

Lora Conger
Chief Financial Officer

Financial KPIs
January 2024



Net Income Budget Variance Eastern Division

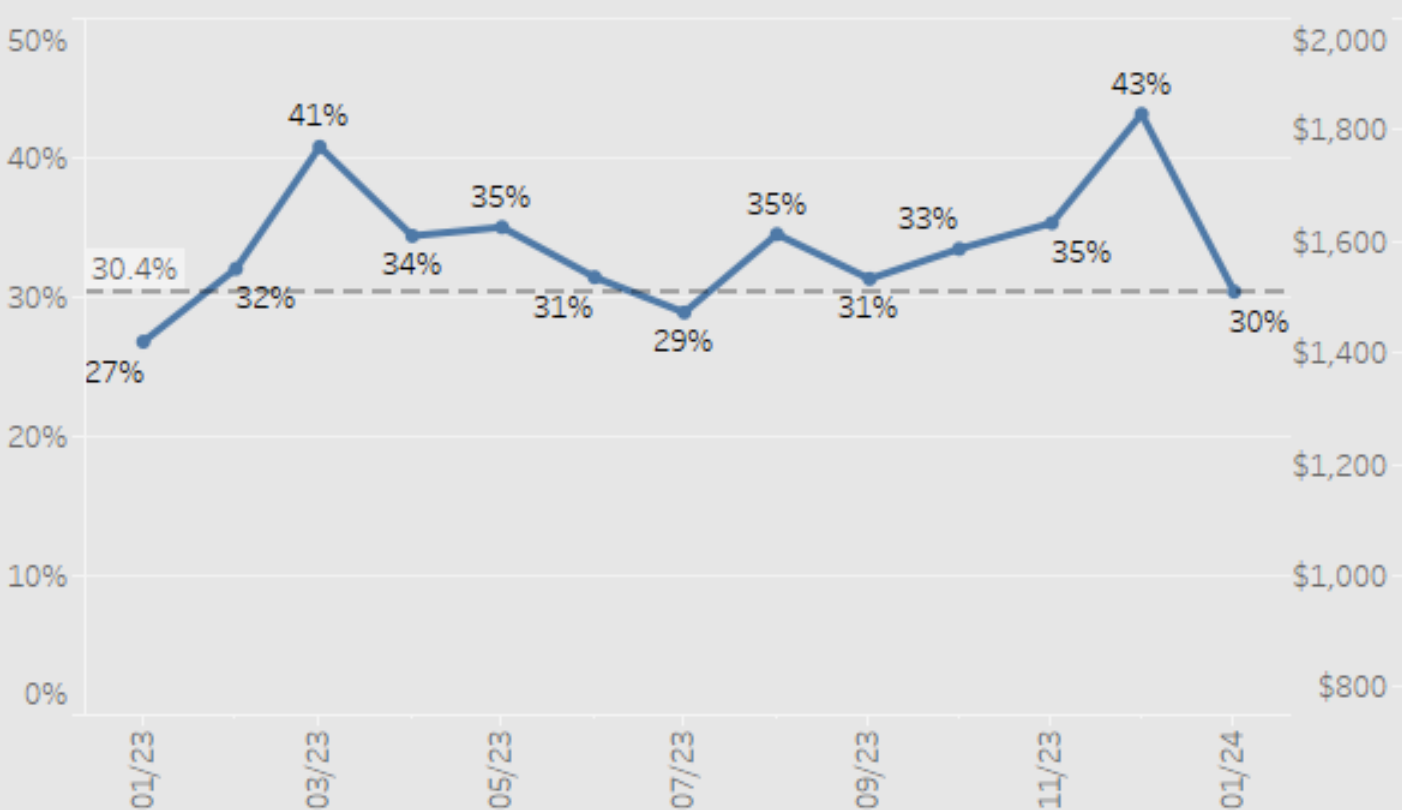
January 2024

-47%

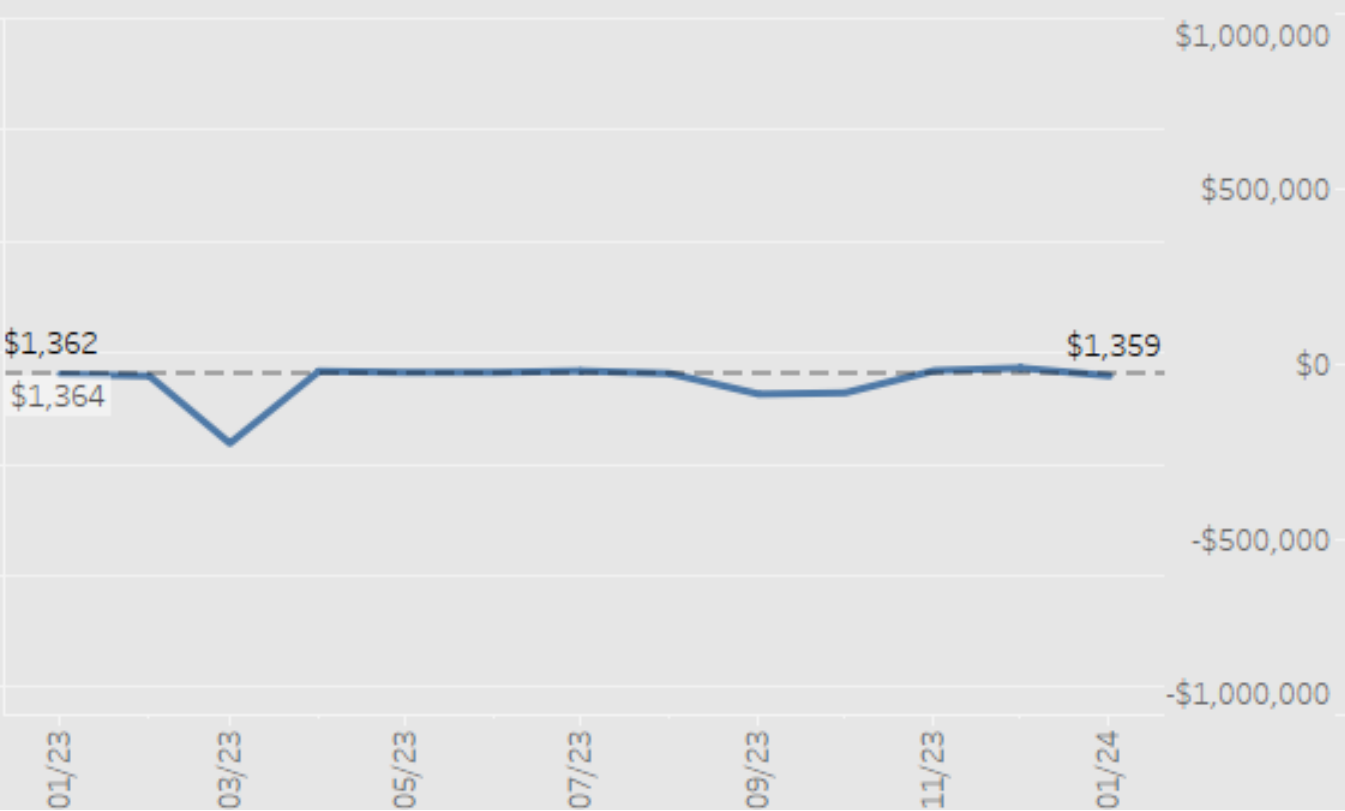
Budgeted net income of \$279K compared to actual net income of \$149K for the month of January. Negative variance is due to higher labor costs in January for premium pay to meet special event staffing demand. The realization rate is consistent with the budget for the month of January. FY24 YTD net income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



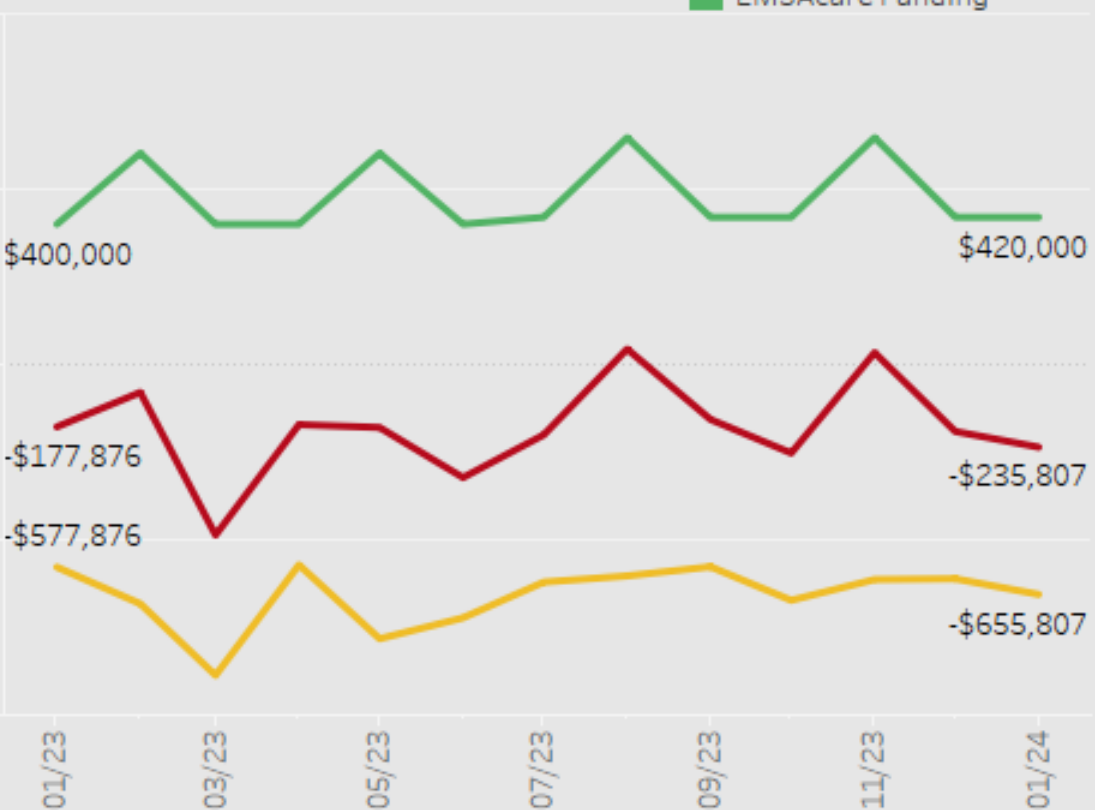
Realization Rate



Revenue per Transport



EMSAcare

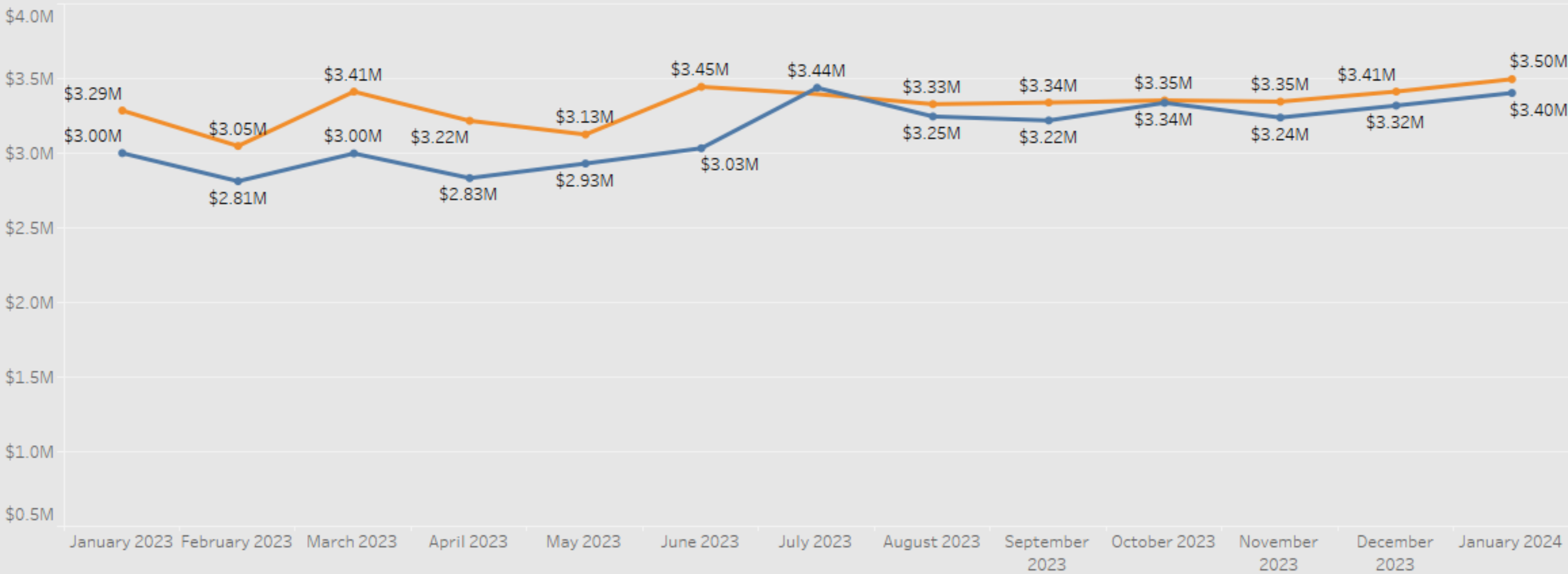


Operating Expense Budget Variance Eastern Division

Operating Budget
Operating Expenses

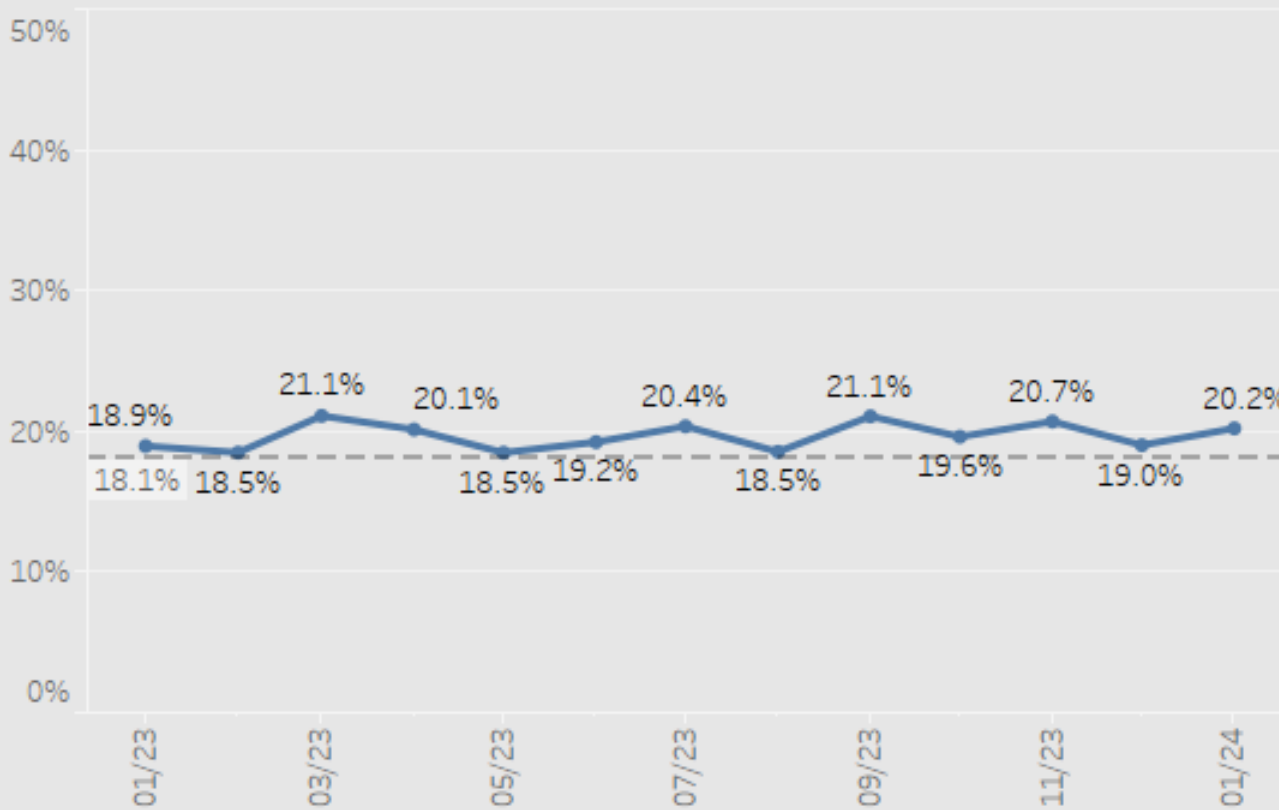
January 2024

-3%

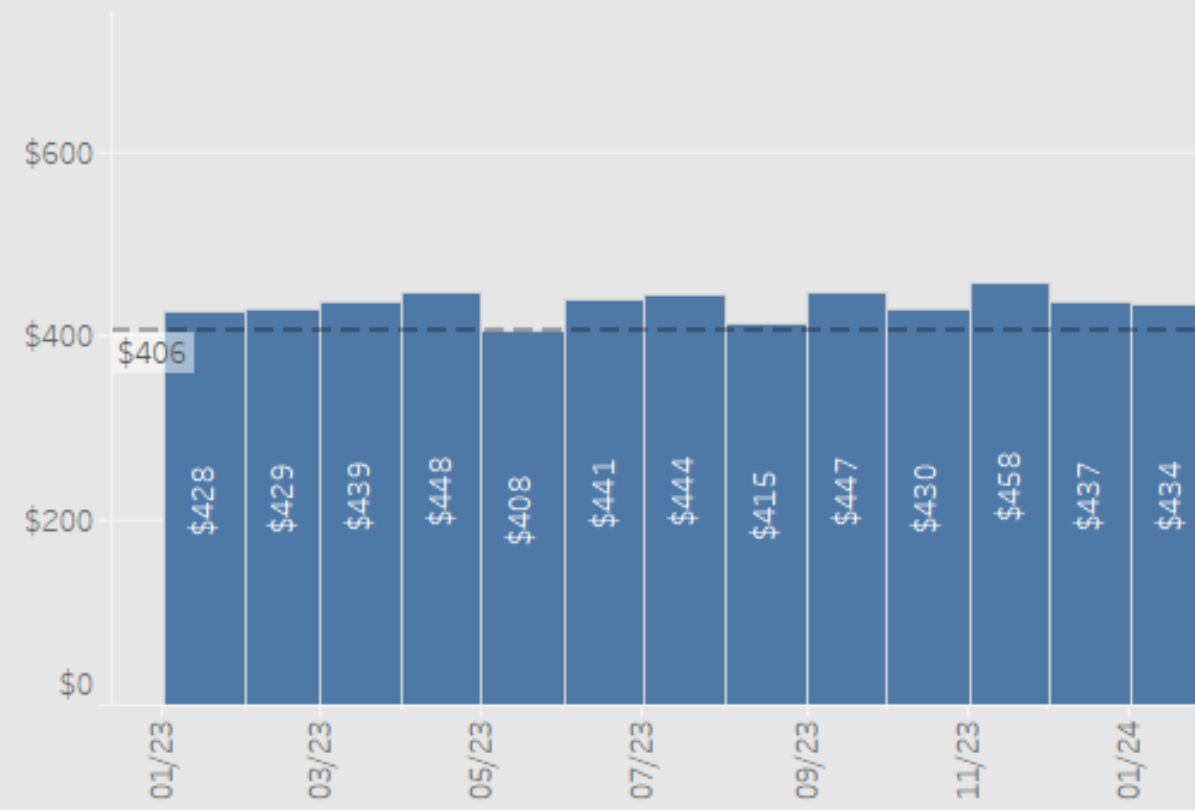


Operating variance is being driven primarily by higher-than-budget premium pay- \$105K variance. The residual of operating expense variances materially offset.

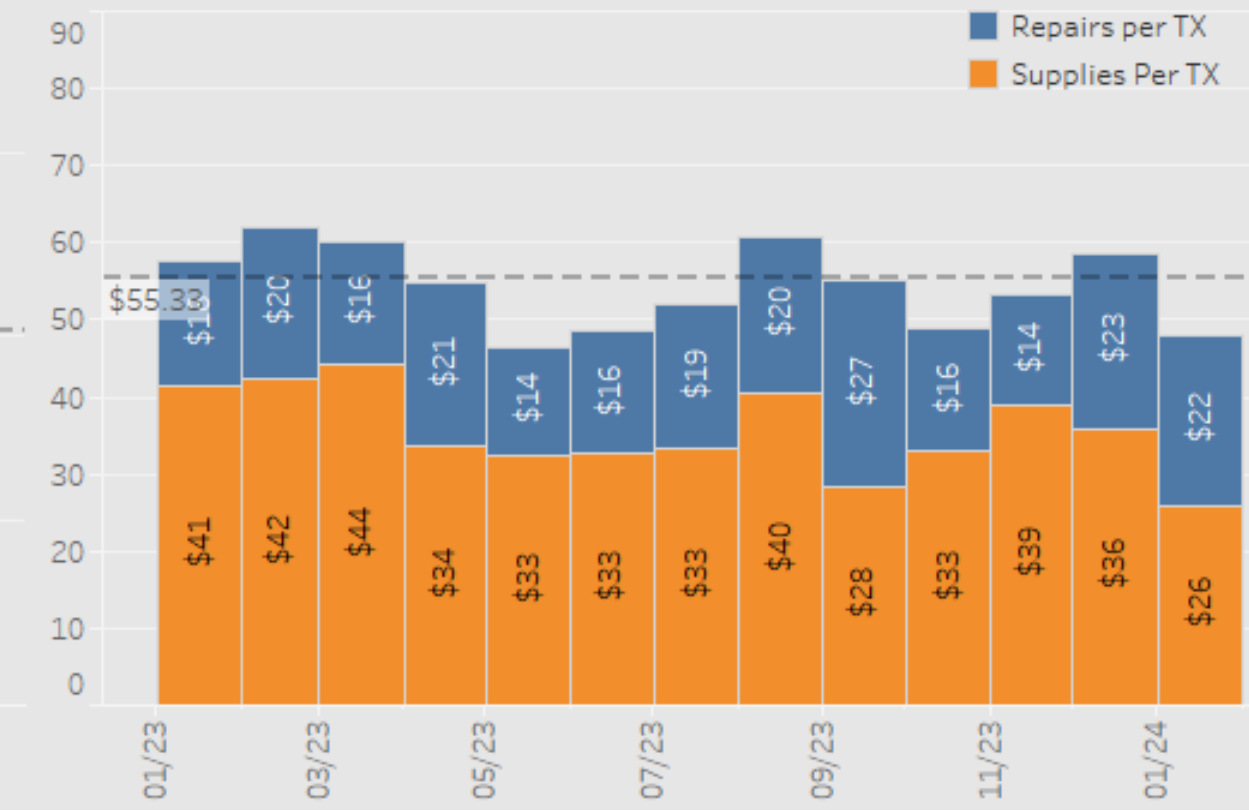
Percentage of Labor Cost



Cost per Transport



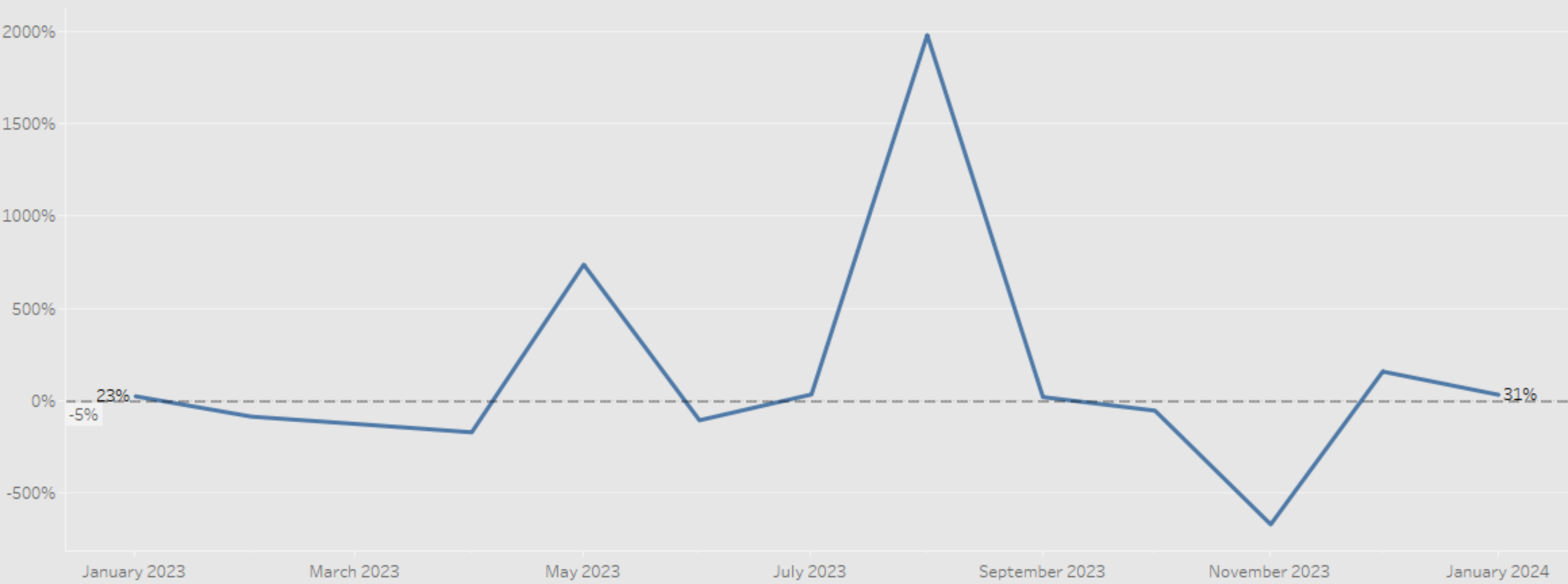
Supply and Repair per Transport



Net Income Budget Variance Western Division

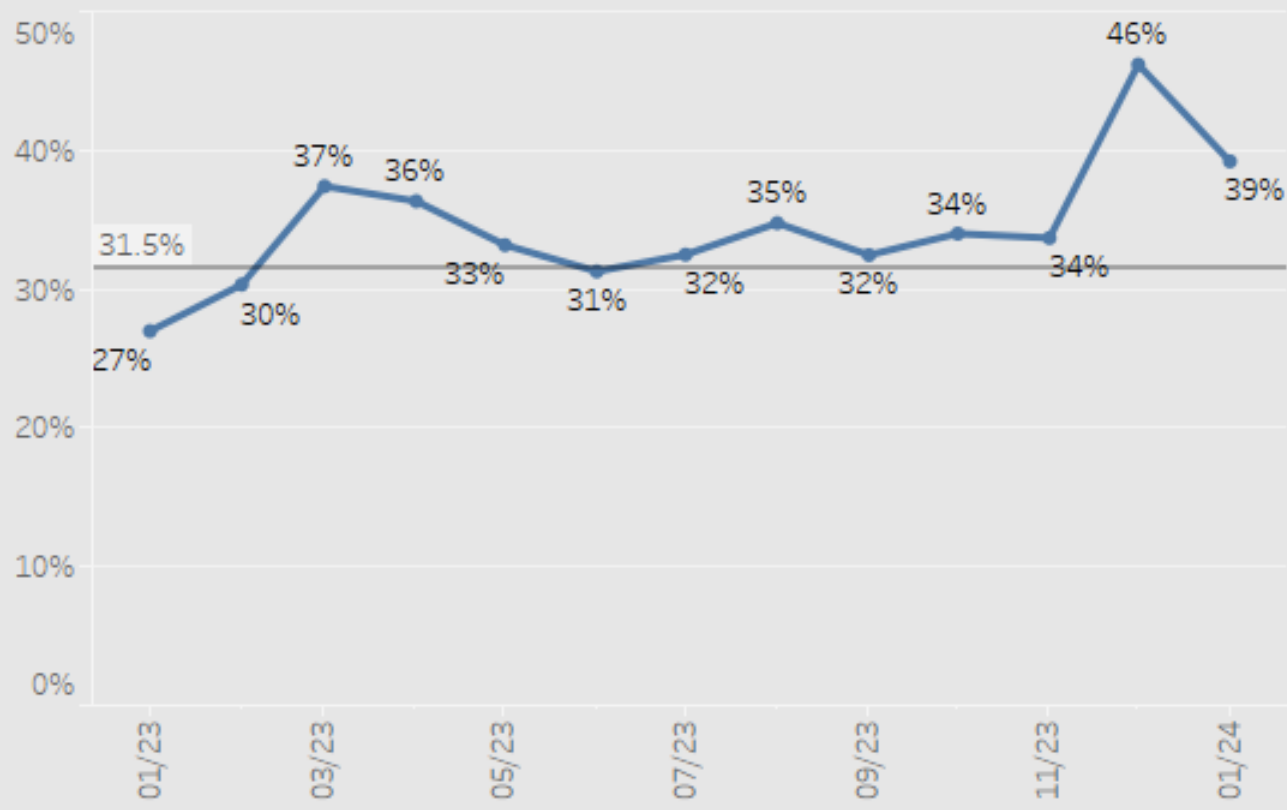
January 2024

31%

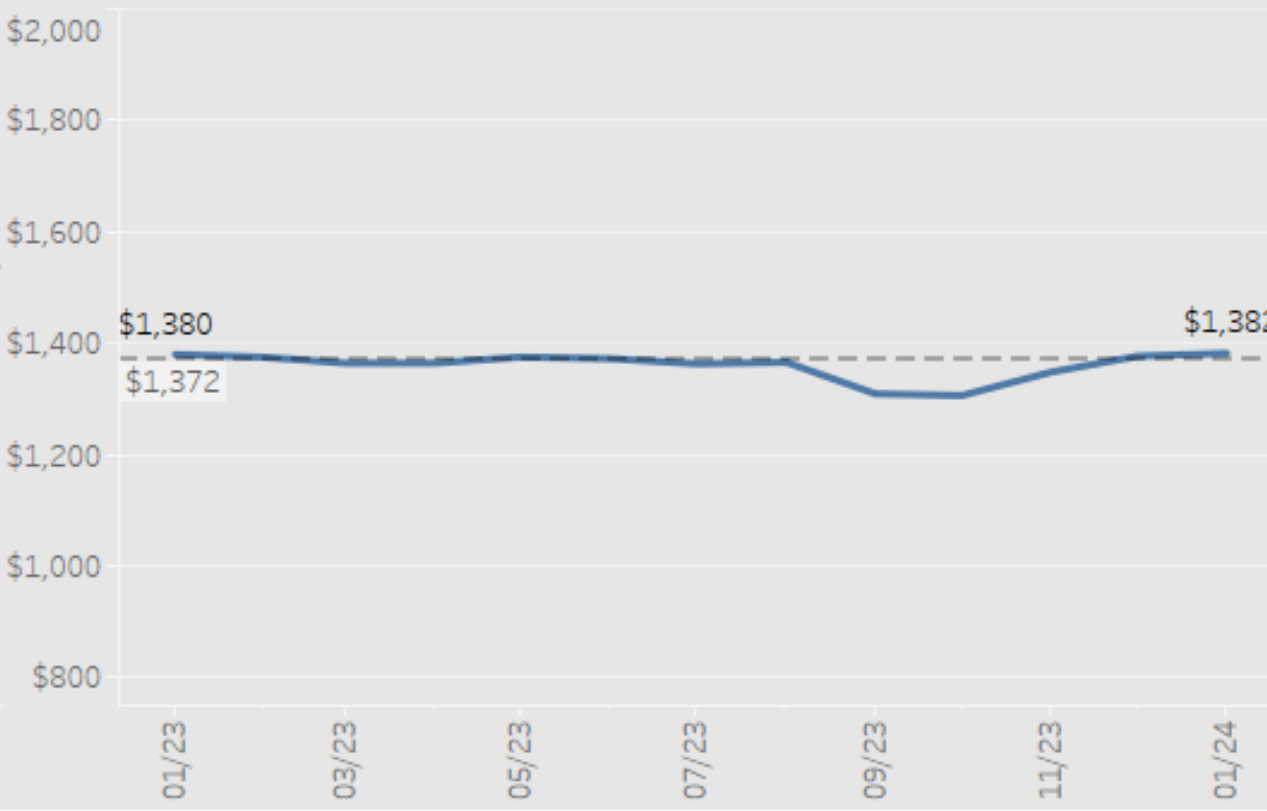


Budgeted net income of \$643K compared to actual net income of \$852K for the month of January. Positive variance is due to a higher-than-budget realization rate. FY24 YTD net income is \$2.4M, which exceeds budget by \$1.1M YTD.

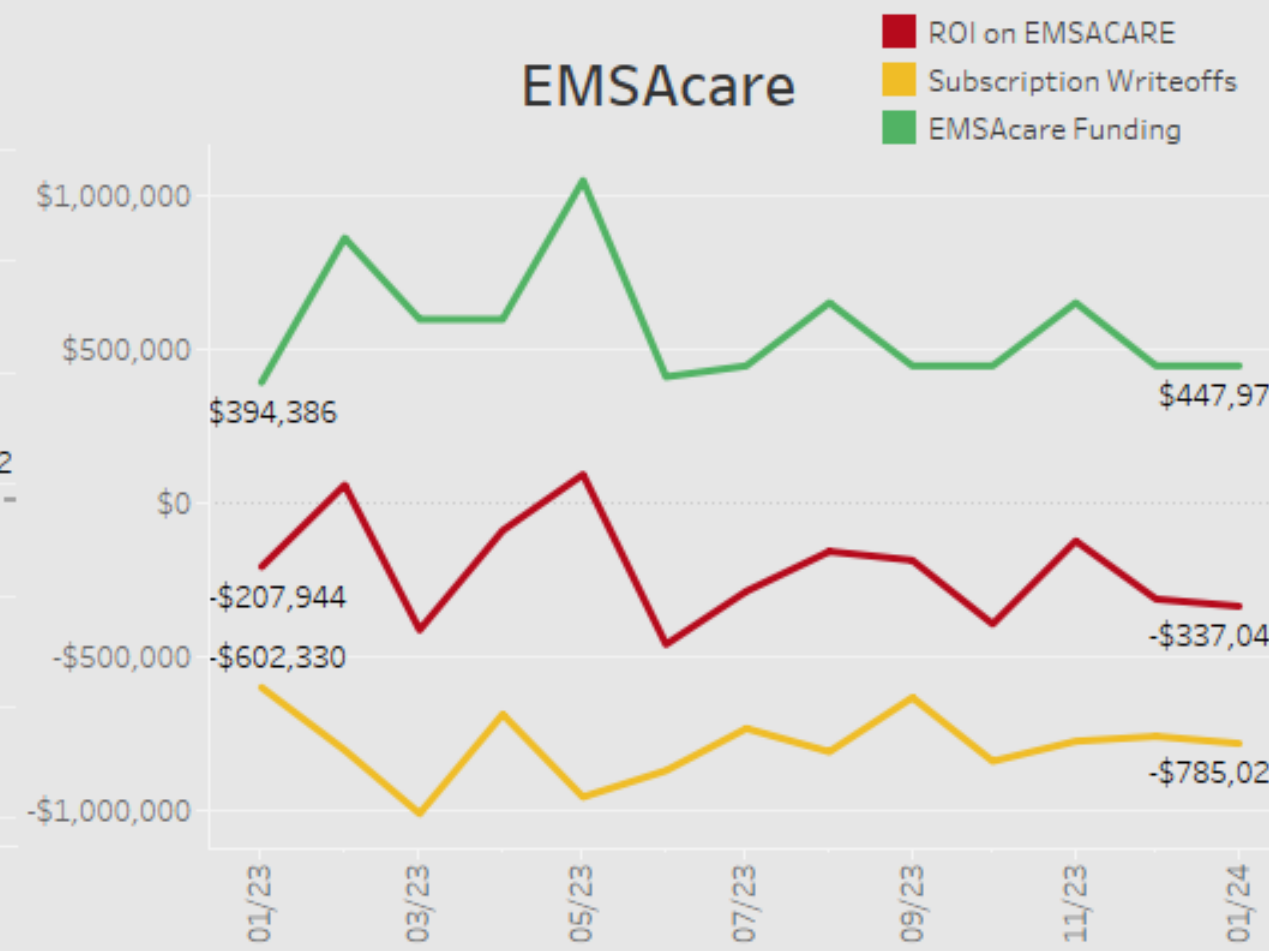
Realization Rate



Revenue per Transport



EMSAcare

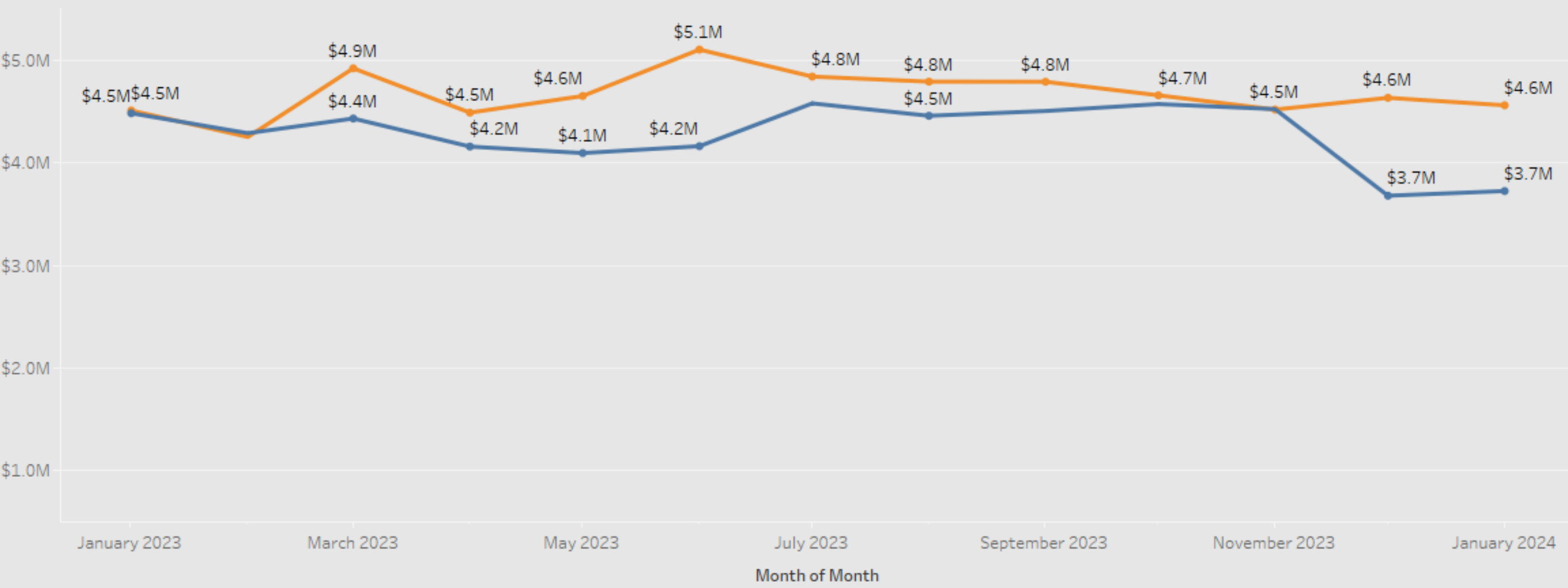


Operating Expense Budget Variance Western Division

Operating Budget
Operating Expenses

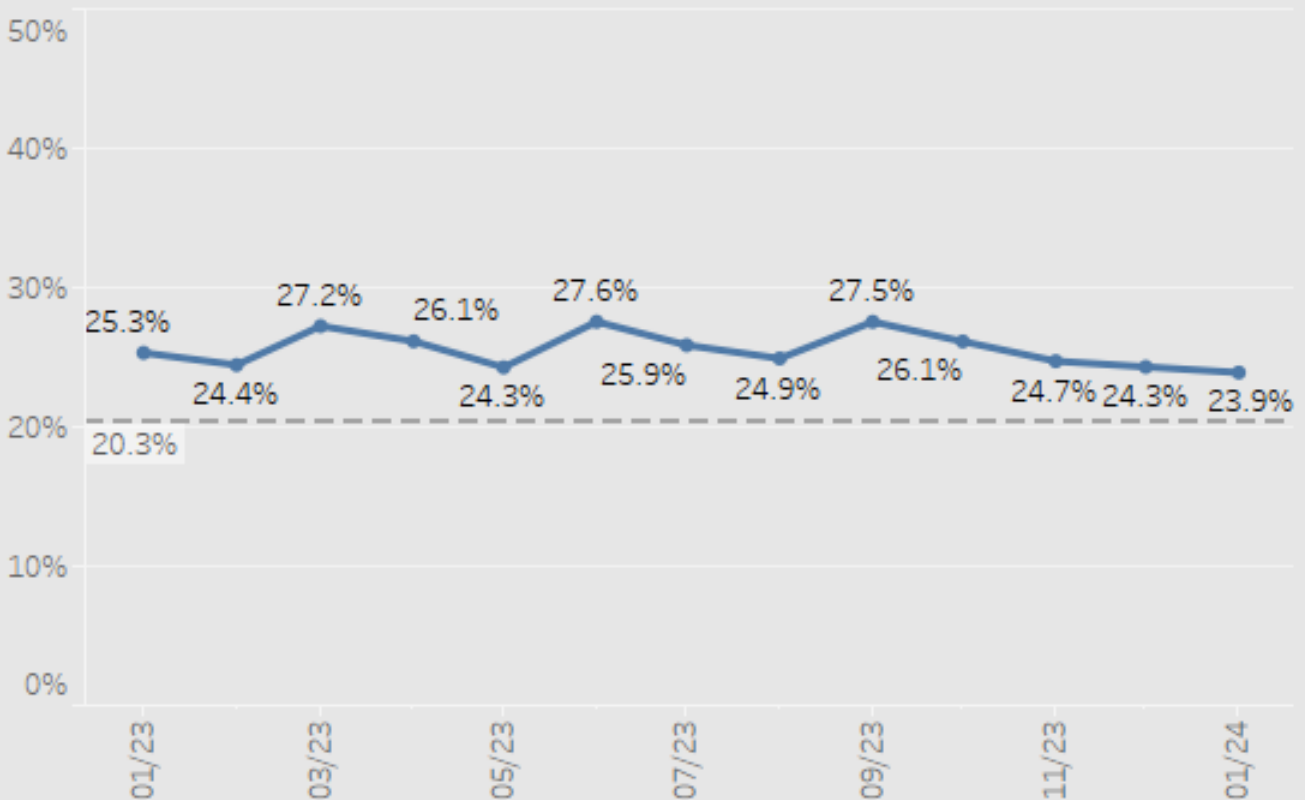
January 2024

-22%

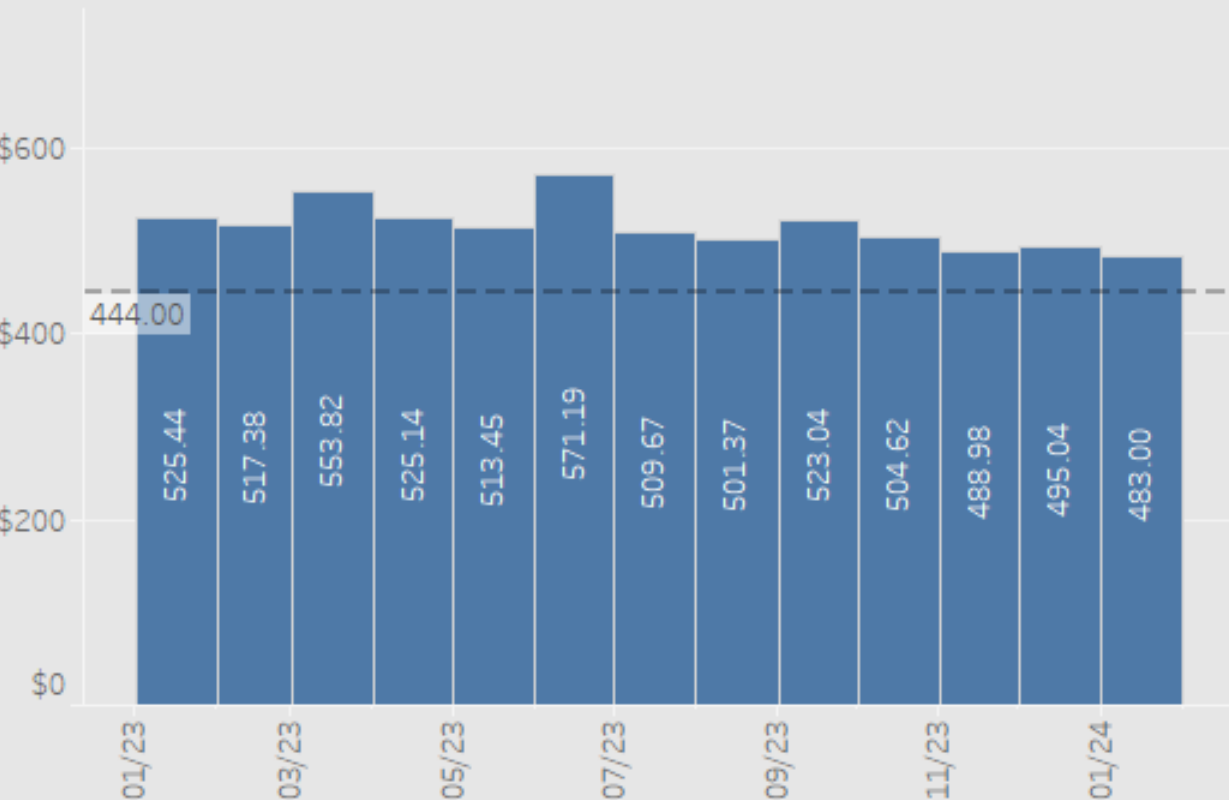


Operating expense variance is due to unbudgeted contract labor. This will continue to be phased out over the fiscal year. Although labor cost as a % of revenue is at a 12-month low, it still exceeds the target of 20%.

Percentage of Labor Cost



Cost per Transport



Supply and Repair per Transport

