

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

**Financial KPIs**  
**February 2024**

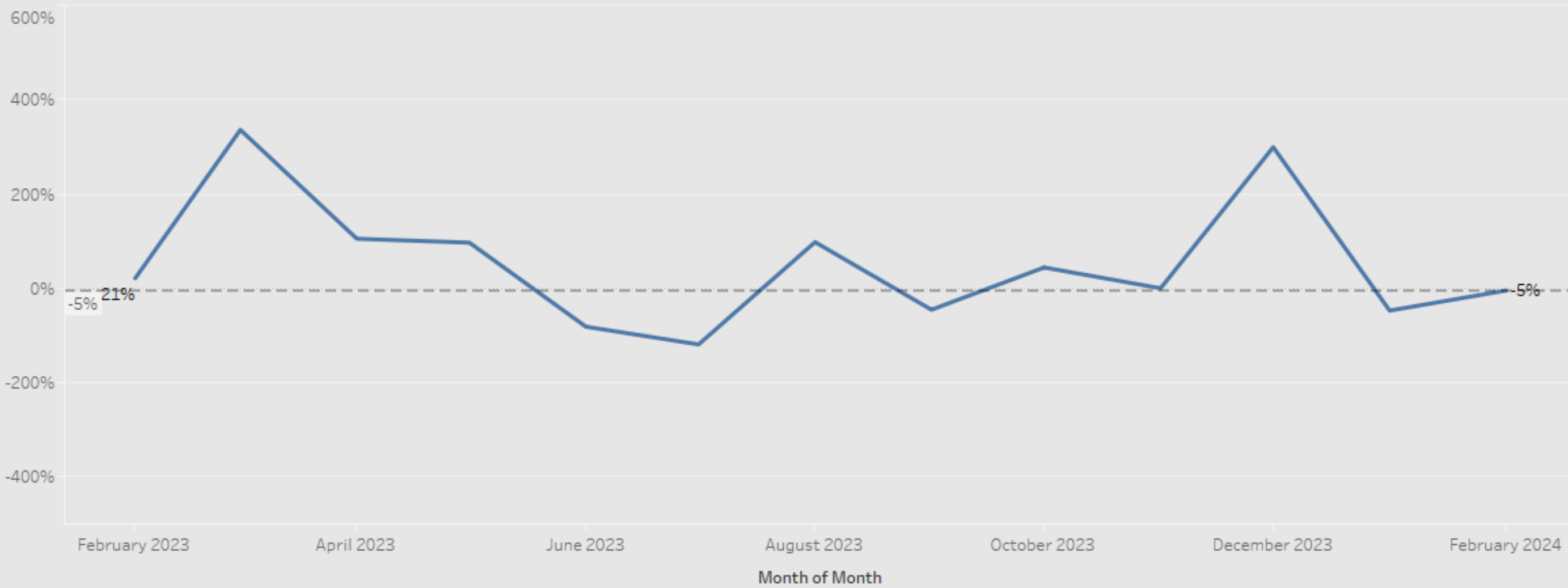


# Net Income Budget Variance Eastern Division

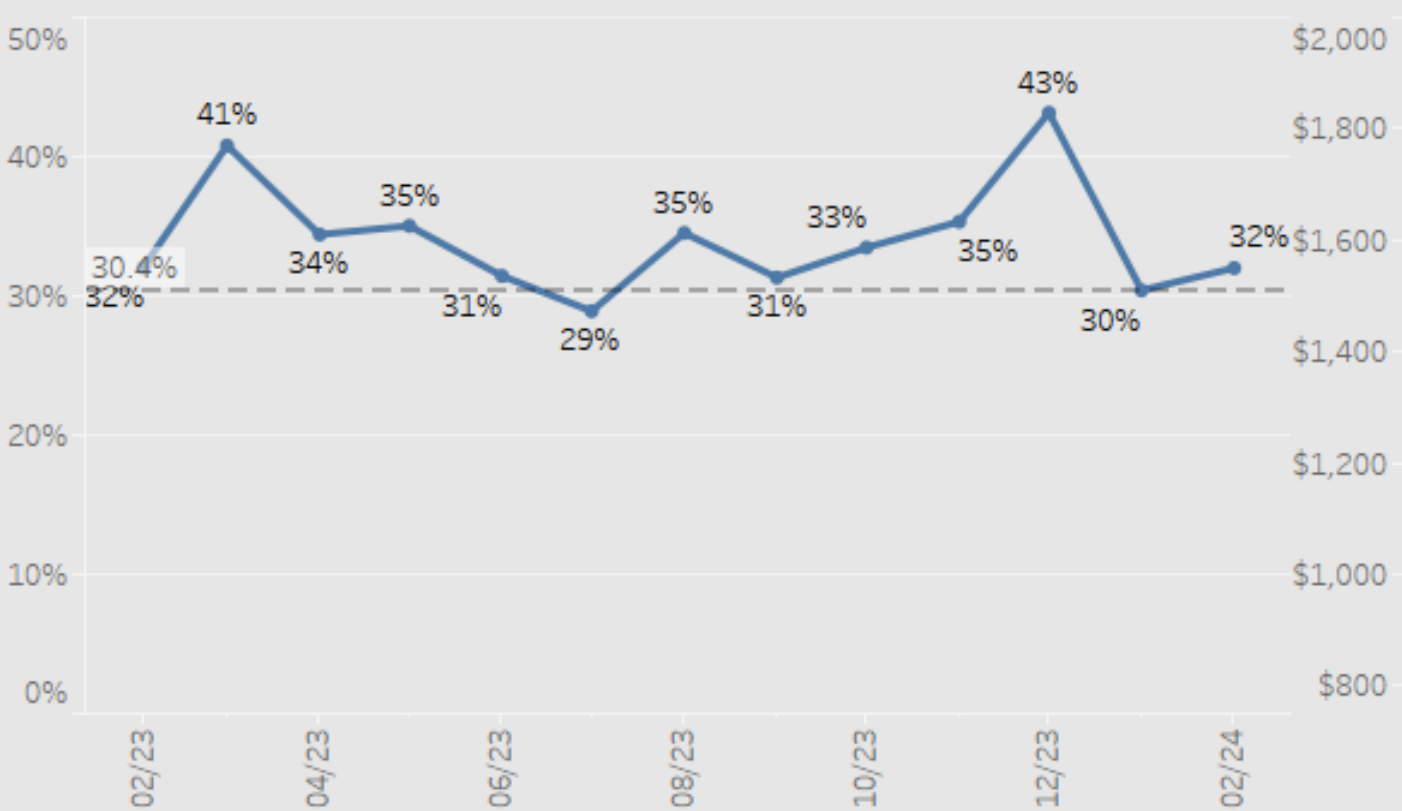
February 2024

**-5%**

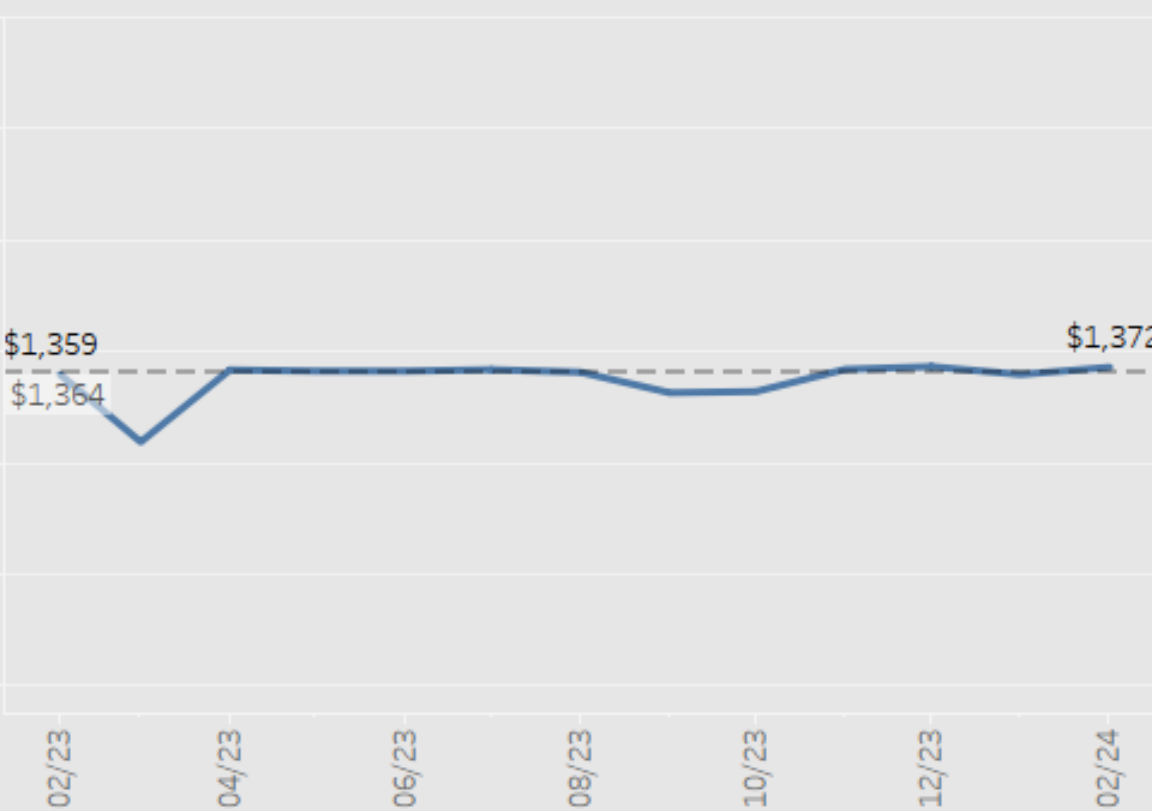
Budgeted net income of \$536K compared to actual net income of \$511K for the month of February. The slight negative variance is due to other operating revenue missing target by \$97K. Realization rate is 2% higher than budget for the month of February offsetting the lower than projected volume. FY24 YTD net income is \$4.9M which exceeds budget by \$1.3M YTD.



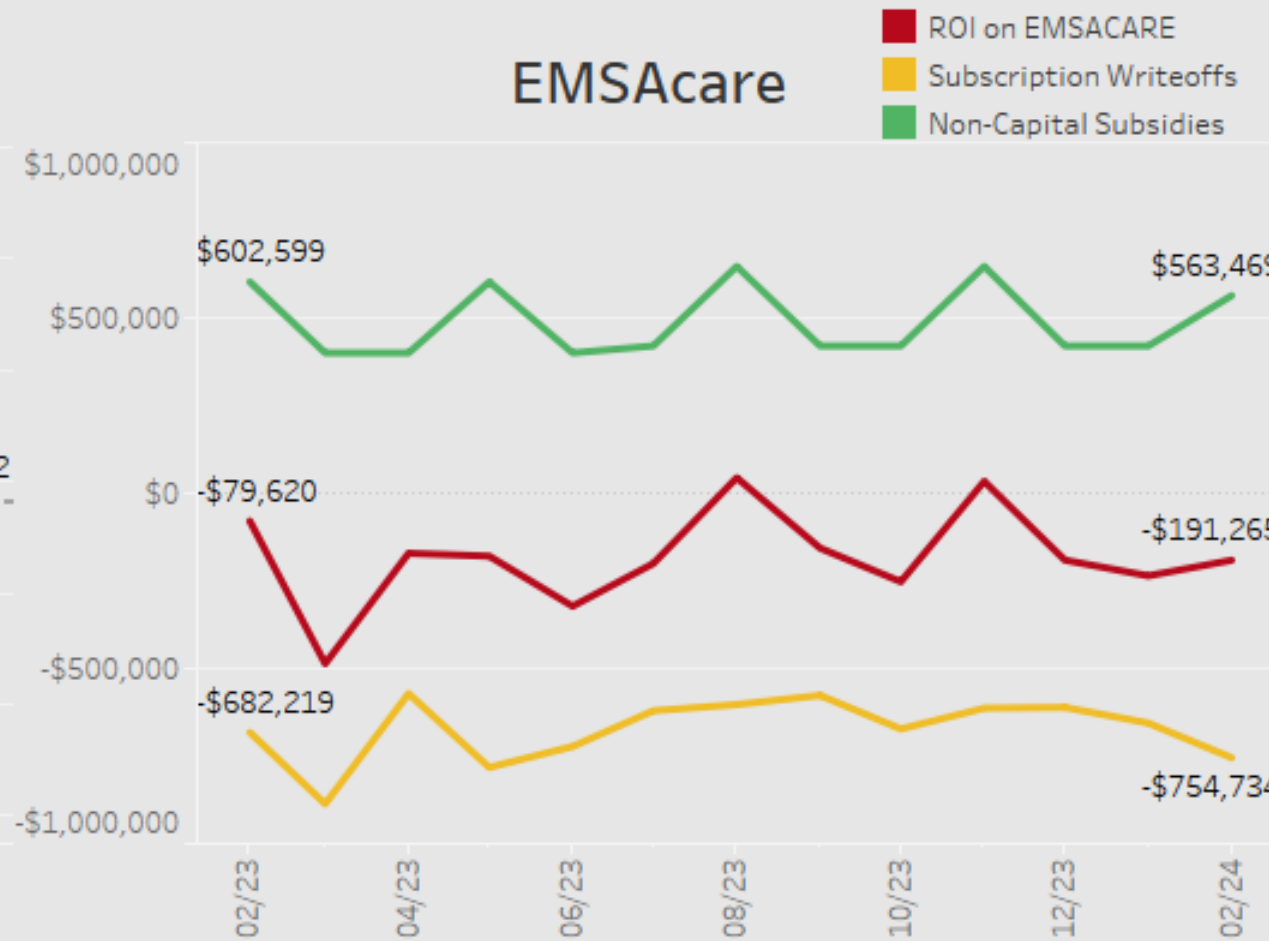
## Realization Rate



## Revenue per Transport



## EMSAcare

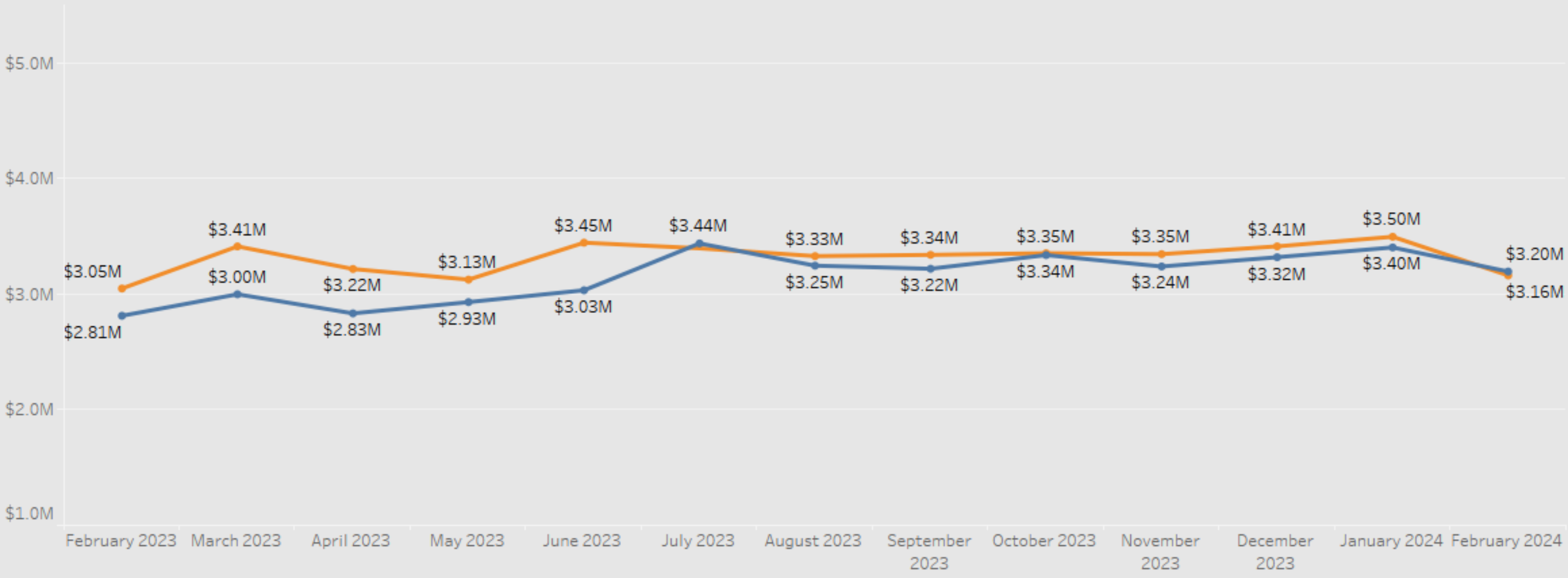


# Operating Expense Budget Variance Eastern Division

Operating Budget  
Operating Expenses

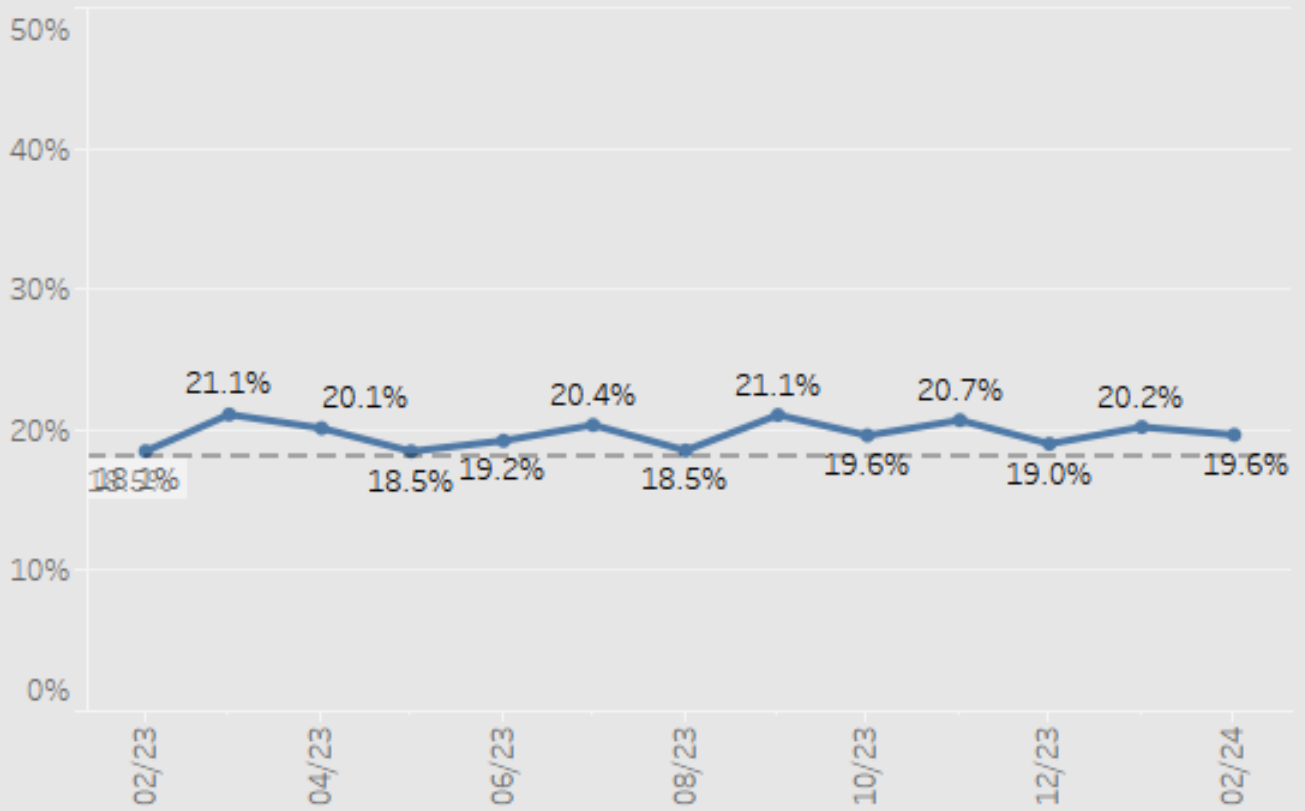
February 2024

1%

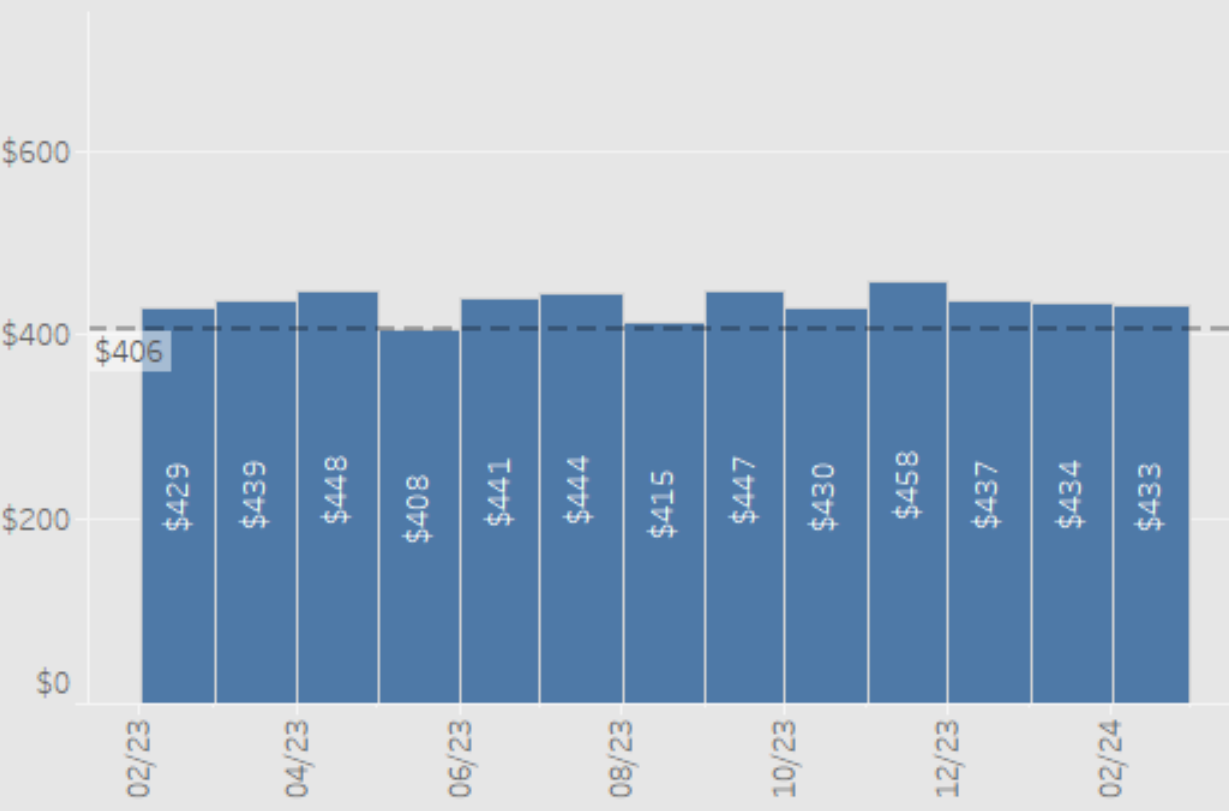


Operating variance is being driven by lower than projected volume- \$34K positive variance. Labor costs are still trending over budget; however, positive budget variances in other categories are offsetting this negative variance in February.

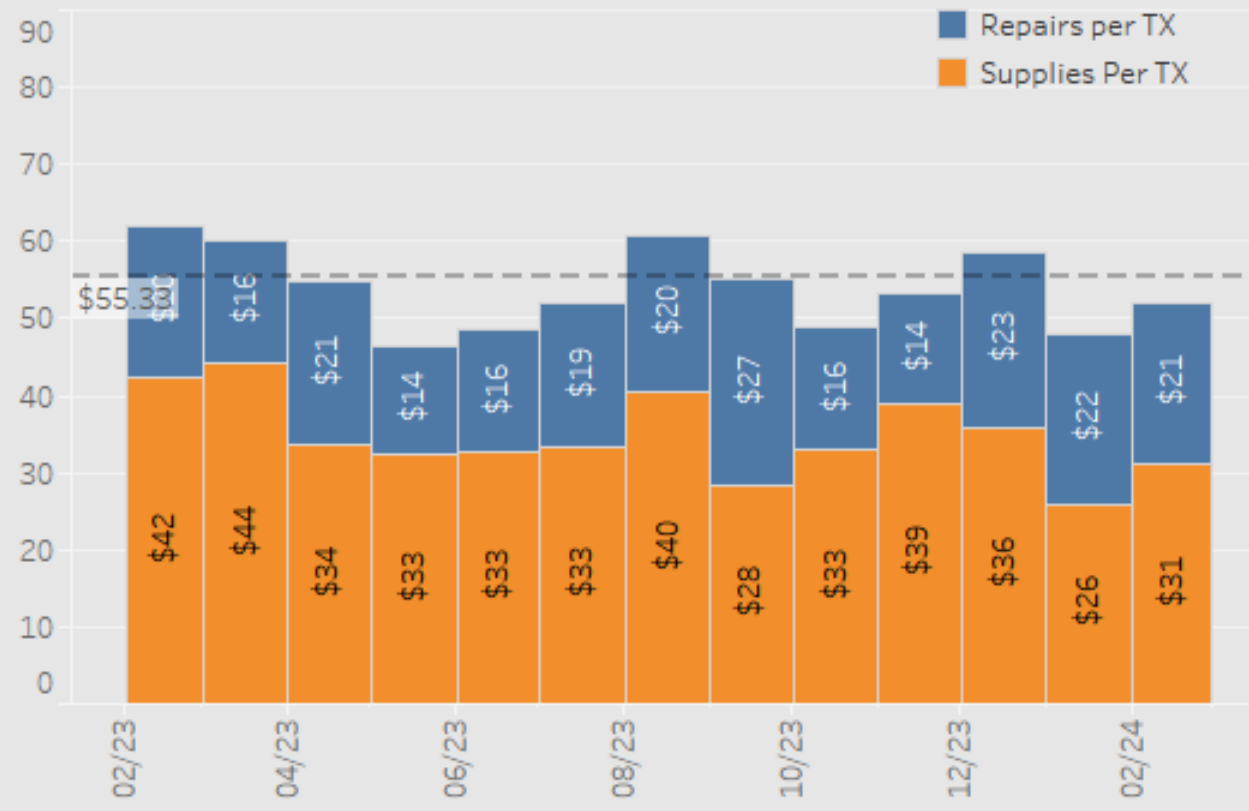
## Percentage of Labor Cost



## Cost per Transport



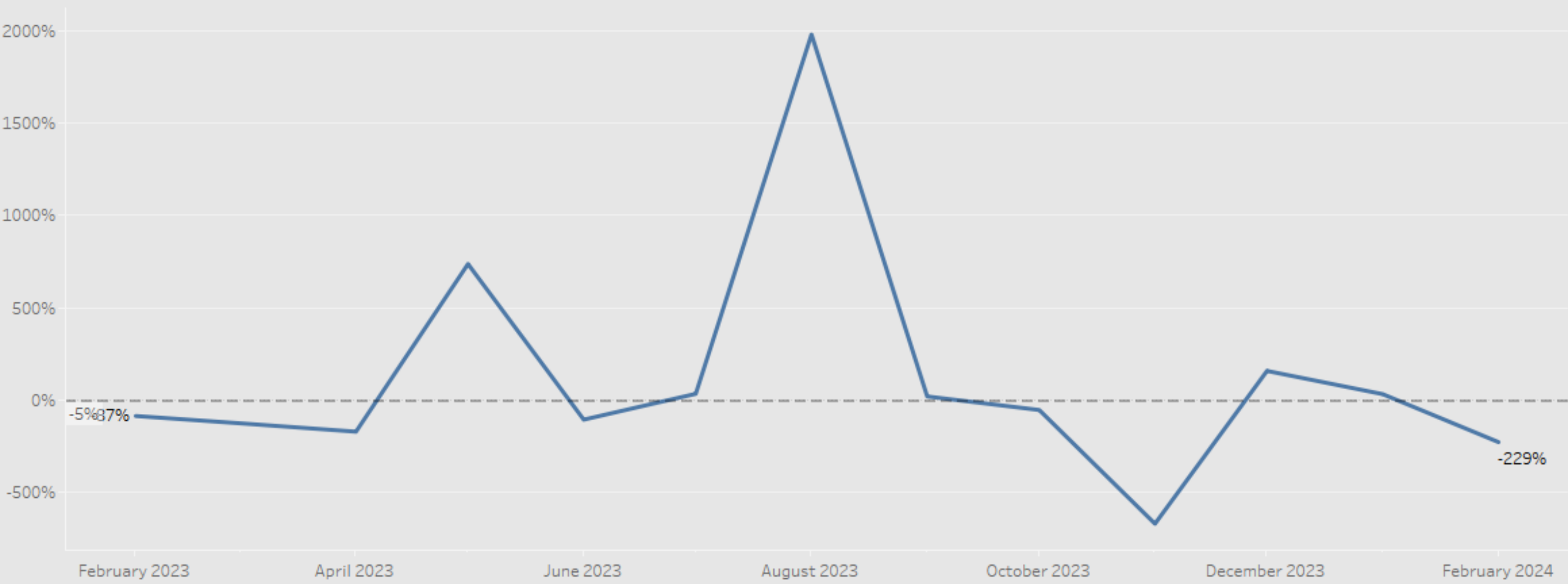
## Supply and Repair per Transport



# Net Income Budget Variance Western Division

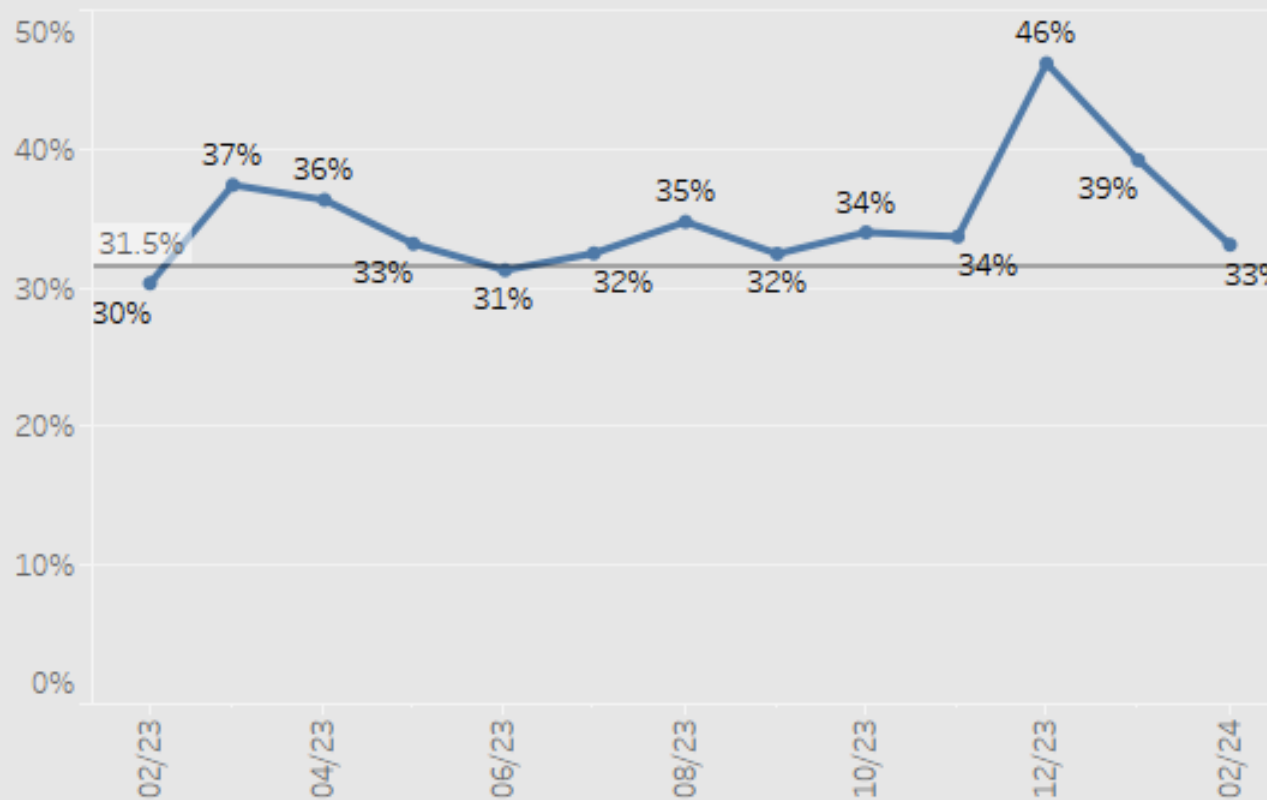
February 2024

**-229%**

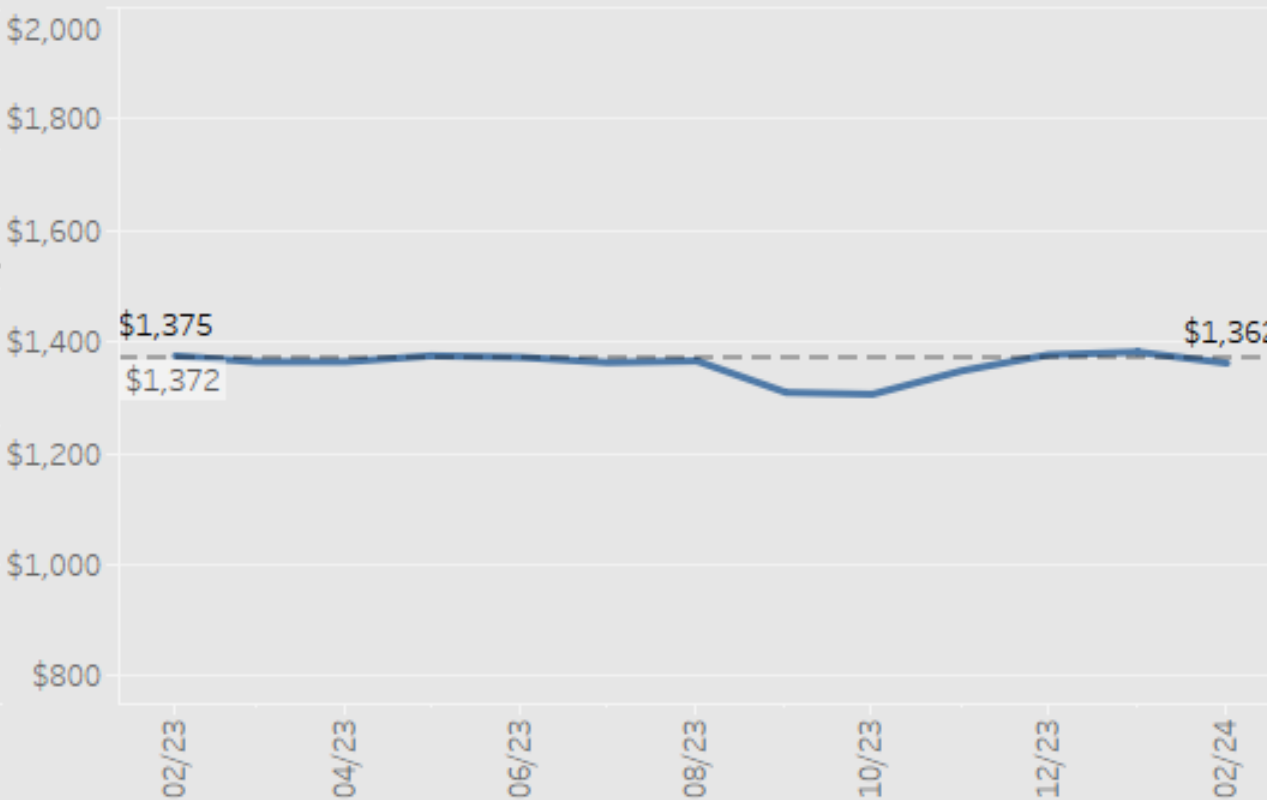


Budgeted net income of \$804K compared to actual net loss of \$237K for the month of February. Negative variance is due to unbudgeted contract labor of \$792K and other operating revenue lower than projection of \$160K. Realization rate is 1.6% higher than projection which materially offset the lower than projected volume in February. FY24 YTD net income is \$2.1M which exceeds budget by \$1.0M YTD.

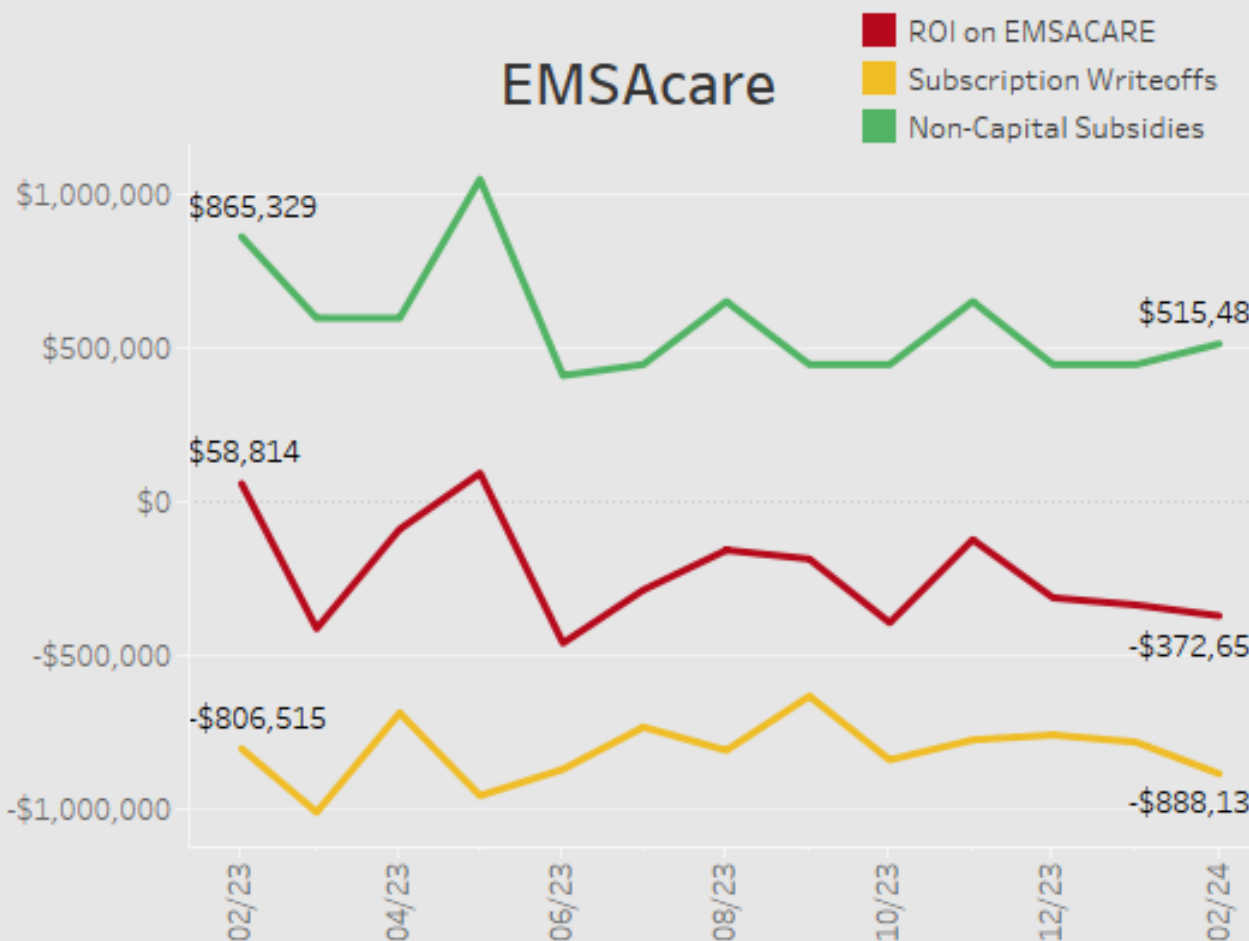
## Realization Rate



## Revenue per Transport



## EMSAcare

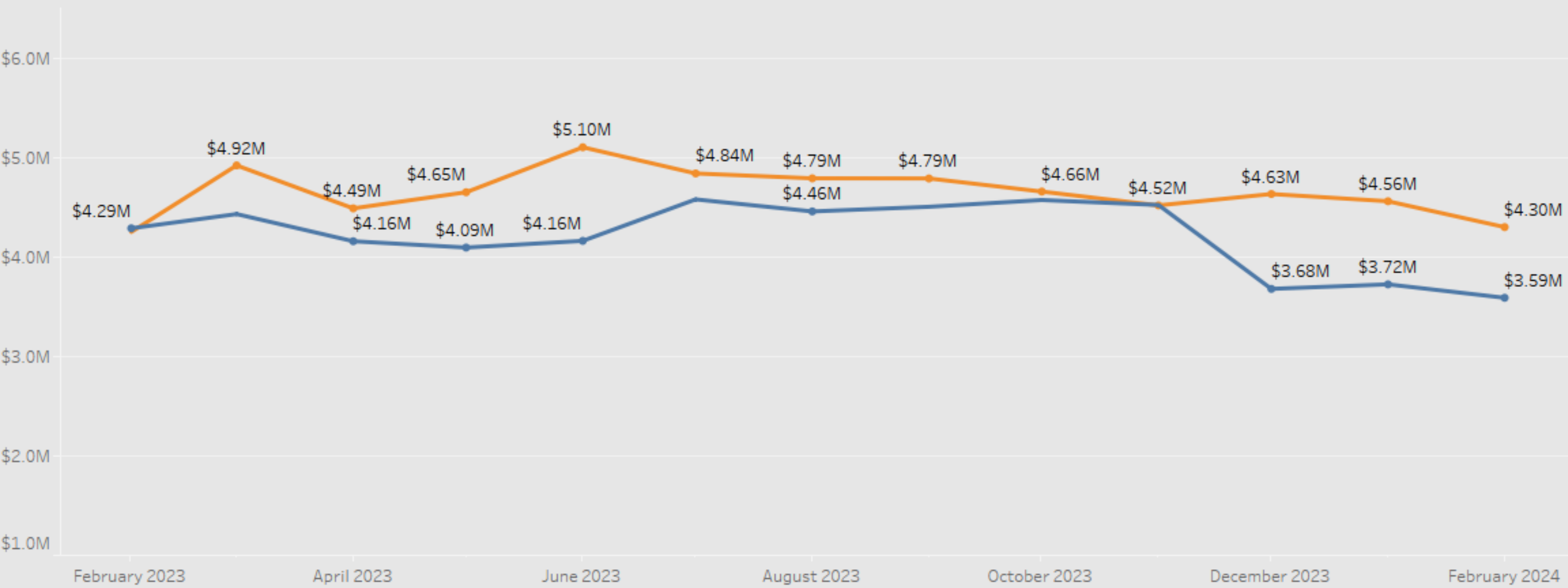


# Operating Expense Budget Variance Western Division

Operating Budget  
Operating Expenses

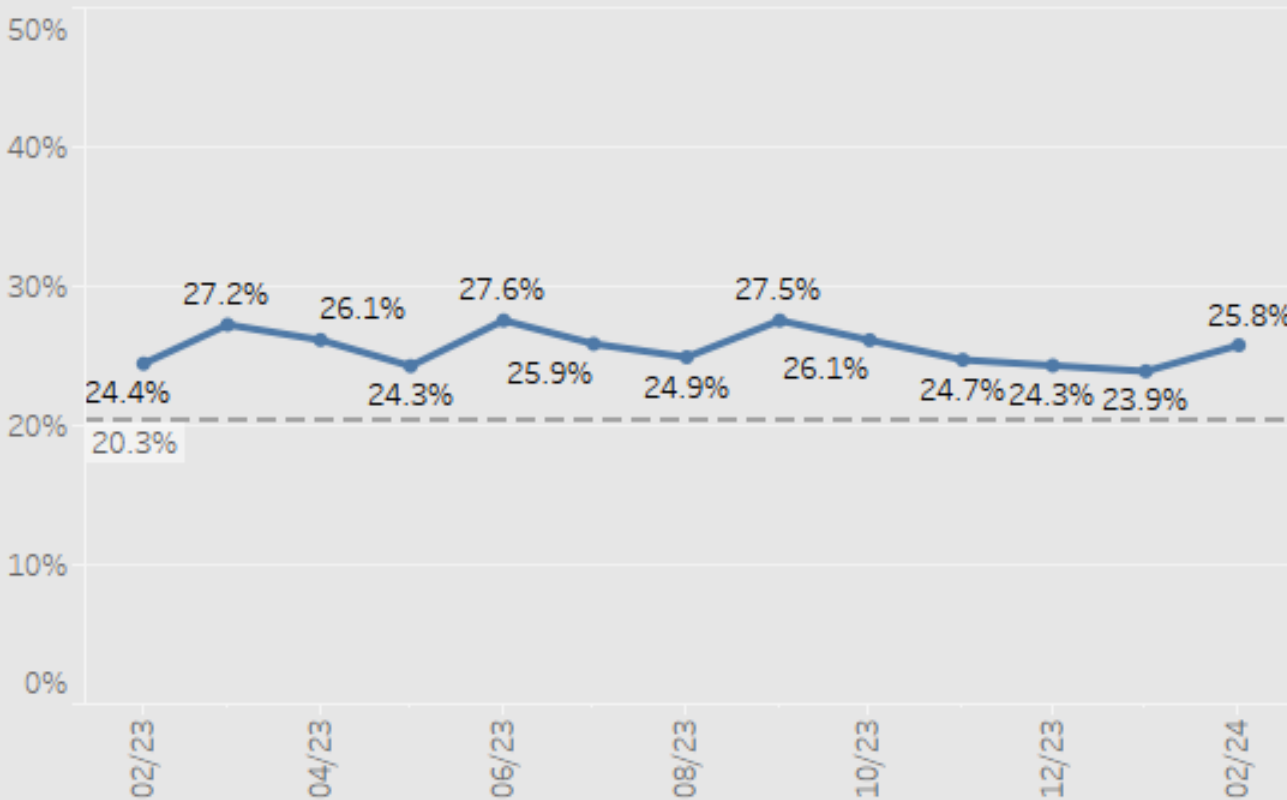
February 2024

**-20%**

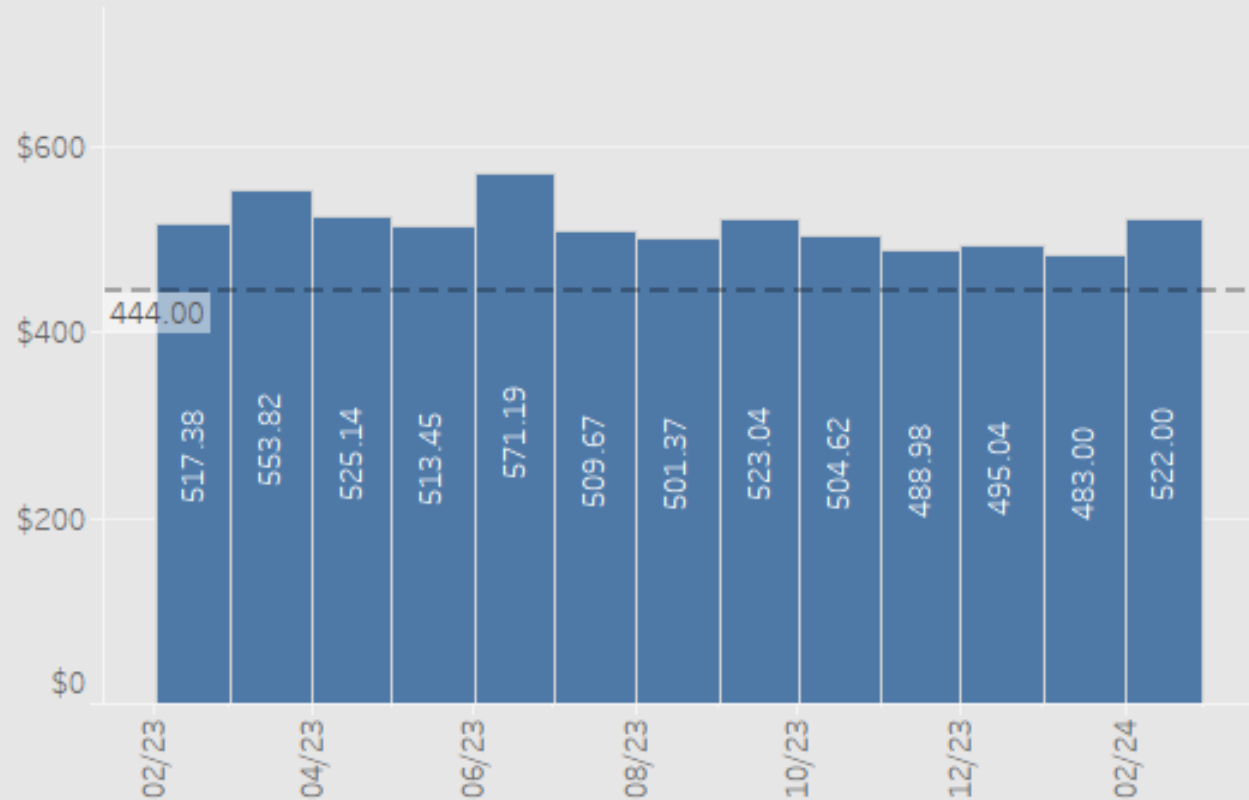


Operating expense variance is due to unbudgeted contract labor. This will continue to be phased out over the fiscal year. Labor cost as a % of revenue is 25.8%, which exceeds the target of 20% in part due to lower patient revenue than the target.

## Percentage of Labor Cost



## Cost per Transport



## Supply and Repair per Transport

