

# Financial Report

## March 2020

*Lora Conger*

*Chief Financial Officer*



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

# EMSA March 20 Income Statement

Year to date as of Mar-2020

	<u>Actuals</u>	<u>Budget 2020</u>	<u>Variance</u>
Revenue			
Net Patient Revenue			
Patient Revenue	167,872,953	157,953,568	9,919,384
Contractuals & Deductions	-120,608,866	-112,825,388	-7,783,478
Total Net Patient Revenue	47,264,086	45,128,180	2,135,906
<b>Realization Rate</b>	<b>28.2%</b>	<b>28.6%</b>	
Other Operating Revenue	10,725,497	9,400,881	1,324,616
<b>Total Revenue</b>	<b>57,989,584</b>	<b>54,529,061</b>	<b>3,460,522</b>
<b>Total Operating Expense</b>	<b>54,961,749</b>	<b>51,671,282</b>	<b>-3,290,467</b>
Non-Operating Income	58,891	96,750	155,641
Non-Operating Expenses	2,915,092	2,957,084	41,993
<b>Net Income</b>	<b>171,633</b>	<b>-2,555</b>	<b>174,188</b>
Net Income %	0.3%	0.0%	0.3%
EBITDA	3,027,834	2,857,780	170,055
EBITDA %	5.2%	5.2%	0.0%



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# EMSA March 20 Operating Expenses

	<u>Year to date as of Mar-2020</u>		
	<u>Actuals</u>	<u>Budget 2020</u>	<u>Variance</u>
Salary & Wages	2,837,530	2,705,054	-132,476
Benefits	883,546	915,519	31,973
Professional & Contracted Services	46,035,895	43,921,305	-2,114,590
Training & Development	38,215	81,548	43,333
Supplies	308,239	295,876	-12,363
Repairs & Maintenance	1,183,348	987,521	-195,827
Utilities	1,201,588	1,092,911	-108,677
Rent	419,938	399,114	-20,824
Insurance	157,434	187,307	29,873
Public Relations	123,078	116,736	-6,342
Other Expenses	1,238,789	965,853	-272,936
<b>Total Expense</b>	<b>54,427,600</b>	<b>51,668,744</b>	<b>-2,758,857</b>

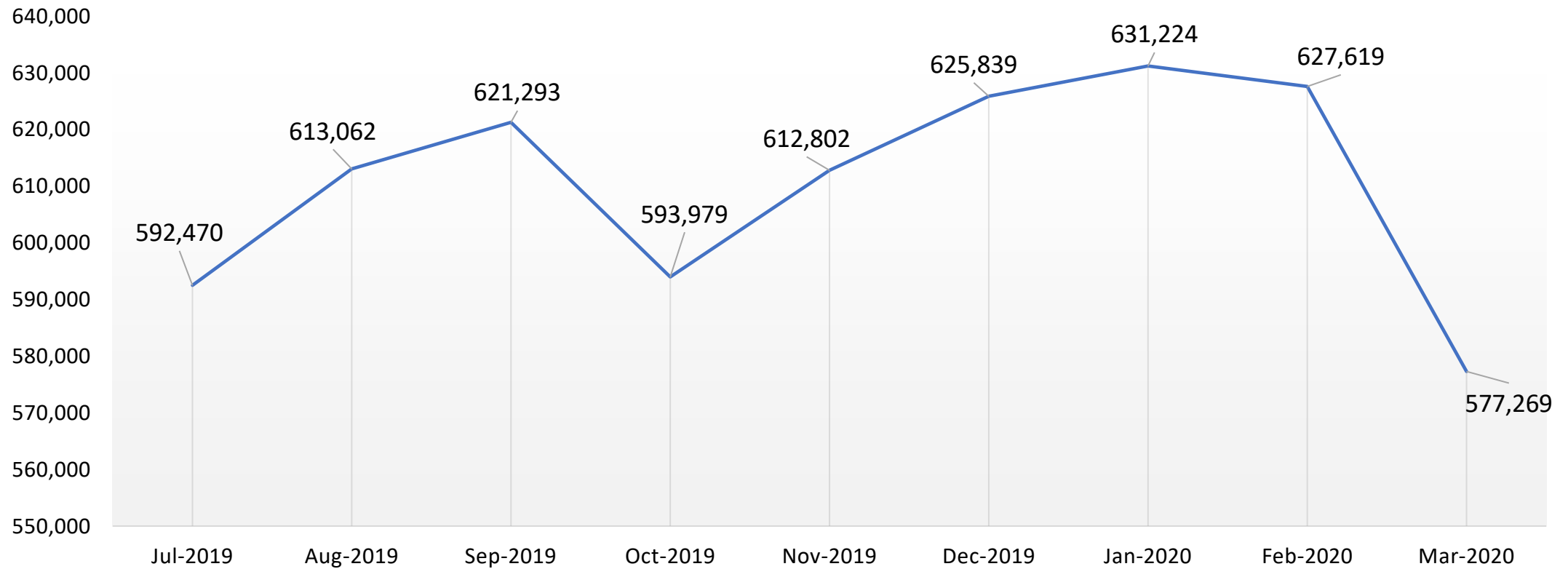
*Note: Operating expenses exclude grant expenditures*



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# EMSA March 2020

## Patient Revenue Per Day



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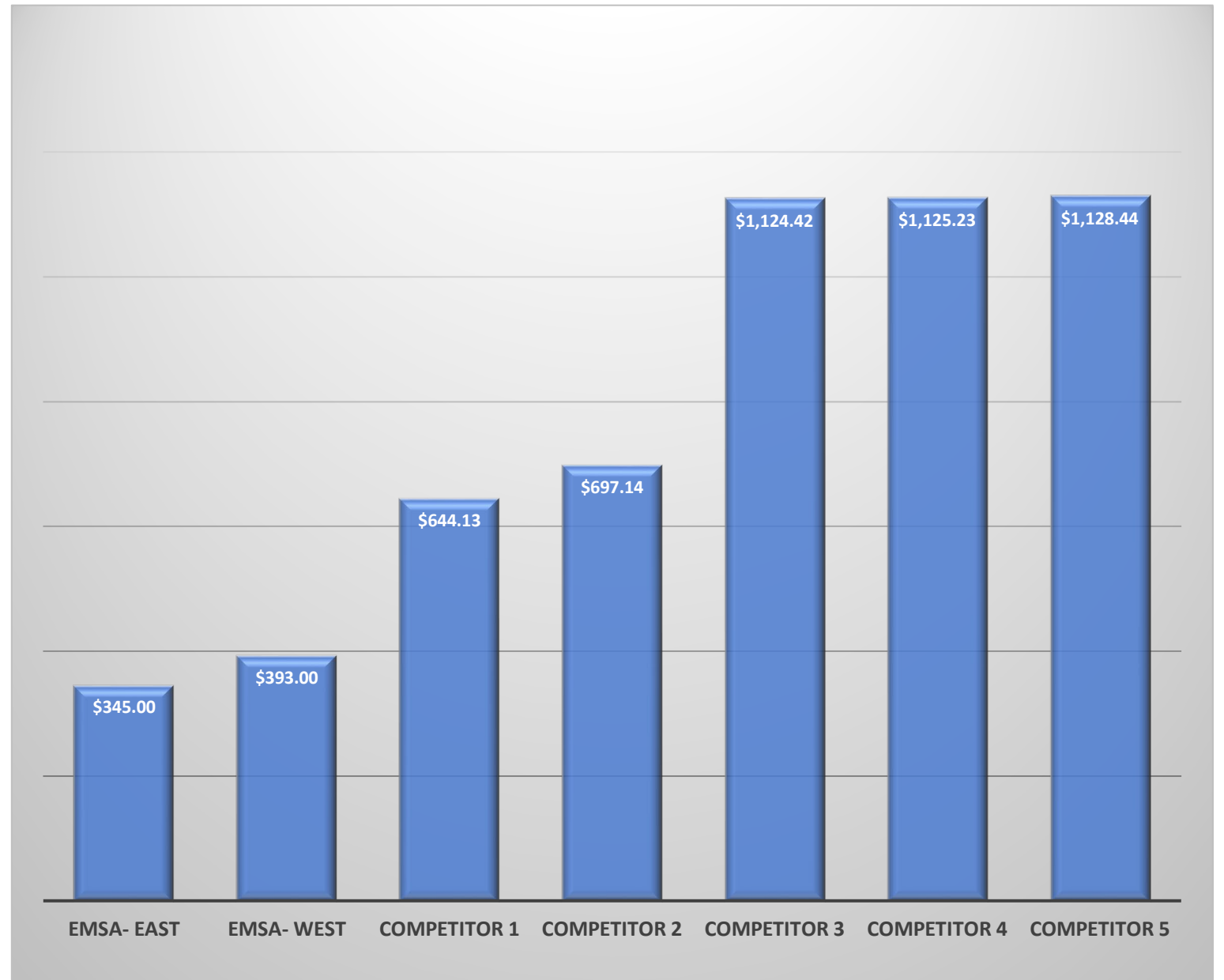
# FY21 Budget Update

- ❖ No Emergency Transport Rate Increase
- ❖ Non-Emergency Transport Rate - TBD
- ❖ Volume based on trailing 12 months from Feb 20 with a 15% reduction factored into first 6 months
- ❖ Less than 3% subsidy increase for both Eastern and Western Divisions
- ❖ No salary increases for team members except for raises related to promotions
- ❖ Capital acquisitions consistent with prior year



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# Non-Emergency Transport Rates in Oklahoma



# Rate Issues

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EMSA non-emergency rates are significantly below fair market value based on a 2019 market analysis

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Reimbursement rates from private payors are higher than EMSA's rates- *We Are Leaving Money on the Table*

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Transport margin is very small- *Maximize Reimbursement Opportunities*

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EMSA non-emergency rate has not been adjusted since 2009

# Distribution of Patient Revenue

