.33	-50.75%	37,305.60	22,333.32	-67.04%
Other fees and expenses	63,574.82	99,874.99	36.35%	167,005.40	399,499.96	58.20%
Community relations	96,320.88	36,499.99	-163.89%	162,440.75	145,999.96	-11.26%
Office supplies	2,333.13	4,333.33	46.16%	13,060.28	17,333.32	24.65%
Insurance	12,399.84	11,874.99	-4.42%	46,642.90	47,499.96	1.80%
Travel, meals, and training	10,329.82	7,166.68	-44.14%	14,820.33	28,666.72	48.30%
	<u>5,133,428.43</u>	<u>5,093,135.89</u>	<u>-0.79%</u>	<u>20,228,144.59</u>	<u>20,372,543.56</u>	<u>0.71%</u>
<b>Operating inc. (loss) before depr.</b>	<u>(715,923.82)</u>	<u>(427,522.95)</u>	<u>-67.46%</u>	<u>(1,450,673.79)</u>	<u>(1,926,757.80)</u>	<u>24.71%</u>
<b>Depreciation</b>	<u>336,416.66</u>	<u>336,416.67</u>	<u>0.00%</u>	<u>1,345,666.64</u>	<u>1,345,666.68</u>	<u>0.00%</u>
<b>Operating income (loss)</b>	<u>(1,052,340.48)</u>	<u>(763,939.62)</u>	<u>-37.75%</u>	<u>(2,796,340.43)</u>	<u>(3,272,424.48)</u>	<u>14.55%</u>
<b>Nonoperating expense:</b>						
Interest expense	<u>2,617.08</u>	<u>8,333.34</u>	<u>68.60%</u>	<u>11,331.51</u>	<u>33,333.36</u>	<u>66.01%</u>

EMSA  
EMSA Combined  
For the Four Months Ending October 31, 2012

	Month of October			For the 4 Months Ended October		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,617.08</u>	<u>\$8,333.34</u>	<u>68.60%</u>	<u>\$11,331.51</u>	<u>\$33,333.36</u>	<u>66.01%</u>
Nonoperating income - interest income	<u>445.19</u>	<u>1,166.67</u>	<u>-61.84%</u>	<u>3,386.98</u>	<u>4,666.68</u>	<u>-27.42%</u>
Net income (loss)	<u><u>(1,054,512.37)</u></u>	<u><u>(771,106.29)</u></u>	<u><u>-36.75%</u></u>	<u><u>(2,804,284.96)</u></u>	<u><u>(3,301,091.16)</u></u>	<u><u>15.05%</u></u>

EMSA  
EMSA Eastern Division  
For the Four Months Ending October 31, 2012

	Month of October			For the 4 Months Ended October		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$6,423,400.00	\$6,403,836.00	0.31%	\$26,307,900.00	\$25,408,768.00	3.54%
Non-emergency base rate	276,645.00	267,375.08	3.47%	1,102,326.12	1,069,500.32	3.07%
Mileage	311,688.00	312,774.00	-0.35%	1,271,421.00	1,241,006.00	2.45%
Special events	12,981.25	7,791.67	66.60%	33,456.25	31,166.68	7.35%
Subscription membership	7,122.82	6,666.67	6.84%	27,790.42	26,666.68	4.21%
Other revenue	8,360.75	400,000.00	-97.91%	1,574,075.37	1,600,000.00	-1.62%
	<u>7,040,197.82</u>	<u>7,398,443.42</u>	<u>-4.84%</u>	<u>30,316,969.16</u>	<u>29,377,107.68</u>	<u>3.20%</u>
Deductions from revenue:						
Contractual allowances and bad debts	4,967,330.94	4,883,333.33	-1.72%	20,522,617.86	19,533,333.32	-5.06%
Collection fees and expenses	33,675.93	33,333.33	-1.03%	127,259.36	133,333.32	4.56%
	<u>5,001,006.87</u>	<u>4,916,666.66</u>	<u>-1.72%</u>	<u>20,649,877.22</u>	<u>19,666,666.64</u>	<u>-5.00%</u>
Net patient service revenue	<u>2,039,190.95</u>	<u>2,481,776.76</u>	<u>-17.83%</u>	<u>9,667,091.94</u>	<u>9,710,441.04</u>	<u>-0.45%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	1,945,315.63	1,812,838.58	-7.31%	7,829,837.95	7,251,354.32	-7.98%
Employee compensation & benefits	147,587.00	124,976.92	-18.09%	558,653.31	499,907.68	-11.75%
Medical supplies	84,499.08	81,191.67	-4.07%	355,293.91	324,766.68	-9.40%
Building rent, utilities and maintenance	19,160.22	22,200.00	13.69%	90,874.71	88,800.00	-2.34%
Equipment maintenance	64,101.01	51,833.33	-23.67%	236,168.32	207,333.32	-13.91%
TotalCare campaign	1,481.78	1,500.00	1.21%	5,927.12	6,000.00	1.21%
Quality assurance fees	30,350.00	30,350.00	0.00%	121,400.00	121,400.00	0.00%
Telephone	37,497.37	28,500.00	-31.57%	147,659.61	114,000.00	-29.53%
Professional services	17,732.06	19,916.67	10.97%	53,406.04	79,666.68	32.96%
Miscellaneous supplies	19,880.84	13,400.01	-48.36%	69,778.65	53,600.04	-30.18%
Postage and courier service	3,046.73	2,866.66	-6.28%	12,972.62	11,466.64	-13.13%
Equipment lease	1,812.98	1,416.66	-27.98%	9,076.90	5,666.64	-60.18%
Other fees and expenses	31,239.46	71,766.66	56.47%	53,795.84	287,066.64	81.26%
Community relations	86,318.24	30,666.66	-181.47%	142,609.62	122,666.64	-16.26%
Office supplies	1,168.52	1,958.33	40.33%	6,491.04	7,833.32	17.14%
Insurance	7,109.32	6,341.66	-12.11%	26,427.39	25,366.64	-4.18%
Travel, meals, and training	5,042.36	3,333.33	-51.27%	7,175.52	13,333.32	46.18%
	<u>2,503,342.60</u>	<u>2,305,057.14</u>	<u>-8.60%</u>	<u>9,727,548.55</u>	<u>9,220,228.56</u>	<u>-5.50%</u>
Operating inc. (loss) before depr.	(464,151.65)	176,719.62	-362.65%	(60,456.61)	490,212.48	-112.33%
Depreciation	<u>179,500.00</u>	<u>179,500.00</u>	<u>0.00%</u>	<u>718,000.00</u>	<u>718,000.00</u>	<u>0.00%</u>
Operating income (loss)	<u>(643,651.65)</u>	<u>(2,780.38)</u>	<u>-23049.77%</u>	<u>(778,456.61)</u>	<u>(227,787.52)</u>	<u>-241.75%</u>
Nonoperating expense:						
Interest expense		<u>6,166.67</u>	<u>100.00%</u>		<u>24,666.68</u>	<u>100.00%</u>

EMSA  
EMSA Eastern Division  
For the Four Months Ending October 31, 2012

	Month of October			For the 4 Months Ended October		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense		\$6,166.67	100.00%		\$24,666.68	100.00%
Nonoperating income - interest income	275.44	1,166.67	-76.39%	2,831.54	4,666.68	-39.32%
Net income (loss)	<u>(643,376.21)</u>	<u>(7,780.38)</u>	<u>-8169.21%</u>	<u>(775,625.07)</u>	<u>(247,787.52)</u>	<u>-213.02%</u>

EMSA Western  
EMSA Western Division  
For the Four Months Ending October 31, 2012

	Month of October			For the 4 Months Ended October		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$7,715,600.00	\$7,594,166.67	1.60%	\$31,054,400.00	\$30,376,666.68	2.23%
Non-emergency base rate	161,955.98	55,683.50	190.85%	550,108.38	222,734.00	146.98%
Mileage	373,545.00	342,486.00	9.07%	1,450,467.00	1,369,944.00	5.88%
Special events	4,811.25	9,416.67	-48.91%	44,926.25	37,666.68	19.27%
Subscription membership	15,037.43	15,416.67	-2.46%	38,302.58	61,666.68	-37.89%
Other revenue	5,946.49		0.00%	11,456.59		0.00%
	<u>8,276,896.15</u>	<u>8,017,169.51</u>	<u>3.24%</u>	<u>33,149,660.80</u>	<u>32,068,678.04</u>	<u>3.37%</u>
Deductions from revenue:						
Contractual allowances and bad debts	5,859,900.83	5,800,000.00	-1.03%	23,895,102.92	23,200,000.00	-3.00%
Collection fees and expenses	38,681.66	33,333.33	-16.04%	144,179.02	133,333.32	-8.13%
	<u>5,898,582.49</u>	<u>5,833,333.33</u>	<u>-1.12%</u>	<u>24,039,281.94</u>	<u>23,333,333.32</u>	<u>-3.03%</u>
Net patient service revenue	<u>2,378,313.66</u>	<u>2,183,836.18</u>	<u>8.91%</u>	<u>9,110,378.86</u>	<u>8,735,344.72</u>	<u>4.29%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	2,161,304.47	2,321,166.67	6.89%	8,695,801.73	9,284,666.68	6.34%
Employee compensation & benefits	148,709.80	146,712.08	-1.36%	555,907.86	586,848.32	5.27%
Medical supplies	34,906.31	52,083.33	32.98%	230,377.54	208,333.32	-10.58%
Building rent, utilities and maintenance	52,505.78	50,125.00	-4.75%	202,412.21	200,500.00	-0.95%
Equipment maintenance	62,384.64	59,583.33	-4.70%	220,151.55	238,333.32	7.63%
TotalCare campaign		2,083.33	100.00%	2,172.69	8,333.32	73.93%
Quality assurance fees	32,924.08	32,916.67	-0.02%	131,696.32	131,666.68	-0.02%
Telephone	41,231.23	36,500.00	-12.96%	142,679.11	146,000.00	2.27%
Professional services	18,171.20	18,191.67	0.11%	53,643.61	72,766.68	26.28%
Miscellaneous supplies	14,215.54	15,550.00	8.58%	57,401.28	62,200.00	7.71%
Postage and courier service	3,048.18	3,316.66	8.09%	12,653.19	13,266.64	4.62%
Equipment lease	6,604.01	4,166.67	-58.50%	28,228.70	16,666.68	-69.37%
Other fees and expenses	32,335.36	28,108.33	-15.04%	113,209.56	112,433.32	-0.69%
Community relations	10,002.64	5,833.33	-71.47%	19,831.13	23,333.32	15.01%
Office supplies	1,164.61	2,375.00	50.96%	6,569.24	9,500.00	30.85%
Insurance	5,290.52	5,533.33	4.39%	20,215.51	22,133.32	8.66%
Travel, meals, and training	5,287.46	3,833.35	-37.93%	7,644.81	15,333.40	50.14%
	<u>2,630,085.83</u>	<u>2,788,078.75</u>	<u>5.67%</u>	<u>10,500,596.04</u>	<u>11,152,315.00</u>	<u>5.84%</u>
Operating inc. (loss) before depr.	(251,772.17)	(604,242.57)	58.33%	(1,390,217.18)	(2,416,970.28)	42.48%
Depreciation	<u>156,916.66</u>	<u>156,916.67</u>	<u>0.00%</u>	<u>627,666.64</u>	<u>627,666.68</u>	<u>0.00%</u>
Operating income (loss)	<u>(408,688.83)</u>	<u>(761,159.24)</u>	<u>46.31%</u>	<u>(2,017,883.82)</u>	<u>(3,044,636.96)</u>	<u>33.72%</u>
Nonoperating expense:						
Interest expense	<u>2,617.08</u>	<u>2,166.67</u>	<u>-20.79%</u>	<u>11,331.51</u>	<u>8,666.68</u>	<u>-30.75%</u>

EMSA Western  
 EMSA Western Division  
 For the Four Months Ending October 31, 2012

	Month of October			For the 4 Months Ended October		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	\$2,617.08	\$2,166.67	-20.79%	\$11,331.51	\$8,666.68	-30.75%
Nonoperating income - interest income	169.75		0.00%	555.44		0.00%
Net income (loss)	<u>(411,136.16)</u>	<u>(763,325.91)</u>	<u>46.14%</u>	<u>(2,028,659.89)</u>	<u>(3,053,303.64)</u>	<u>33.56%</u>



EMSA  
EMSA Combined  
For the Four Months Ending October 31, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$273,217.72)	(\$283,805.49)
Petty cash	1,200.00	1,200.00
Invested cash	4,958,388.21	5,305,739.81
	4,686,370.49	5,023,134.32
Patient accounts receivable:		
Patient accounts receivable	23,901,364.58	20,408,891.14
Receivables in collection	31,969,999.68	25,973,999.68
	55,871,364.26	46,382,890.82
Less allowance for contractual allowances and bad debts	42,112,291.00	32,940,291.00
Net patient accounts receivable	13,759,073.26	13,442,599.82
Other receivables:		
Due from contractor	585,919.72	416,843.59
Due from collection agency	25,273.07	21,455.33
Other miscellaneous receivables	590,896.90	1,627,564.10
	1,202,089.69	2,065,863.02
Other current assets:		
Prepaid assets	574,979.59	389,128.94
Other, principally funds held by trustee	(71,082.63)	(2,898.32)
	503,896.96	386,230.62
Total current assets	20,151,430.40	20,917,827.78
Property and equipment:		
Communication equipment	5,789,890.81	5,601,647.42
Buildings and leasehold improvements	3,649,488.81	3,433,230.62
Ambulances	9,965,032.41	6,930,446.53
Data processing equipment	6,585,439.91	7,091,601.65
On-board equipment	5,280,737.72	5,189,593.04
Office furniture and equipment	1,203,417.85	1,029,128.51
Miscellaneous other equipment	1,103,008.09	1,096,255.48
Land	64,200.00	64,200.00
Transportation equipment	361,737.24	385,027.24
Prepaid assets	306,748.59	2,739,630.50
Capital Lease	739,910.29	739,910.29
	35,049,611.72	34,300,671.28
Less accumulated depreciation	21,884,802.27	18,934,385.11
Net property and equipment	13,164,809.45	15,366,286.17
Other assets		
	12,960.00	14,676.67
Total assets	33,329,199.85	36,298,790.62

EMSA  
EMSA Combined  
For the Four Months Ending October 31, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$592,294.19	\$1,242,686.62
Due to contractor	8,747,158.12	8,647,646.44
Due to Quality Assurance Fund	175,054.88	57,511.24
Accrued retirement	89,891.78	86,175.06
Accrued salaries and wages	241,710.50	220,271.37
Current installments of long-term debt	550,000.00	620,000.00
Accrued interest payable	16.33	13.19
Deferred revenue	1,376,615.28	2,422,155.31
Total current liabilities	11,772,741.08	13,296,459.23
Other liabilities	21,752.22	21,752.22
Total liabilities	11,794,493.30	13,318,211.45
Division capital:		
Contributed capital	55,097,677.15	45,677,333.85
Retained earnings (deficit)	(30,758,685.64)	(19,978,190.64)
Current year earnings (loss)	(2,804,284.96)	(2,718,564.04)
Total division capital	21,534,706.55	22,980,579.17
Total liabilities & division capital	33,329,199.85	36,298,790.62

EMSA  
EMSA Eastern Division  
For the Four Months Ending October 31, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$655,536.15)	(\$637,477.89)
Petty cash	600.00	600.00
Invested cash	3,054,046.02	4,826,922.53
	2,399,109.87	4,190,044.64
Patient accounts receivable:		
Patient accounts receivable	10,847,778.31	9,066,406.92
Receivables in collection	13,832,999.82	11,742,999.82
	24,680,778.13	20,809,406.74
Less allowance for contractual allowances and bad debts	18,614,710.00	15,147,710.00
Net patient accounts receivable	6,066,068.13	5,661,696.74
Other receivables:		
Due from contractor	585,919.72	416,843.59
Due from collection agency	18,686.72	8,600.44
Other miscellaneous receivables	590,896.90	1,627,564.10
	1,195,503.34	2,053,008.13
Other current assets:		
Prepaid assets	310,629.21	173,613.21
Other, principally funds held by trustee	(113,597.49)	(205,019.80)
	197,031.72	(31,406.59)
Total current assets	9,857,713.06	11,873,342.92
Property and equipment:		
Communication equipment	2,953,658.64	2,865,692.53
Buildings and leasehold improvements	3,175,960.00	2,959,701.81
Ambulances	5,443,669.86	3,958,396.00
Data processing equipment	3,460,784.94	3,715,274.18
On-board equipment	2,670,234.36	2,498,518.77
Office furniture and equipment	569,064.65	406,696.43
Miscellaneous other equipment	571,621.50	565,304.89
Land	64,200.00	64,200.00
Transportation equipment	284,814.80	308,104.80
Prepaid assets	126,410.27	1,359,033.49
Capital Lease	338,087.66	338,087.66
	19,658,506.68	19,039,010.56
Less accumulated depreciation	12,093,376.42	10,603,383.58
Net property and equipment	7,565,130.26	8,435,626.98
Other assets		
	10,698.65	10,698.65
Total assets	17,433,541.97	20,319,668.55

EMSA  
EMSA Eastern Division  
For the Four Months Ending October 31, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	(\$137,817.43)	(\$244,030.64)
Due to contractor	4,141,442.42	3,778,919.25
Due to Quality Assurance Fund	175,054.88	57,511.24
Accrued retirement	49,672.11	45,050.52
Accrued salaries and wages	113,737.88	105,894.38
Accrued interest payable	16.33	13.19
Deferred revenue	427,815.86	865,052.77
Total current liabilities	4,769,922.05	4,608,410.71
Other liabilities	21,752.22	21,752.22
Total liabilities	4,791,674.27	4,630,162.93
Division capital:		
Contributed capital	5,494,218.96	5,037,230.96
Retained earnings (deficit)	7,923,273.81	10,686,896.90
Current year earnings (loss)	(775,625.07)	(34,622.24)
Total division capital	12,641,867.70	15,689,505.62
Total liabilities & division capital	17,433,541.97	20,319,668.55

EMSA Western  
EMSA Western Division  
For the Four Months Ending October 31, 2012

	2013	2012
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	\$382,318.43	\$353,672.40
Petty cash	600.00	600.00
Invested cash	1,904,342.19	478,817.28
	2,287,260.62	833,089.68
Patient accounts receivable:		
Patient accounts receivable	13,053,586.27	11,342,484.22
Receivables in collection	18,136,999.86	14,230,999.86
	31,190,586.13	25,573,484.08
Less allowance for contractual allowances and bad debts	23,497,581.00	17,792,581.00
Net patient accounts receivable	7,693,005.13	7,780,903.08
Other receivables:		
Due from collection agency	6,586.35	12,854.89
	6,586.35	12,854.89
Other current assets:		
Prepaid assets	264,350.38	215,515.73
Other, principally funds held by trustee	42,514.86	202,121.48
	306,865.24	417,637.21
Total current assets	10,293,717.34	9,044,484.86
Property and equipment:		
Communication equipment	2,836,232.17	2,735,954.89
Buildings and leasehold improvements	473,528.81	473,528.81
Ambulances	4,521,362.55	2,972,050.53
Data processing equipment	3,124,654.97	3,376,327.47
On-board equipment	2,610,503.36	2,691,074.27
Office furniture and equipment	634,353.20	622,432.08
Miscellaneous other equipment	531,386.59	530,950.59
Transportation equipment	76,922.44	76,922.44
Prepaid assets	180,338.32	1,380,597.01
Capital Lease	401,822.63	401,822.63
	15,391,105.04	15,261,660.72
Less accumulated depreciation	9,791,425.85	8,331,001.53
Net property and equipment	5,599,679.19	6,930,659.19
Other assets		
	2,261.35	3,978.02
Total assets	15,895,657.88	15,979,122.07

EMSA Western  
EMSA Western Division  
For the Four Months Ending October 31, 2012

	2013	2012
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$730,111.62	\$1,486,717.26
Due to contractor	4,605,715.70	4,868,727.19
Accrued retirement	40,219.67	41,124.54
Accrued salaries and wages	127,972.62	114,376.99
Current installments of long-term debt	550,000.00	620,000.00
Deferred revenue	948,799.42	1,557,102.54
Total current liabilities	7,002,819.03	8,688,048.52
Total liabilities	7,002,819.03	8,688,048.52
Division capital:		
Contributed capital	49,603,458.19	40,640,102.89
Retained earnings (deficit)	(38,681,959.45)	(30,665,087.54)
Current year earnings (loss)	(2,028,659.89)	(2,683,941.80)
Total division capital	8,892,838.85	7,291,073.55
Total liabilities & division capital	15,895,657.88	15,979,122.07

**EMSA**  
**Cash Rollforward**  
**Year Ending June 30, 2013**

	<b>Eastern Division Actual</b>	<b>Eastern Division Budget</b>	<b>Eastern Division Variance</b>	<b>Western Division Actual</b>	<b>Western Division Budget</b>	<b>Western Division Variance</b>	<b>Combined Actual</b>	<b>Combined Budget</b>	<b>Combined Variance</b>
Balance at June 30, 2010	\$ 2,437,276	\$ 2,437,276	-	502,031	502,031	-	2,939,307	2,939,307	-
Net revenue collected	7,861,000	7,894,686	(33,686)	8,550,000	8,546,460	3,540	16,411,000	16,441,146	(30,146)
Utility bill receipts	2,220,000	1,268,000	952,000				2,220,000	1,268,000	952,000
TotalCare proceeds	15,300	-	15,300	160,167	185,000	(24,833)	175,467	185,000	(9,533)
Payment to contractor	(7,397,254)	(7,330,800)	(66,454)	(8,300,811)	(9,386,416)	1,085,605	(15,698,065)	(16,717,216)	1,019,151
Operating expenses/changes in WC	(2,056,751)	(1,990,577)	(66,174)	(2,074,594)	(1,888,134)	(186,460)	(4,131,345)	(3,878,711)	(252,634)
Capital expenditures	(126,410)	(294,000)	167,590	(180,340)	(436,332)	255,992	(306,750)	(730,332)	423,582
Net debt proceeds/(reduction)			-	(70,000)	(70,000)	-	(70,000)	(70,000)	-
Interest/other income	2,500	4,668	(2,168)	382		382	2,882	(65,332)	68,214
Other	173,560 (2)	232,000	(58,440)	2,970,315 (1)	2,970,315	-	3,143,875	3,202,315	(58,440)
Balance at October 31, 2012	<u>3,129,221</u>	<u>2,221,253</u>	<u>907,968</u>	<u>1,557,150</u>	<u>422,924</u>	<u>1,134,226</u>	<u>4,686,371</u>	<u>2,574,177</u>	<u>2,112,194</u>

(1) 28,070 - '12 Other Western Subsidy  
260,606 - '13 Edmond Subsidy  
282,071 - '13 Other Western Subsidy  
2,399,568- '13 Oklahoma City Subsidy  
2,970,315

(2) 173,560 - '12 Other Eastern Subsidy  
West - Cash 2,287,261  
A/P (730,111)  
Net 1,557,150

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

EMSA  
Statement of Cash Flows  
Four Months Ended 10/31/12

Eastern Division

Net Income (loss)		(775,625)
Add: Depreciation	718,000	
Increase in allowance for doubtful accounts	2,800,000	
Increase in deferred revenue	357,248	<u>3,875,248</u>
Changes in working capital:		
Increase in patient receivables	(2,953,094)	
Decrease in other receivables	840,636	
Decrease in other assets	2,947	
Decrease in accounts payable	(581,668)	
Decrease in accrued liabilities	(76,494)	<u>(2,767,673)</u>
Net Property Additions:		(126,411)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		173,560
Change in cash and cash equivalents:		<u>379,099</u>
Cash balance @6/30/12		2,020,011
Cash balance @10/31/12		2,399,110
Change in cash		<u>379,099</u>



EMSA  
Statement of Cash Flows  
Four Months Ended 10/31/12

Western Division

Net income (loss)		(2,028,660)
Add: Depreciation	627,667	
Increase in allowance for doubtful accounts	3,800,000	
Increase in deferred revenue	582,799	<u>5,010,466</u>
Changes in working capital:		
Increase in patient receivables	(4,291,453)	
Increase in other receivables	(4,948)	
Increase in other assets	(190,579)	
Increase in accounts payable	244,748	
Decrease in accrued liabilities	(76,286)	<u>(4,318,518)</u>
Net Property (Additions)/Dispositions		(180,338)
Debt Service/Loan proceeds		(70,000)
Contributed Capital		2,955,016
Change in cash and cash equivalents:		<u>1,367,966</u>
Cash balance @6/30/12		919,295
Cash balance @10/31/12		2,287,261
Change in cash		<u>1,367,966</u>

**EMSA Eastern Division  
Capital Expenditures Variance  
Year Ending June 30, 2013**

*Through October*

Description	Budget	Actual EMSA	Under (Over) Budget
<b>Ambulances</b>			
<i>2013 Ambulances (one)</i>			
New units	148,000		148,000
Support vehicle	35,000		35,000
Miscellaneous	100,000	24,819	75,181
<b>On board equipment:</b>			
Lifepack 15's	35,000		35,000
First responder equipment	100,000		100,000
Equipment for new units	64,000		64,000
Ventilators	110,000		110,000
Miscellaneous	29,000	11,271	17,729
<b>CAD and radio equipment:</b>			
Base station upgrade	50,000		50,000
Saber III portables	20,000		20,000
Equipment for new units	19,000		19,000
<b>Building expenses:</b>			
Office furniture	10,000	2,593	7,407
Security equipment	15,000		15,000
Building expansion	2,500,000		2,500,000
Parking lot repair		41,547	(41,547)
Replacement of office machines		21,090	(21,090)
Miscellaneous	39,000	6,202	32,798
<b>Computer equipment:</b>			
Server upgrade (network)	35,000		35,000
Accounting server upgrade	8,000		8,000
Web site development	15,000	1,332	13,668
Purchasing/AP upgrade		10,677	(10,677)
Miscellaneous	50,000	6,879	43,121
<b>TOTAL</b>	<b>3,382,000</b>	<b>126,410</b>	<b>3,255,590</b>

**EMSA Western Division  
Capital Expenditures Variance  
Year Ending June 30, 2013**

*Through October*

Description	Budget	Actual EMSA	Under (Over) Budget
<b>Ambulances</b>			
<i>2013 Ambulances (one)</i>			
New units	148,000		148,000
Miscellaneous	100,000	38,091	61,909
<b>On board equipment:</b>			
Equipment for new units	64,000		64,000
Ventilators	275,000		275,000
Miscellaneous	36,000		36,000
<b>CAD and radio equipment:</b>			
Equipment for new units	15,000		15,000
Base station upgrade	40,000		40,000
Clinical computer pads	300,000		300,000
Radio infrastructure (NG911)	163,000	81,336	81,664
			-
<b>Building expenses:</b>			
Leasehold improvements	30,000		30,000
Generator fuel tank @ Walker		14,808	(14,808)
Replacement of office machines		21,256	(21,256)
Miscellaneous	43,000	8,131	34,869
<b>Computer equipment:</b>			
Web site development	15,000	1,357	13,643
Server upgrade	30,000		30,000
Purchasing/AP upgrade		10,763	(10,763)
Miscellaneous	50,000	4,598	45,402
<b>TOTAL</b>	<b>1,309,000</b>	<b>180,340</b>	<b>1,128,660</b>

**EMSA**  
 Key Financial Indicators  
 Fiscal Year Ending June 30, 2013

*Eastern Division*

	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Oct-12</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>							
Emergency	5,216	5,199	4,951	4,917	20,283	19,348	19,545
Non-emergency	798	803	702	779	3,082	3,463	3,134
<b>Total</b>	<b>6,014</b>	<b>6,002</b>	<b>5,653</b>	<b>5,696</b>	<b>23,365</b>	<b>22,811</b>	<b>22,679</b>
Unit hours	15,619	15,557	14,700	15,182	61,058	55,752	
% of total system hours	50.1%	49.4%	49.8%	49.0%	49.6%	46.0%	46.0%
<i>Gross revenue by payor:</i>							
Medicare	41%	41%	40%	41%	41%	43%	
Medicaid	19%	18%	19%	20%	19%	18%	
Private insurance	13%	12%	12%	13%	12%	15%	
Uninsured and other	27%	29%	29%	26%	28%	24%	
	100%	100%	100%	100%	100%	100%	
<i>Collection rate</i>	46.3%	59.2%	46.8%	66.5%	54.2%	58.4%	48.0%
<i>Net income (loss)</i>	\$ 267,914	\$ 296,863	\$ (697,025)	\$ (643,376)	\$ (775,624)	\$ (34,621)	\$ (247,788)
<i>Days in A/R</i>	71.4	76.5	86.4	84.0	N/A	77.1	
<i>Past due A/R</i>	\$ 2,088,000	\$ 2,554,000	\$ 2,737,000	\$ 2,585,000	N/A	\$ 1,967,000	
<i>Current ratio</i>	2.29	2.08	2.08	2.07	N/A	2.58	

EMSA  
Key Financial Indicators  
Fiscal Year Ending June 30, 2013

Western Division

	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Oct-12</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>							
Emergency	6,058	6,086	5,871	5,976	23,991	23,193	23,624
Non-emergency	263	278	297	302	1,140	728	572
Total	<u>6,321</u>	<u>6,364</u>	<u>6,168</u>	<u>6,278</u>	<u>25,131</u>	<u>23,921</u>	<u>24,196</u>
Unit hours	18,111	18,126	16,935	17,972	71,144	74,243	
% of total system hours	49.9%	50.6%	50.2%	51.0%	50.4%	54.0%	54.0%
<i>% of gross revenue by payor:</i>							
Medicare	42%	40%	41%	41%	41%	42%	
Medicaid	16%	16%	16%	16%	16%	16%	
Private insurance	13%	15%	15%	14%	14%	15%	
Uninsured and other	29%	29%	28%	29%	29%	27%	
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
<i>Collection rate</i>	<u>45.9%</u>	<u>51.5%</u>	<u>44.7%</u>	<u>55.1%</u>	<u>49.3%</u>	<u>53.4%</u>	<u>46.0%</u>
<i>Net income (loss)</i>	<u>\$ (429,428)</u>	<u>\$ (573,997)</u>	<u>\$ (614,099)</u>	<u>\$ (411,136)</u>	<u>\$ (2,028,660)</u>	<u>\$ (2,683,942)</u>	<u>\$ (3,053,304)</u>
<i>Days in A/R</i>	<u>71.2</u>	<u>77.2</u>	<u>83.8</u>	<u>81.5</u>	<u>N/A</u>	<u>85.3</u>	
<i>Past due A/R</i>	<u>\$ 2,514,000</u>	<u>\$ 3,129,000</u>	<u>\$ 3,251,000</u>	<u>\$ 3,177,000</u>	<u>N/A</u>	<u>\$ 2,305,000</u>	
<i>Current ratio</i>	<u>1.33</u>	<u>1.40</u>	<u>1.42</u>	<u>1.47</u>	<u>N/A</u>	<u>1.04</u>	





EMSA  
Expenditures Greater Than \$10,000

<u>Date</u>	<u>Total Amount</u>	<u>Check #</u>	<u>To</u>	<u>Description</u>	<u>East</u>	<u>West</u>	<u>P+</u>	<u>MCB</u>	<u>Grant</u>
10/31/2012	\$13,572	70405	AT&T	Landline phones	3189.82	10241.75	70.22	70.33	
	\$9,115			Landline phones	4502.41	4612.1			
10/31/2012	\$1,540	70404	AT&T Interstate Dedicated Prvt Ln Serv	Web Security	766.84	772.91			
	\$9,695			Web Security	4789.22	4905.9			
10/23/2012	\$21,440	AMEX	Aztec Systems	Intercompany Posting Software	2241.16	2258.84			
				Papersave Imaging	5498.31	5541.69			
				Professional Services for Papersave	2938.41	2961.59			
10/12/2012	\$39,700	70333	Bill Knight Ford	Replaced Wrecked Unit	39700				
10/31/2012	\$19,996	70425	First Watch	Annual Support & Maintenance	9959.04	10037.63			
10/31/2012	\$62,333	70437	Littlefield	Qualatative Account Planning	62333				
10/31/2012	\$23,100	70440	MEDUSA MEDICAL TECHNOLOGIES	Quarterly Customer Support	11411.01	11688.99			
10/18/2012	\$10,000	70381	Mike Duncan	Photography/Production EMSA Disaster Response Planning	4980.35	5019.65			
10/30/2012	\$10,861	AMEX	Motorola, Inc.	Monthly Service Agreement	5353.1	5507.95			
10/31/2012	\$59,475	70447	Presidio Networked Solutions	Smartnet Renewal	29379.63	30095.39			
10/30/2012	\$13,838	AMEX	Southeastern Emergency Equipment	Tulsa Fire Dept: Bandage, Calcium, etc	779.95				
				Tulsa Fire Dept: Calcium, Infuser	179.4				
				Tulsa Fire Dept: Latex Gloves	12879				
10/12/2012	\$30,113	70370	Verizon Wireless	Wireless Phones	6333.94	6488.26			
				Wireless Phones	5605.63	5719.12	5726.6	240.06	
10/31/2012	\$27,820	70464	Voice Products, Inc.	Maintenance Renewal VIOP Recording	13742.6	14077.4			
10/12/2012	\$15,000	70375	Werfel & Werfel, PLLC	Services related to audit	7409.75	7590.25			