

## EMSA- Consolidated Trended Income Statement

	<u>Oct-2018</u>	<u>Nov-2018</u>	<u>Dec-2018</u>	<u>Jan-2019</u>	<u>Feb-2019</u>	<u>Mar-2019</u>	<u>Apr-2019</u>	<u>May-2019</u>	<u>Jun-2019</u>	<u>Jul-2019</u>	<u>Aug-2019</u>	<u>Sep-2019</u>	<u>Oct-2019</u>
<b>Revenue</b>													
<b>Net Patient Revenue</b>													
Patient Revenue	17,146,355	16,456,648	17,159,647	17,333,892	16,551,254	18,086,011	17,044,740	18,091,014	17,520,680	18,366,574	19,004,931	18,638,777	18,413,354
Contractuals & Deductions	-11,648,106	-11,180,913	-12,553,579	-13,428,637	-11,761,816	-13,538,524	-10,709,790	-13,452,223	-14,445,252	-12,438,226	-13,073,817	-13,437,310	-11,758,196
<b>Total Net Patient Revenue</b>	<b>5,498,249</b>	<b>5,275,735</b>	<b>4,606,068</b>	<b>3,905,255</b>	<b>4,789,438</b>	<b>4,547,487</b>	<b>6,334,950</b>	<b>4,638,791</b>	<b>3,075,428</b>	<b>5,928,348</b>	<b>5,931,115</b>	<b>5,201,466</b>	<b>6,655,158</b>
<i>Realization Rate</i>	32.1%	32.1%	26.8%	22.5%	28.9%	25.1%	37.2%	25.6%	17.6%	32.3%	31.2%	27.9%	36.1%
Other Operating Revenue	2,775,997	1,506,012	620,262	507,688	873,379	1,256,991	1,170,777	83,932	1,192,877	496,455	1,627,628	800,454	1,225,944
<b>Total Revenue</b>	<b>8,274,246</b>	<b>6,781,747</b>	<b>5,226,330</b>	<b>4,412,943</b>	<b>5,662,817</b>	<b>5,804,478</b>	<b>7,505,728</b>	<b>4,722,723</b>	<b>4,268,305</b>	<b>6,424,803</b>	<b>7,558,743</b>	<b>6,001,920</b>	<b>7,881,101</b>
<b>Expense</b>													
Salary & Wages	307,942	298,038	296,877	385,139	269,080	262,337	265,440	269,898	293,008	323,199	765,238	333,496	401,705
Benefits	87,178	72,704	73,336	124,641	84,240	83,551	87,195	87,034	140,291	89,129	191,308	83,292	85,853
Professional & Contracted Services	4,918,500	4,645,032	4,801,057	4,837,929	4,693,883	5,196,282	4,936,084	5,192,892	5,232,245	5,160,460	5,189,089	5,079,684	5,096,493
Training & Development	6,187	7,007	5,952	10,623	10,290	13,255	17,585	8,116	14,869	3,355	9,720	3,996	3,489
Supplies	27,254	16,922	17,904	16,129	23,438	15,824	18,851	7,723	24,806	44,336	37,581	30,264	24,231
Repairs & Maintenance	151,288	78,464	89,496	147,379	133,698	127,863	126,236	119,434	102,967	100,974	180,433	108,373	193,067
Utilities	125,374	110,569	123,139	118,515	124,808	103,384	134,809	154,742	79,953	155,610	76,890	107,337	175,493
Rent	42,546	47,365	45,790	47,132	42,269	46,970	42,229	42,697	45,934	55,071	46,625	46,734	43,217
Insurance	17,149	17,375	17,007	17,001	18,658	18,658	23,583	19,293	19,293	24,779	18,554	14,107	15,062
Public Relations	15,538	9,448	11,307	15,204	15,590	18,451	19,190	16,436	18,386	29,179	4,181	22,521	23,754
Other Expenses	149,437	161,000	157,814	26,699	126,499	106,192	129,079	99,247	198,664	146,665	133,006	98,530	226,766
<b>Total Expense</b>	<b>5,848,392</b>	<b>5,463,924</b>	<b>5,639,680</b>	<b>5,746,392</b>	<b>5,542,452</b>	<b>5,992,768</b>	<b>5,800,281</b>	<b>6,017,512</b>	<b>6,170,415</b>	<b>6,132,755</b>	<b>6,652,625</b>	<b>5,928,335</b>	<b>6,289,130</b>
<b>Non-Operating Income</b>	<b>4,305</b>	<b>11,813</b>	<b>10,793</b>	<b>9,602</b>	<b>8,357</b>	<b>8,859</b>	<b>8,534</b>	<b>8,577</b>	<b>16,357</b>	<b>8,249</b>	<b>6,273</b>	<b>6,856</b>	<b>6,490</b>
<b>Non-Operating Expenses</b>	<b>333,333</b>	<b>365,909</b>	<b>333,333</b>	<b>333,333</b>	<b>371,050</b>	<b>333,333</b>	<b>358,893</b>	<b>333,333</b>	<b>104,949</b>	<b>346,620</b>	<b>312,000</b>	<b>336,916</b>	<b>336,249</b>
<b>Net Income</b>	<b>2,096,825</b>	<b>963,727</b>	<b>-735,891</b>	<b>-1,657,180</b>	<b>-242,328</b>	<b>-512,764</b>	<b>1,355,088</b>	<b>-1,619,545</b>	<b>-1,990,703</b>	<b>-46,323</b>	<b>600,390</b>	<b>-256,475</b>	<b>1,262,213</b>
<b>Net Income %</b>	<b>25.3%</b>	<b>14.2%</b>	<b>-14.1%</b>	<b>-37.6%</b>	<b>-4.3%</b>	<b>-8.8%</b>	<b>18.1%</b>	<b>-34.3%</b>	<b>-46.6%</b>	<b>-0.7%</b>	<b>7.9%</b>	<b>-4.3%</b>	<b>16.0%</b>
<b>EBITDA</b>	<b>2,425,854</b>	<b>1,317,823</b>	<b>-413,350</b>	<b>-1,333,448</b>	<b>120,365</b>	<b>-188,290</b>	<b>1,705,447</b>	<b>-1,294,789</b>	<b>-1,902,110</b>	<b>292,048</b>	<b>906,118</b>	<b>73,586</b>	<b>1,591,972</b>
<b>EBITDA %</b>	<b>29.3%</b>	<b>19.4%</b>	<b>-7.9%</b>	<b>-30.2%</b>	<b>2.1%</b>	<b>-3.2%</b>	<b>22.7%</b>	<b>-27.4%</b>	<b>-44.6%</b>	<b>4.5%</b>	<b>12.0%</b>	<b>1.2%</b>	<b>20.2%</b>

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