

**Lora Conger**  
**Chief Financial Officer**

# **Financial KPIs**

## **January 2024**

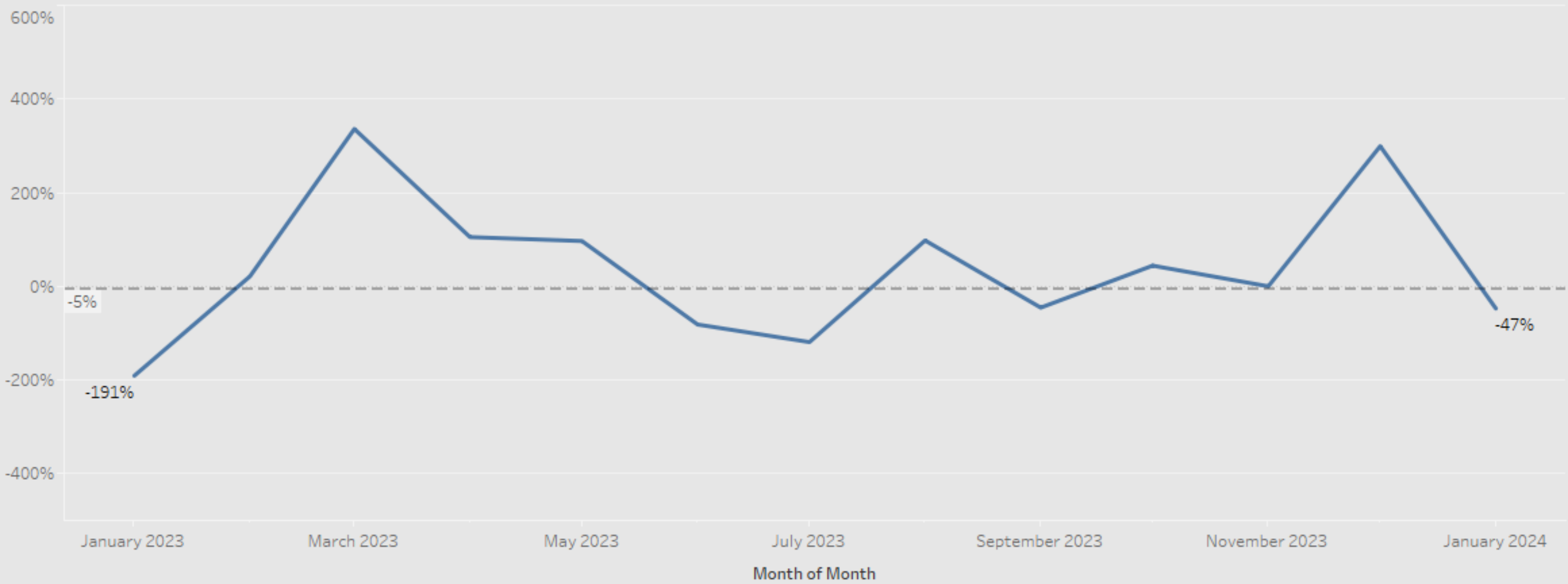


# Net Income Budget Variance Eastern Division

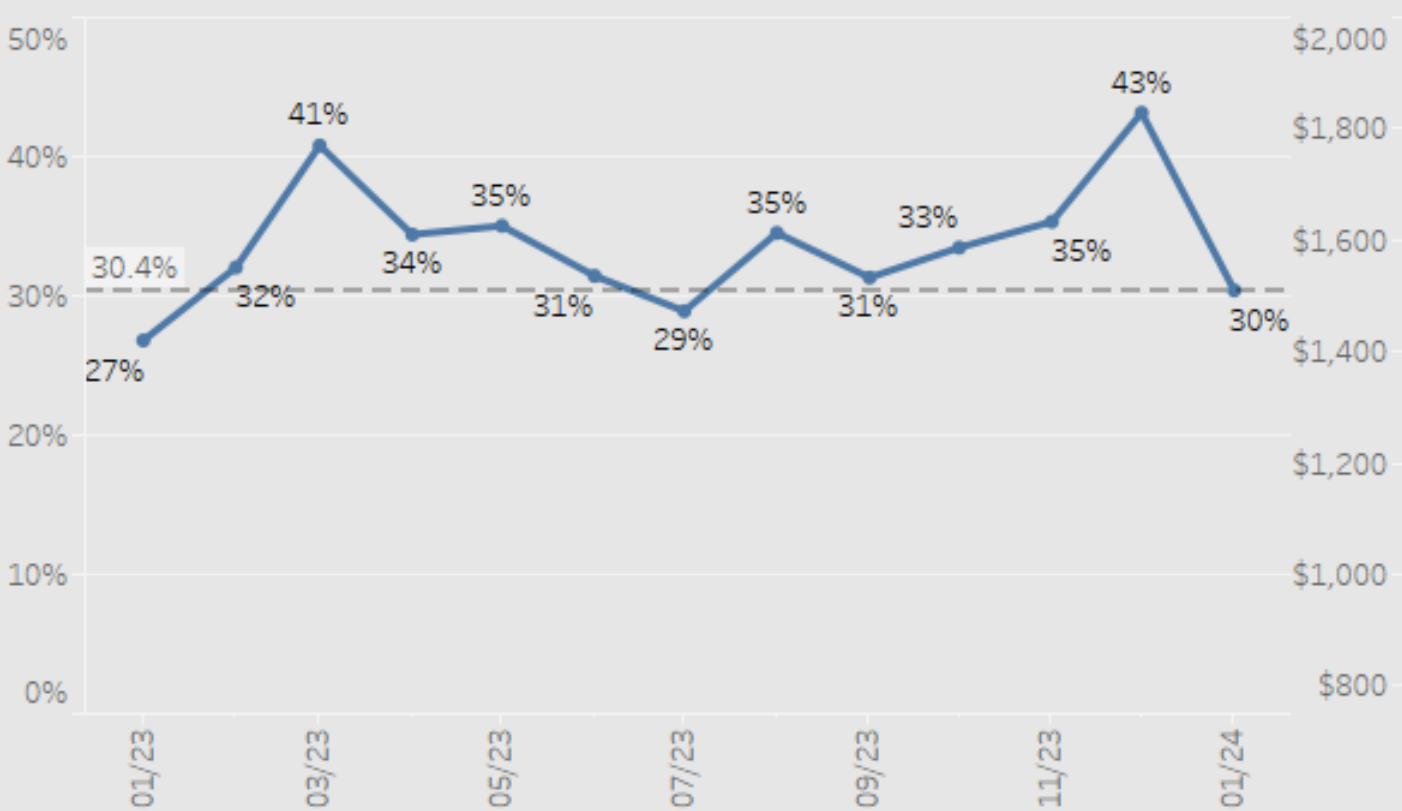
January 2024

**-47%**

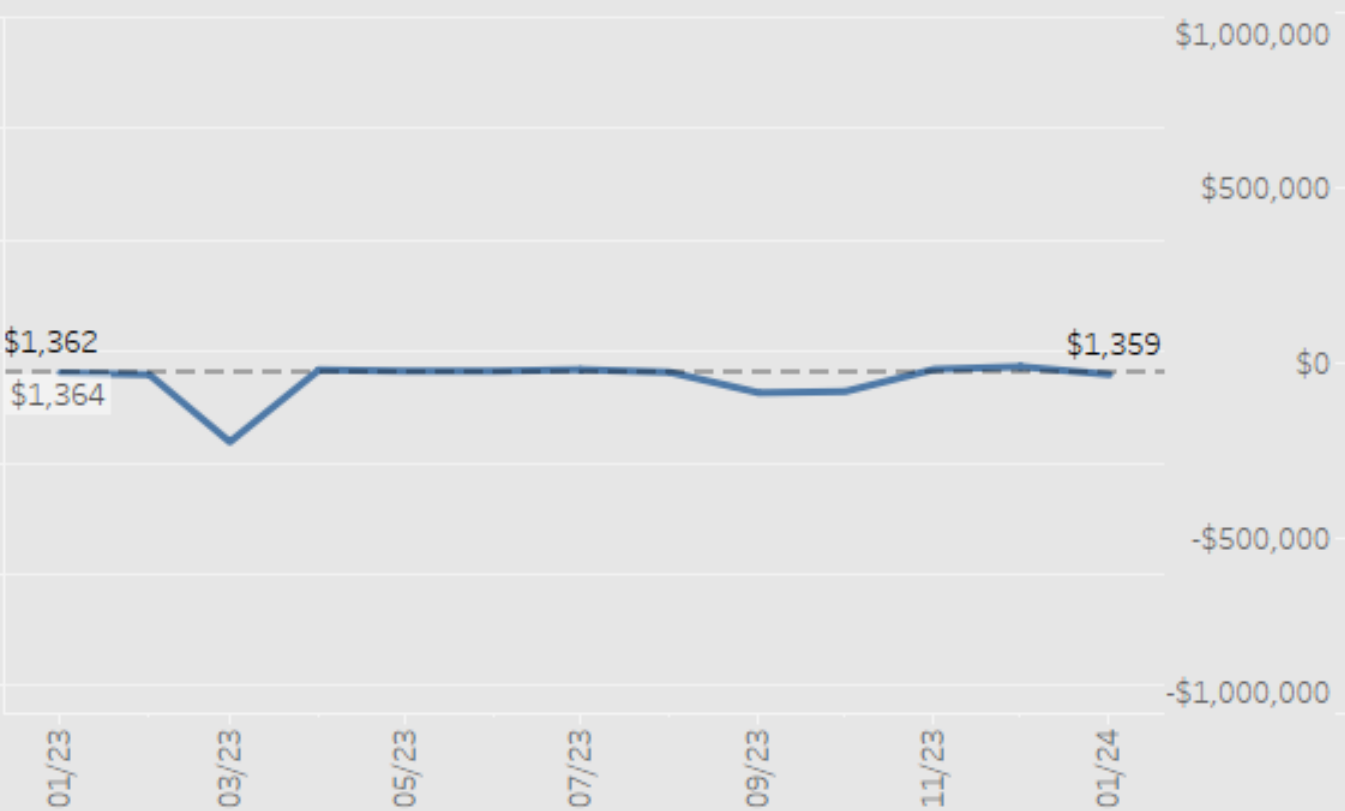
There was a budgeted net income of \$279K compared to actual net income of \$149K for January. Negative variance is due to higher labor costs in January for premium pay to meet special event staffing demand. The realization rate is consistent with the budget for the month of January. FY24 YTD net income is \$4.4M, which exceeds budget by \$1.4 YTD.



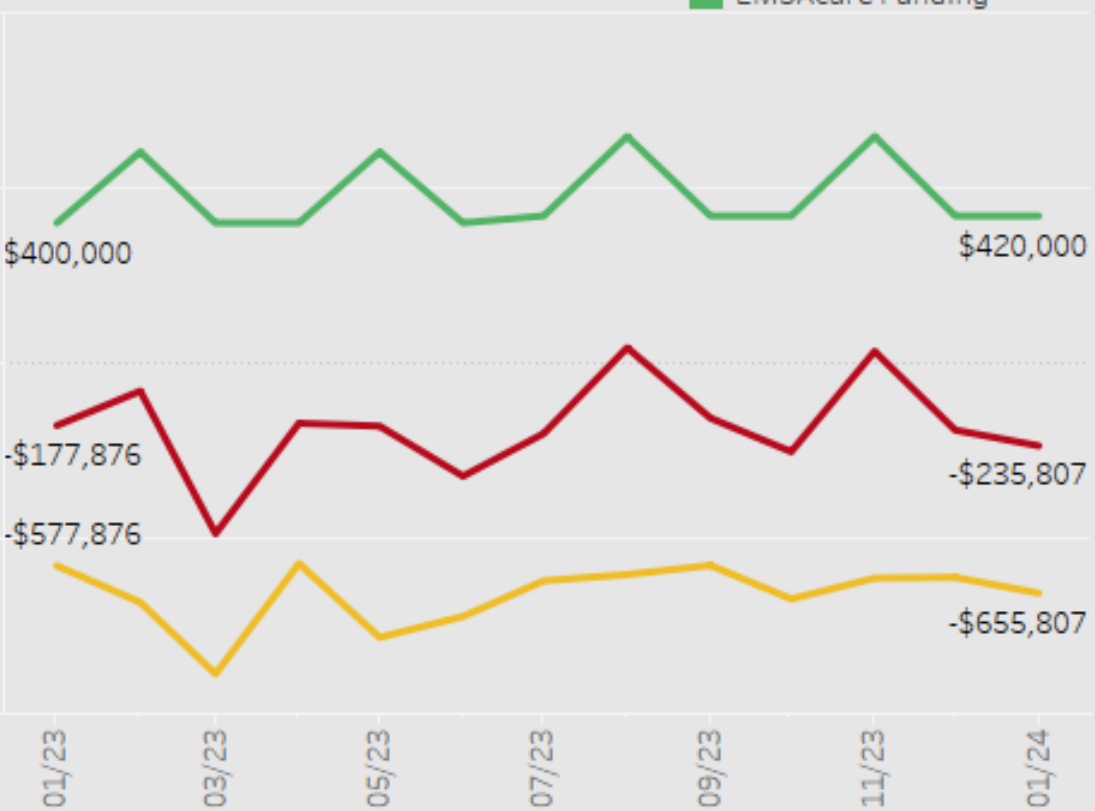
## Realization Rate



## Revenue per Transport



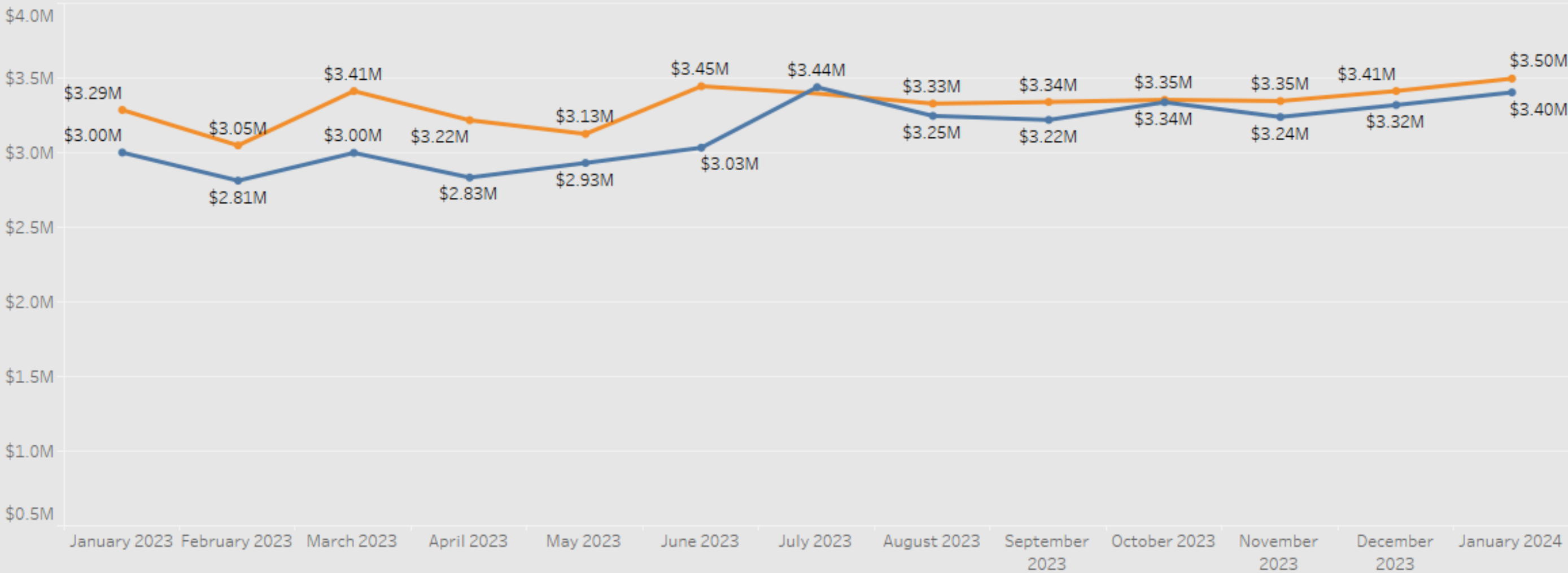
## EMSAcare



# Operating Expense Budget Variance Eastern Division

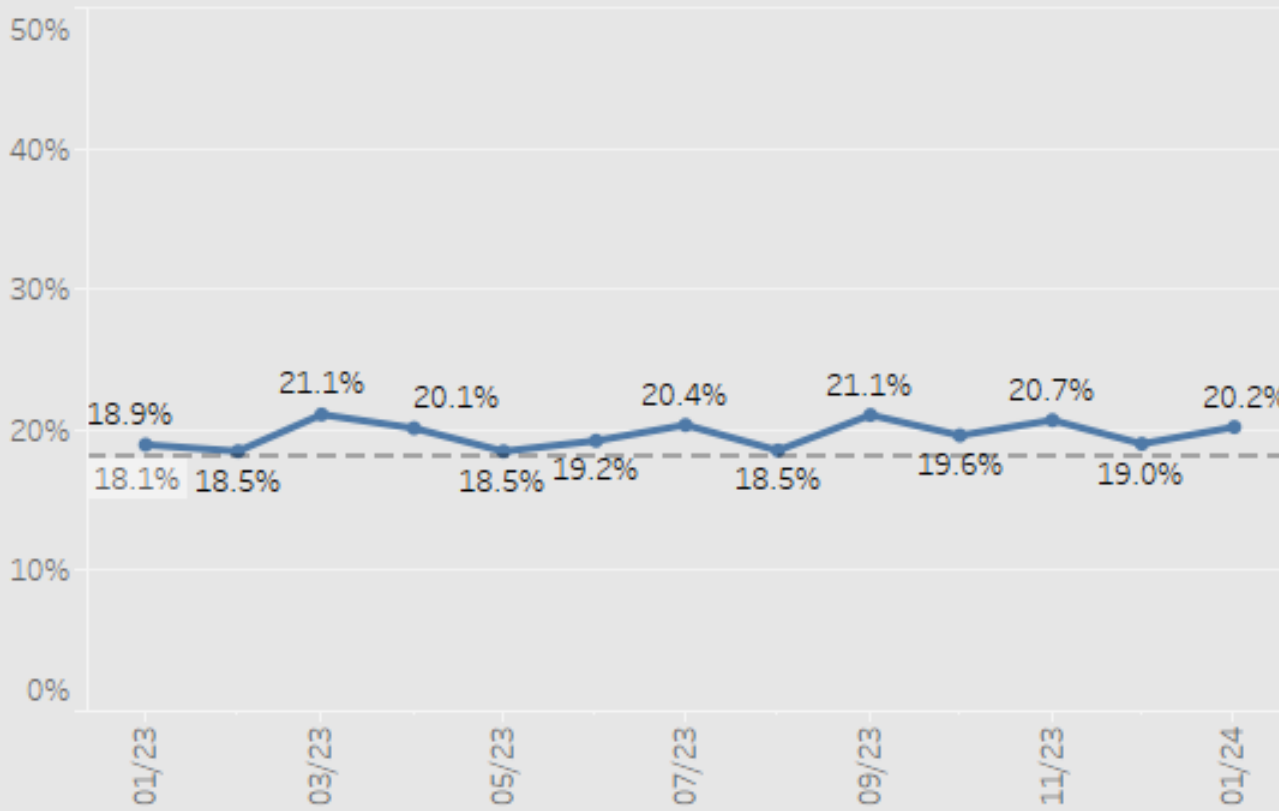
Operating Budget  
Operating Expenses

January 2024

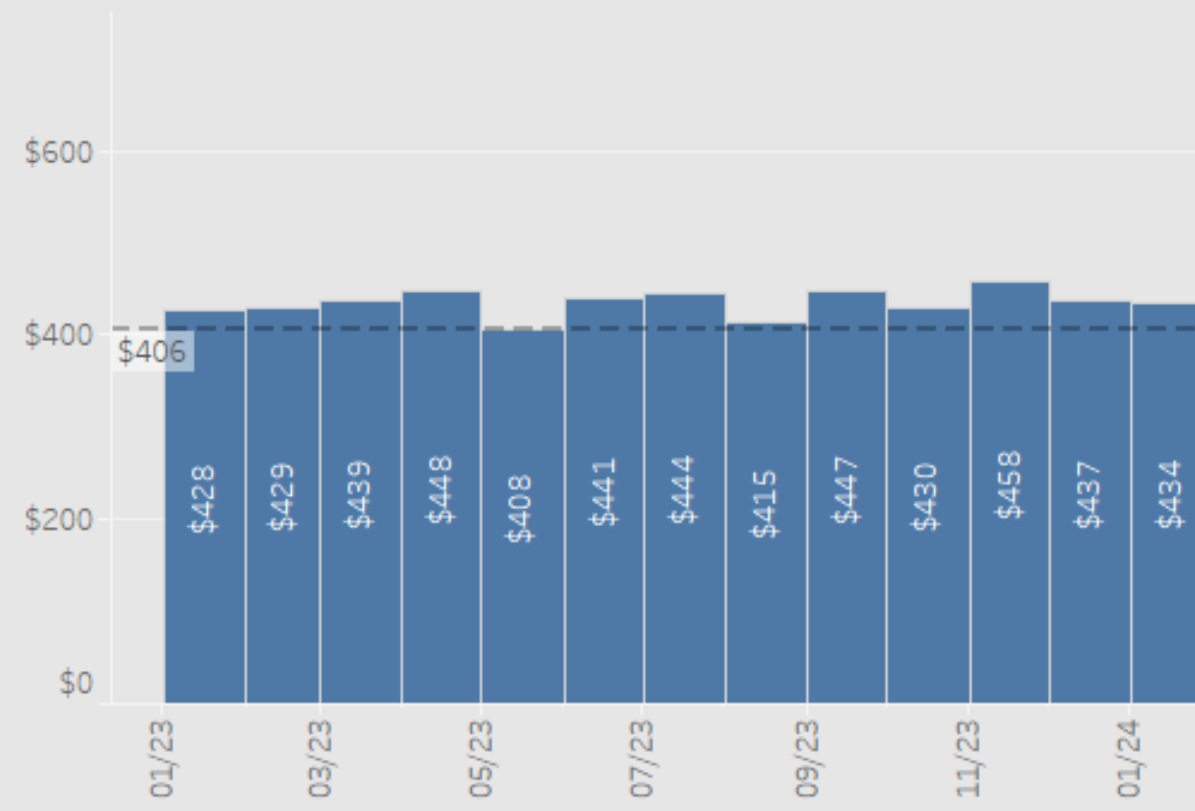


Operating variance is driven primarily by higher-than-budgeted premium pay, a \$105K variance. The residual of operating expense variances materially offset.

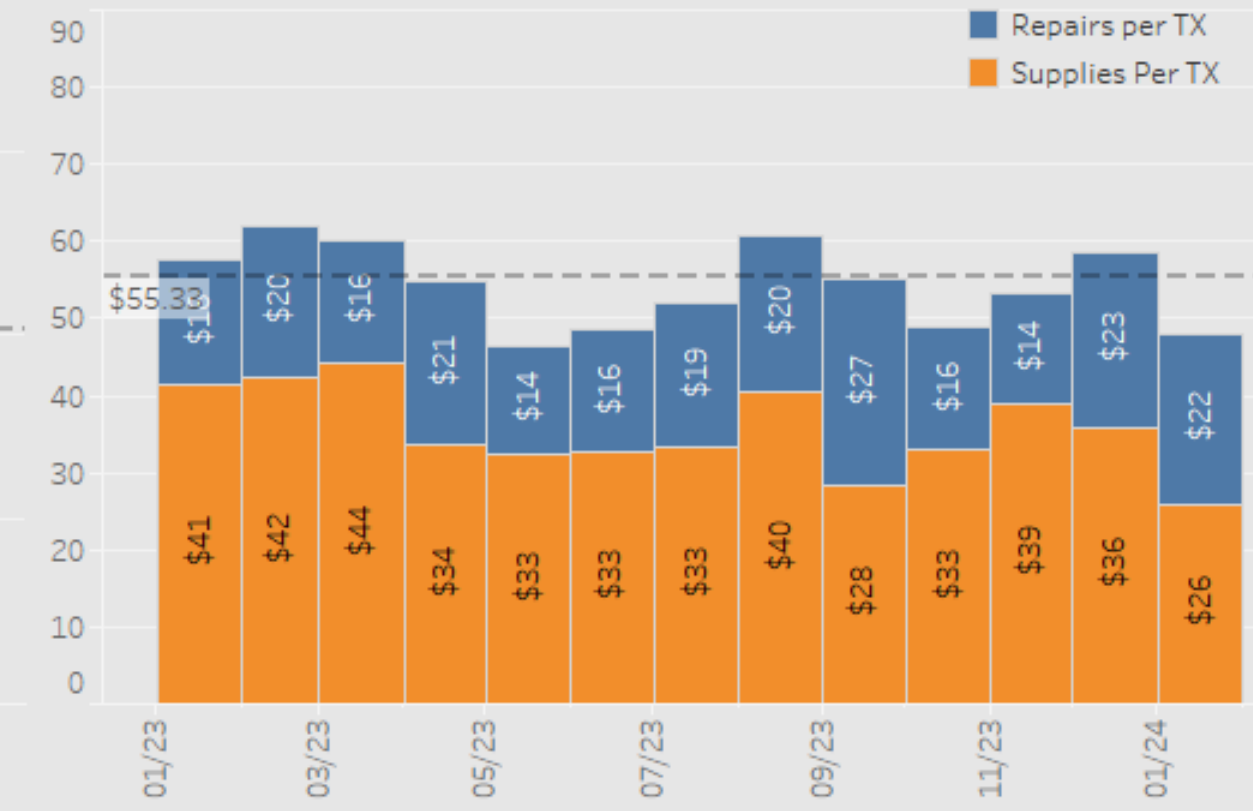
## Percentage of Labor Cost



## Cost per Transport



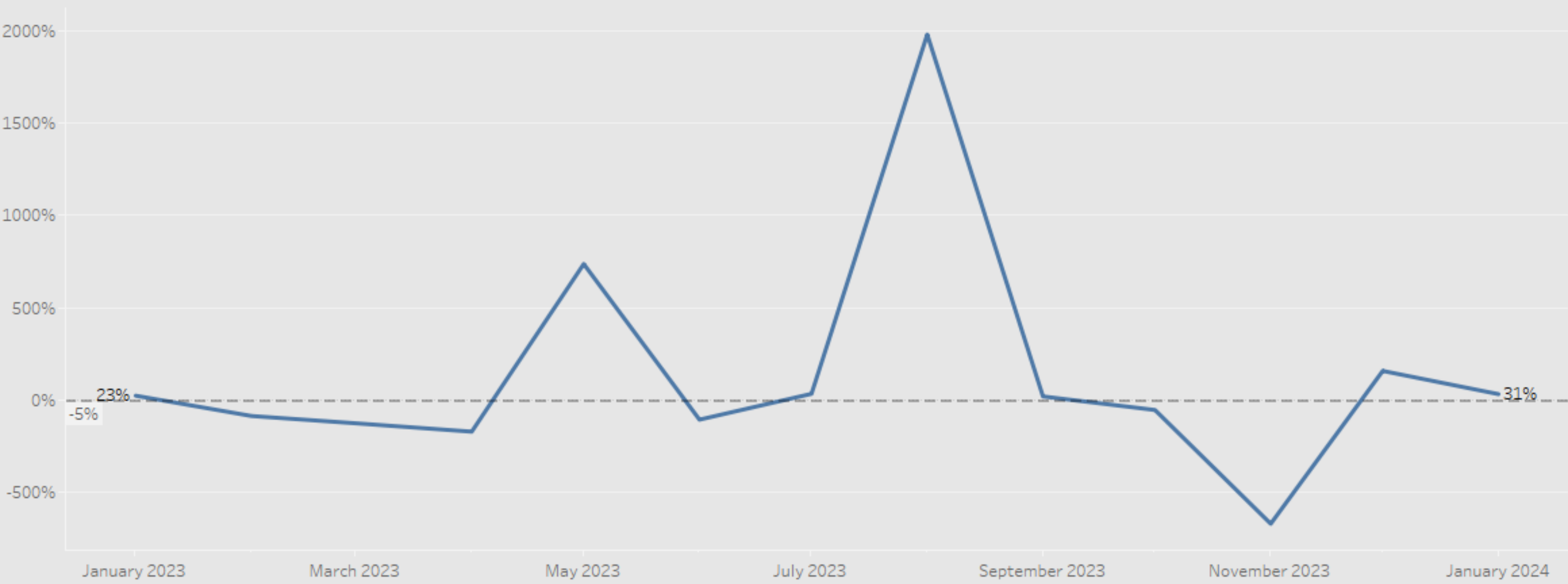
## Supply and Repair per Transport



# Net Income Budget Variance Western Division

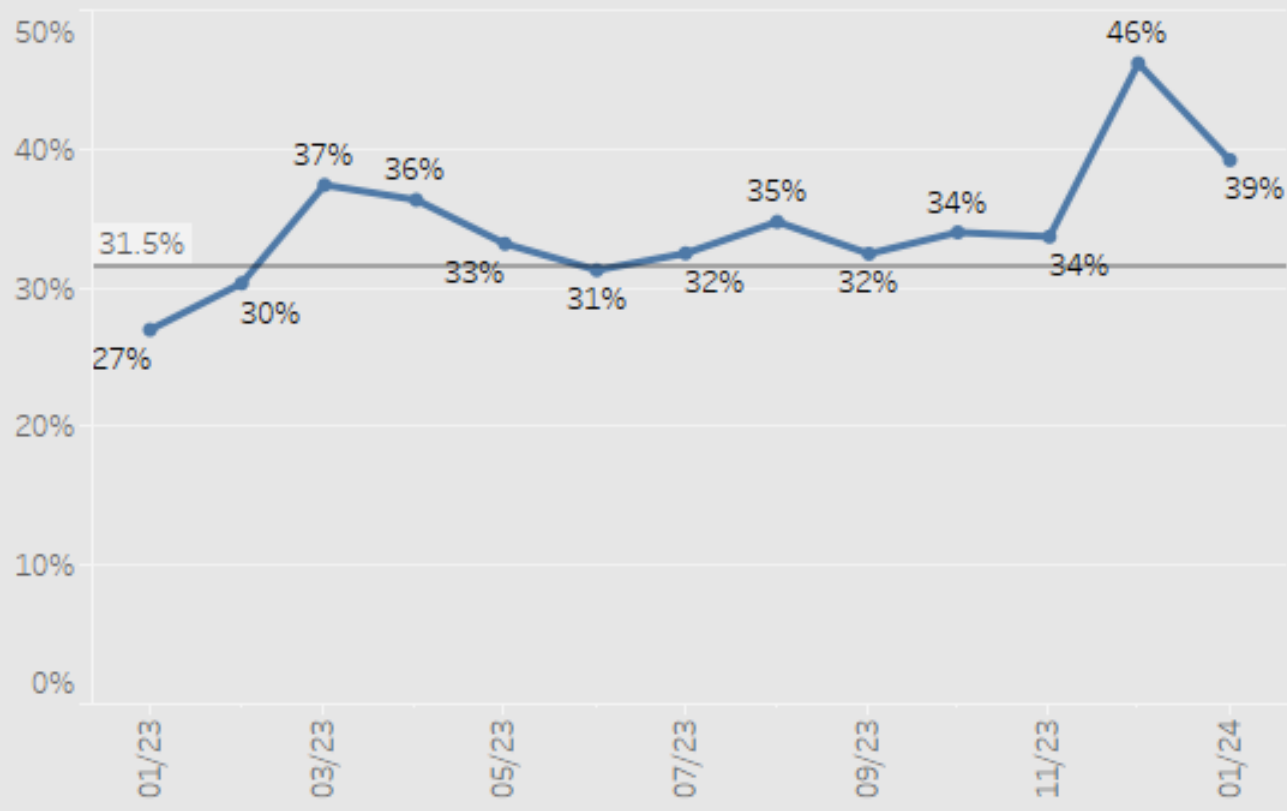
January 2024

31%

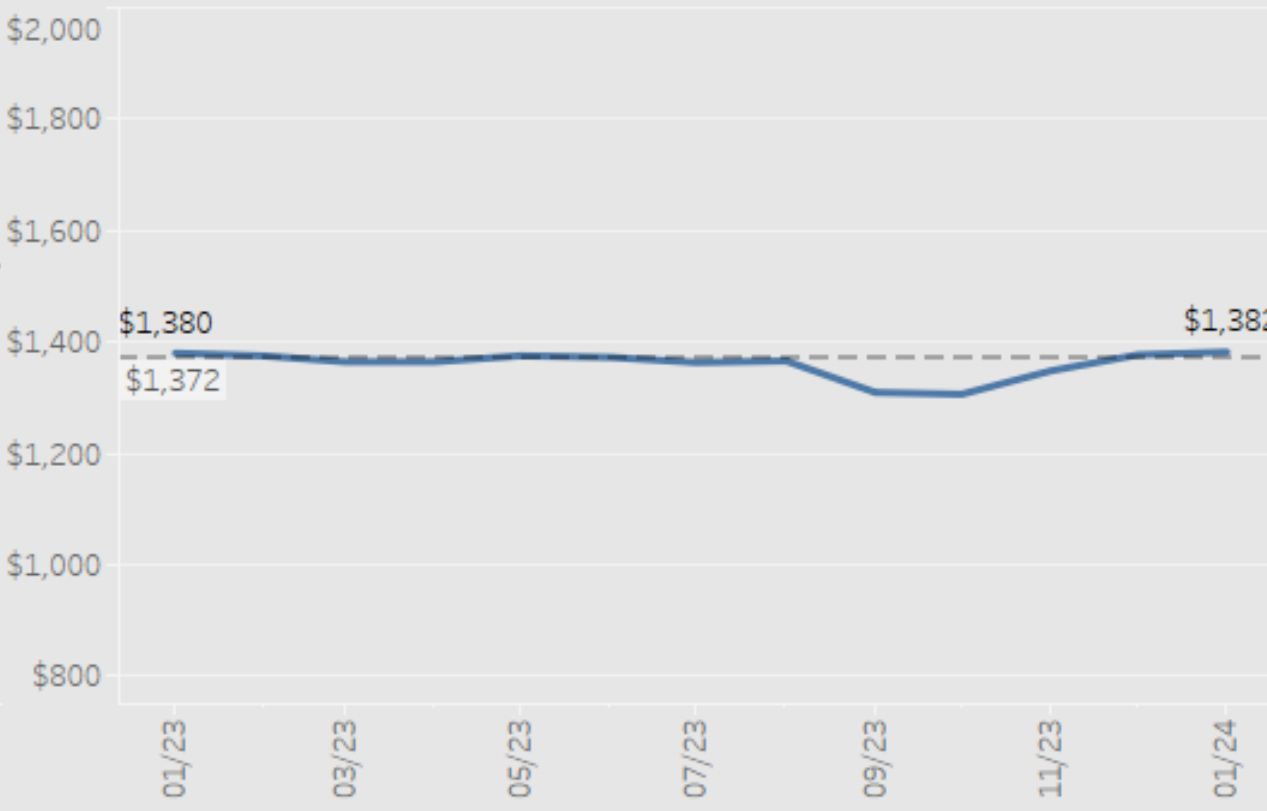


There was a budgeted net income of \$643K compared to actual net income of \$852K for January. Positive variance is due to a higher-than-budget realization rate. FY24 YTD net income is \$2.4M, which exceeds budget by \$1.1M YTD.

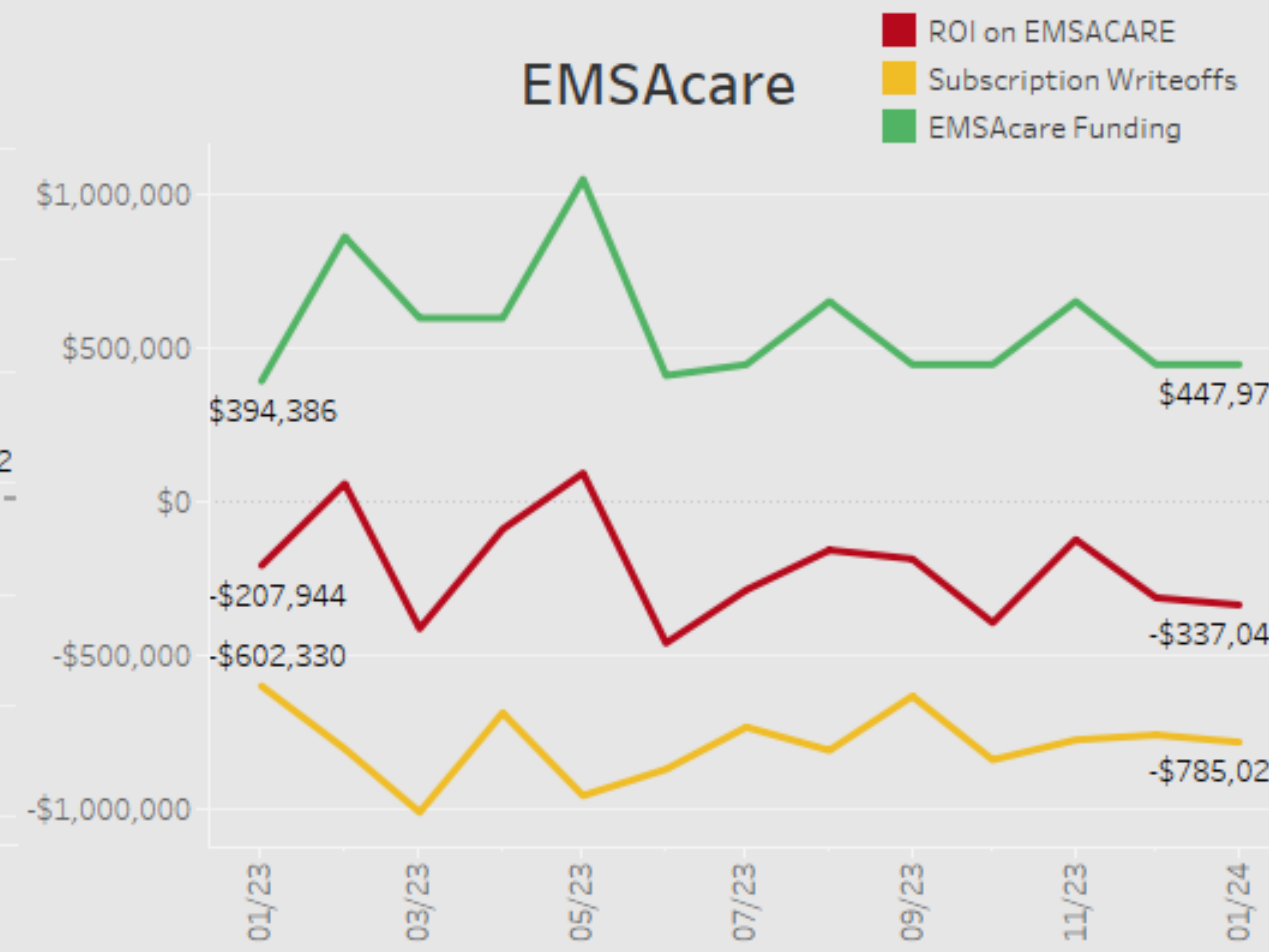
## Realization Rate



## Revenue per Transport



## EMSAcare

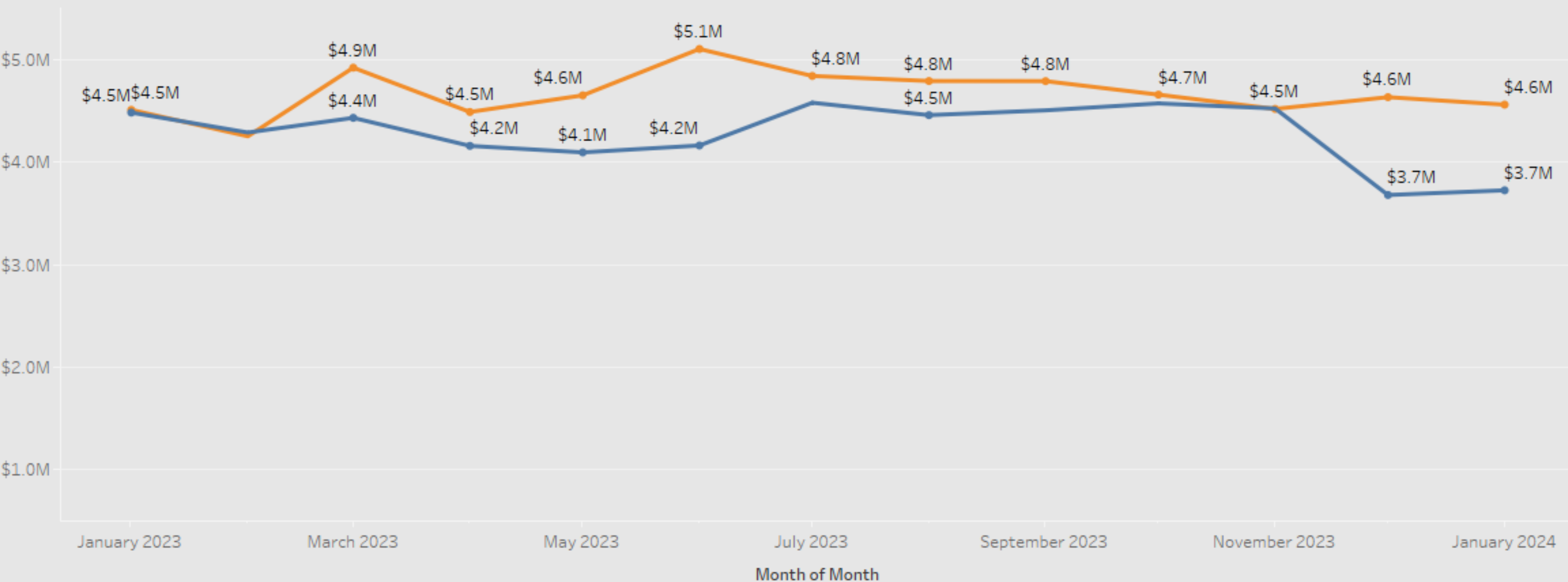


# Operating Expense Budget Variance Western Division

Operating Budget  
Operating Expenses

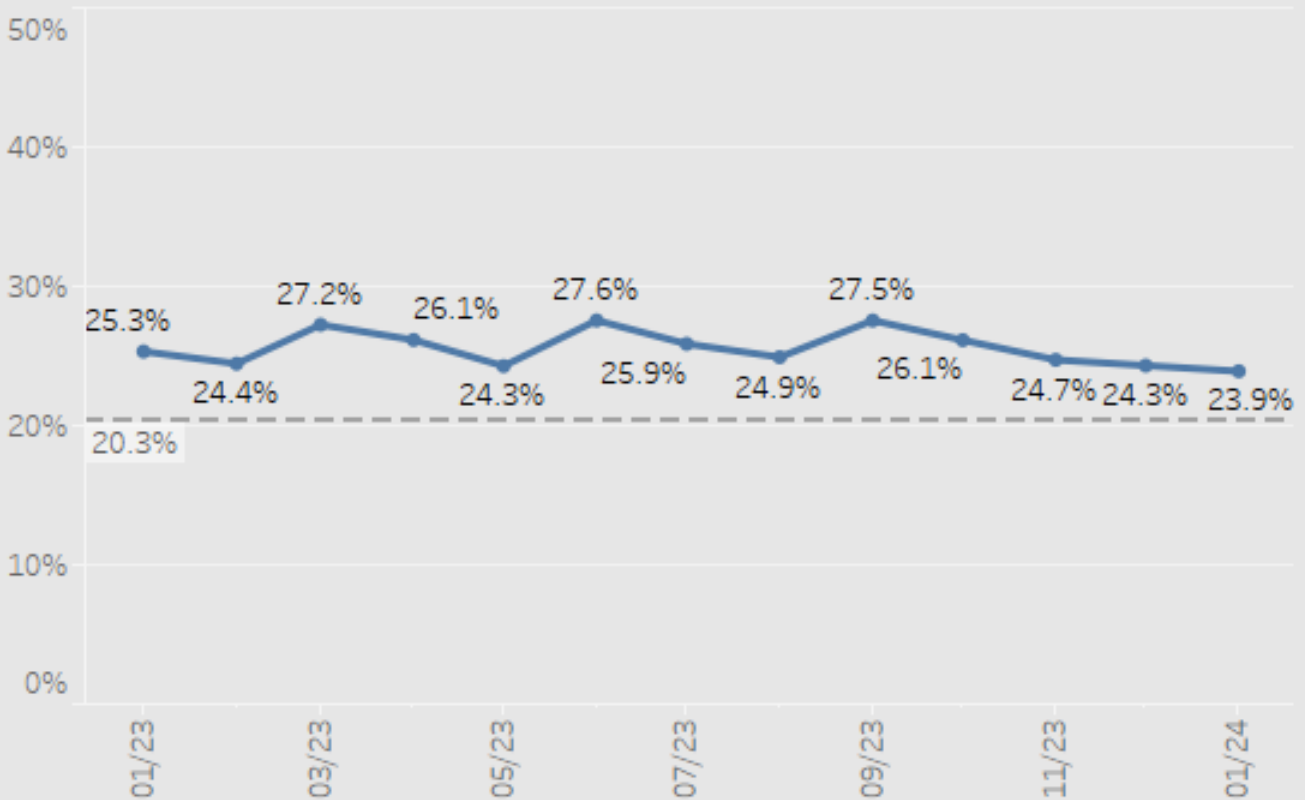
January 2024

**-22%**

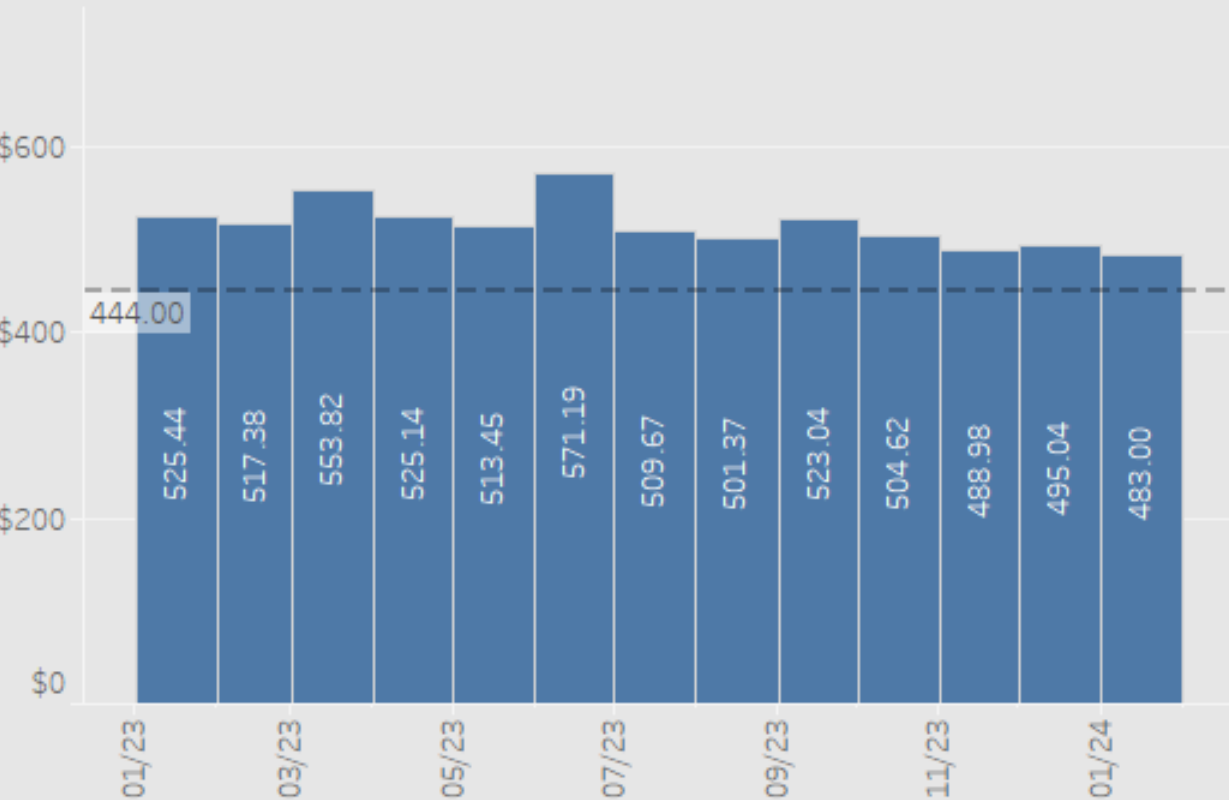


Operating expense variance is due to unbudgeted contract labor. This will continue to be phased out over the fiscal year. Although labor cost as a percentage of revenue is at a 12-month low, it still exceeds the target of 20%.

## Percentage of Labor Cost



## Cost per Transport



## Supply and Repair per Transport

