

## EMSA- Consolidated Income Statement Compared to Budget

	<u>Year to date as of Oct-2019</u>		
	<u>Actuals</u>	<u>Budget 2020</u>	<u>Variance</u>
Revenue			
Net Patient Revenue			
Patient Revenue	74,423,636	70,906,164	3,517,472
Contractuals & Deductions	-50,707,549	-50,570,854	-136,695
Total Net Patient Revenue	<b>23,716,087</b>	<b>20,335,310</b>	<b>3,380,777</b>
<i>Realization Rate</i>	<b>31.9%</b>	<b>28.7%</b>	
Other Operating Revenue	4,150,481	4,047,036	103,445
Total Revenue	<b>27,866,568</b>	<b>24,382,346</b>	<b>3,484,222</b>
Total Operating Expense	<b>25,002,844</b>	<b>23,221,567</b>	<b>-1,781,278</b>
Non-Operating Income	27,868	43,000	70,868
Non-Operating Expenses	1,331,787	1,350,450	-15,957
<b>Net Income</b>	<b>1,559,805</b>	<b>-146,671</b>	<b>1,706,476</b>
Net Income %	5.6%	-0.6%	
<b>EBITDA</b>	<b>2,863,723</b>	<b>1,160,779</b>	<b>1,702,945</b>
EBITDA %	10.3%	4.8%	

\*\*Grant expenditures are included in the above numbers

## EMSA Operating Expenses (excludes grants)

	<u>Year to date as of Oct-2019</u>		
	<u>Actuals</u>	<u>Budget 2020</u>	<u>Variance</u>
Expense			
Salary & Wages	1,559,352	1,209,440	(349,912)
Benefits	449,582	409,766	(39,816)
Professional & Contracted Services	20,525,726	19,754,417	(771,309)
Training & Development	20,559	36,243	15,684
Supplies	109,872	131,391	21,519
Repairs & Maintenance	582,346	439,316	(143,030)
Utilities	512,771	494,556	(18,215)
Rent	191,460	175,993	(15,467)
Insurance	72,501	83,245	10,744
Public Relations	79,635	56,523	(23,112)
Other Expenses	590,096	429,549	(160,547)
Total Expense	<b>24,693,899</b>	<b>23,220,439</b>	<b>(1,473,460)</b>