

Lora Conger
Chief Financial Officer

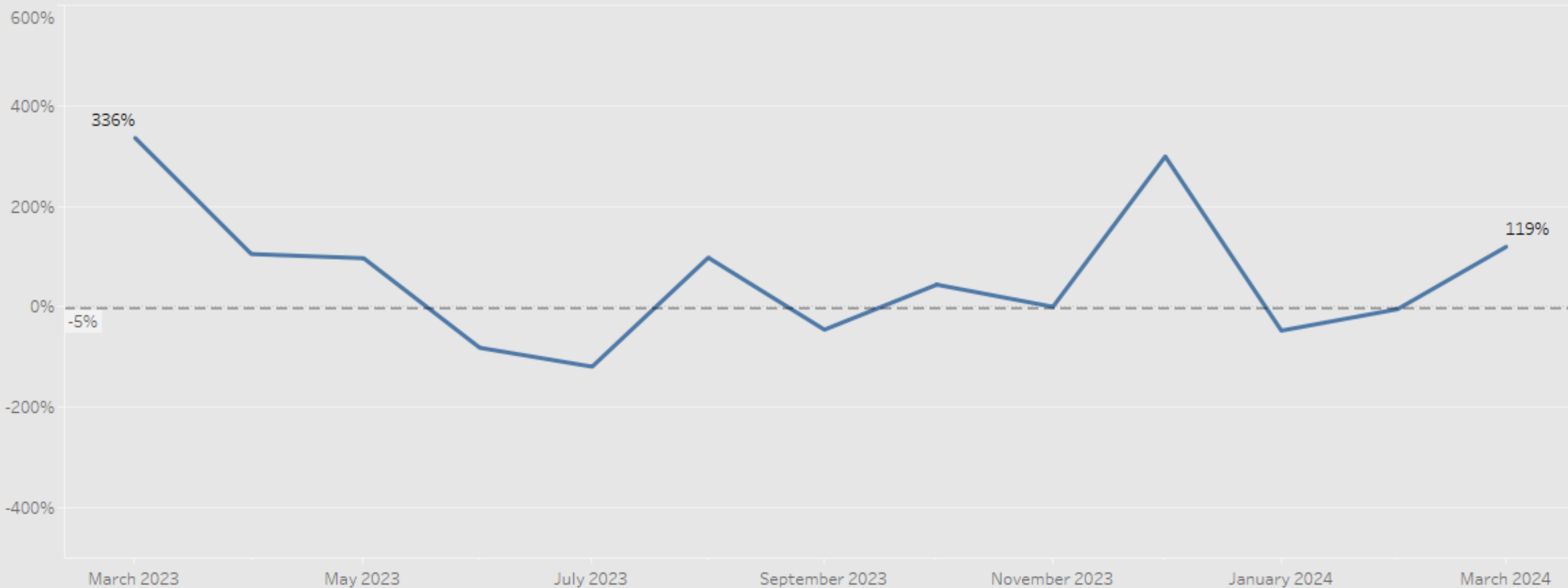
Financial KPIs
March 2024



Net Income Budget Variance Eastern Division

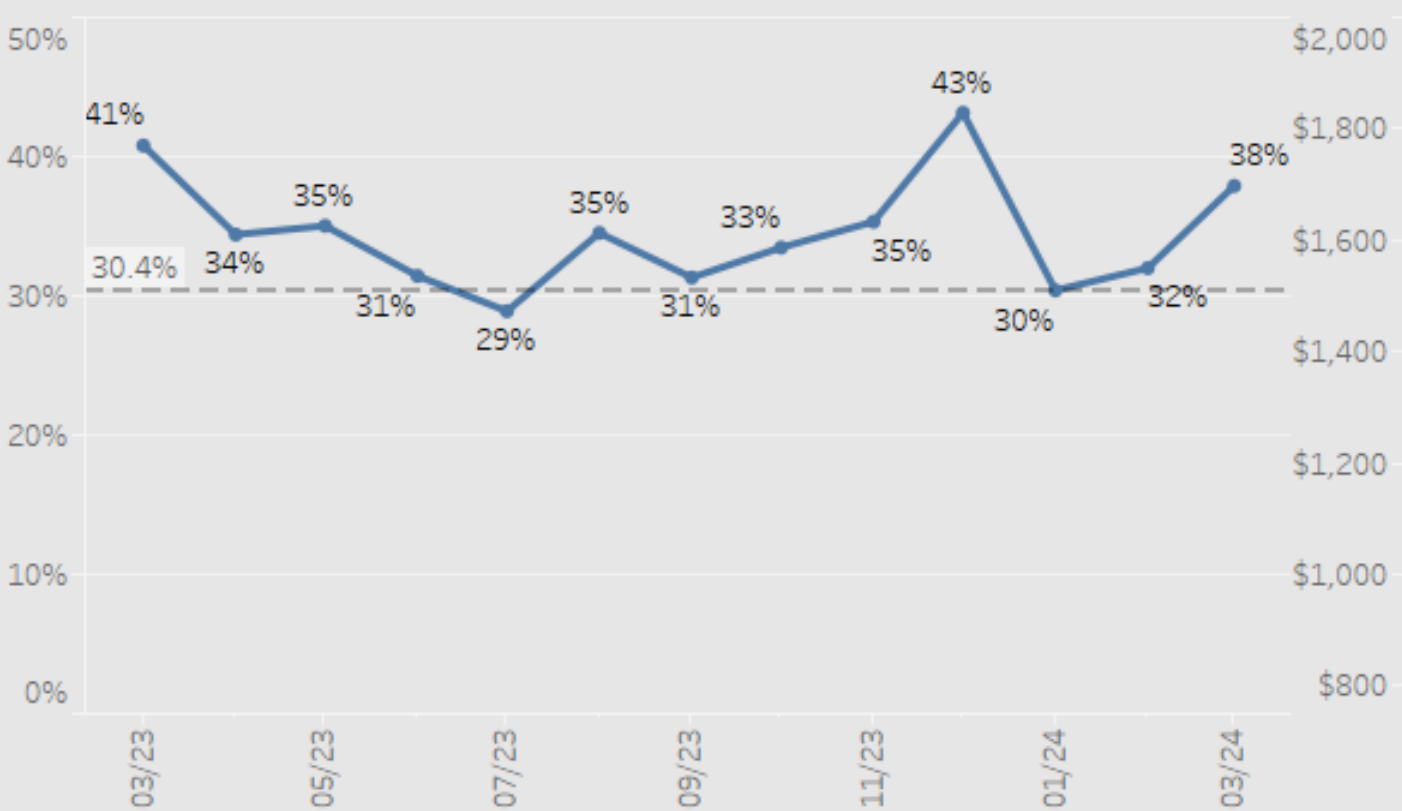
March 2024

119%

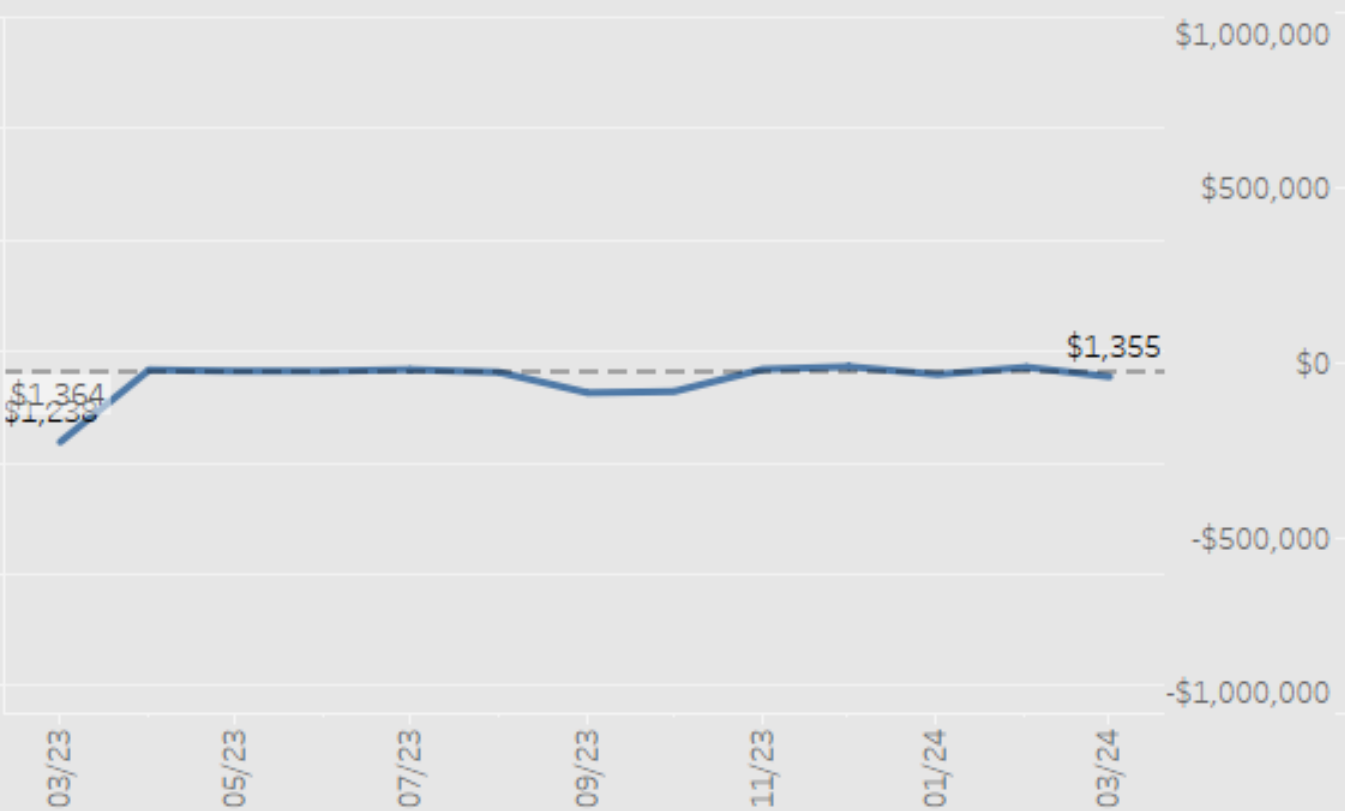


Budgeted net income of \$464K compared to actual net income of \$1.018M for the month of March. The positive variance is due to the realization rate being 7.5% higher than budget for the month of March, offsetting the lower than projected volume. The higher realization rate is primarily due to receiving residual GEMT funds in March. FY24 YTD net income is \$5.7M which exceeds budget by \$1.7M YTD.

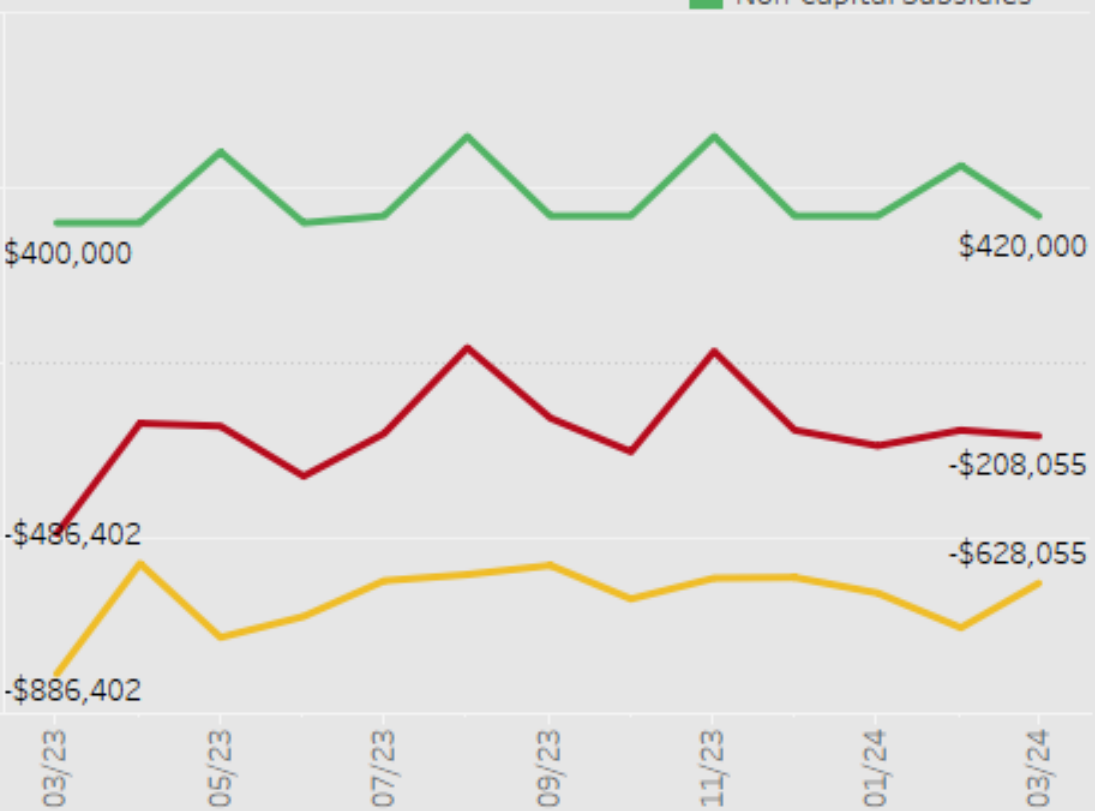
Realization Rate



Revenue per Transport



EMSAcare



Operating Expense Budget Variance Eastern Division

Operating Budget
Operating Expenses

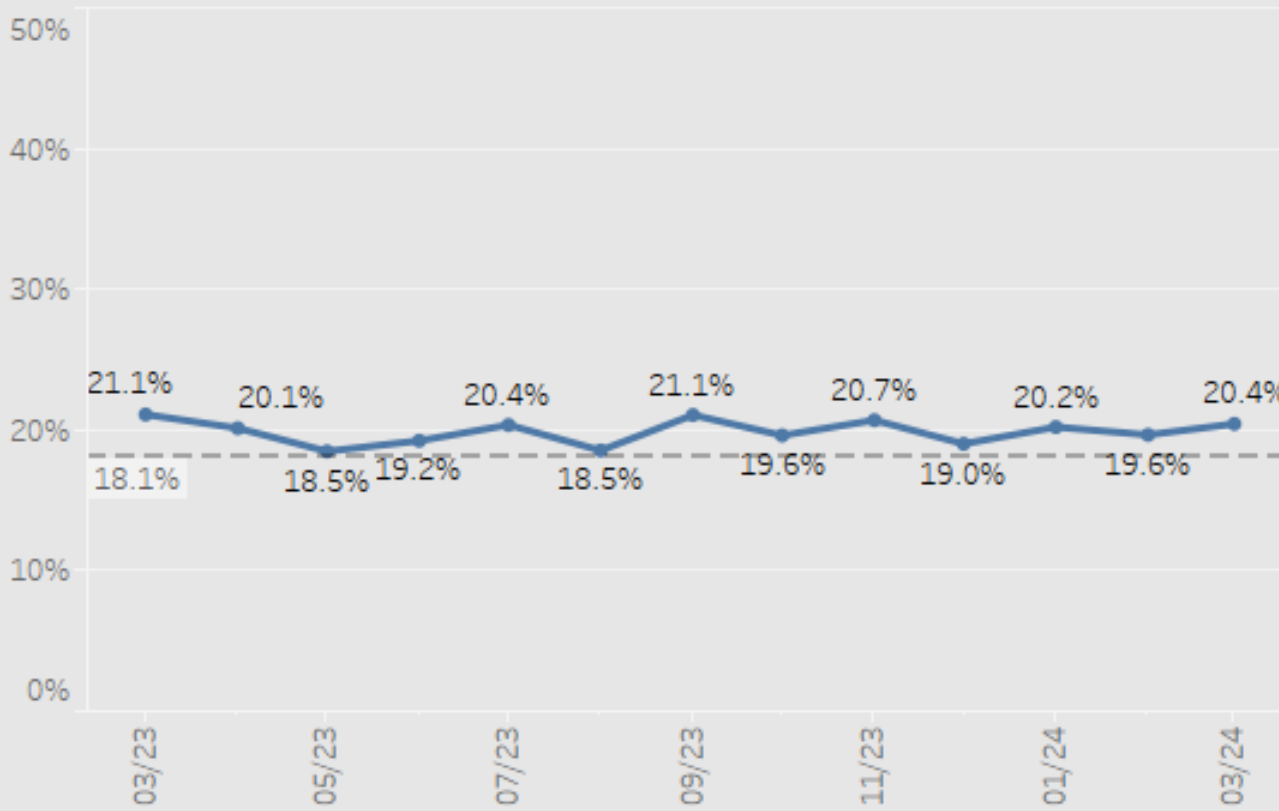
March 2024

-3%

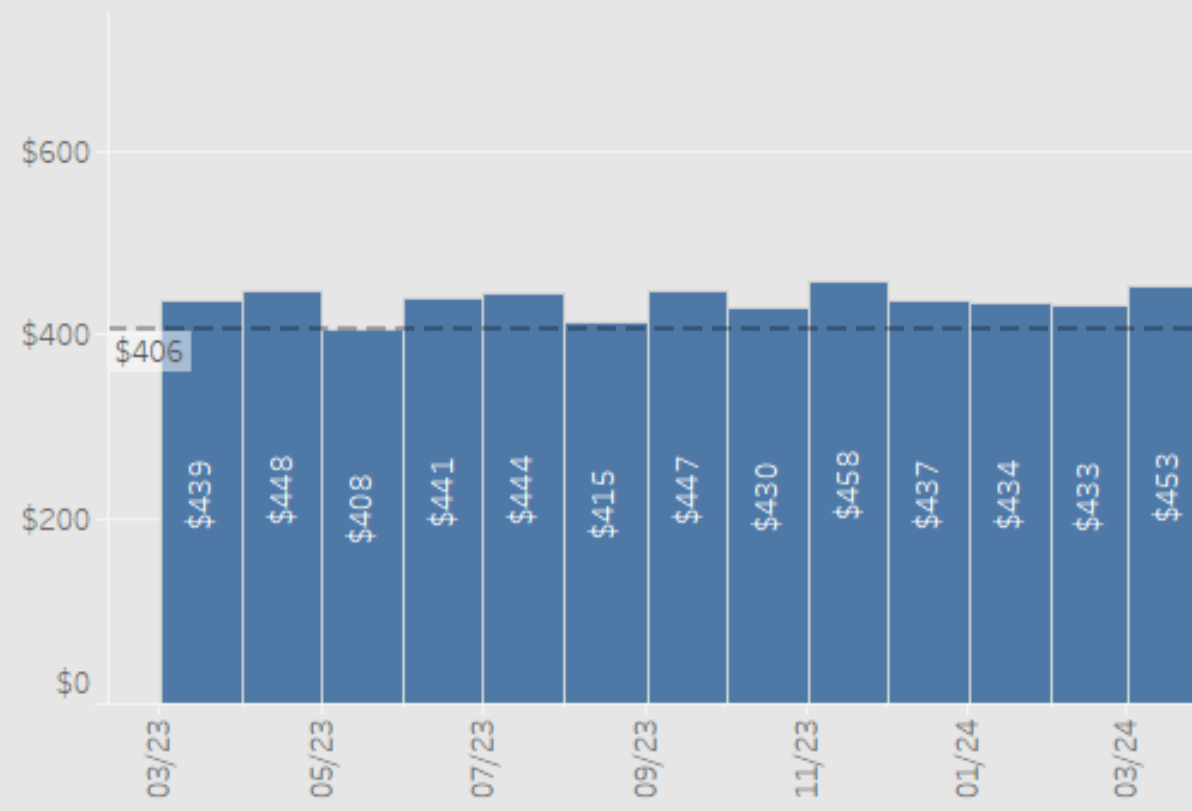


Negative operating variance of \$101K which is being driven by higher than plan Premium Pay. Residual of variances offset and are due to lower volume and timing.

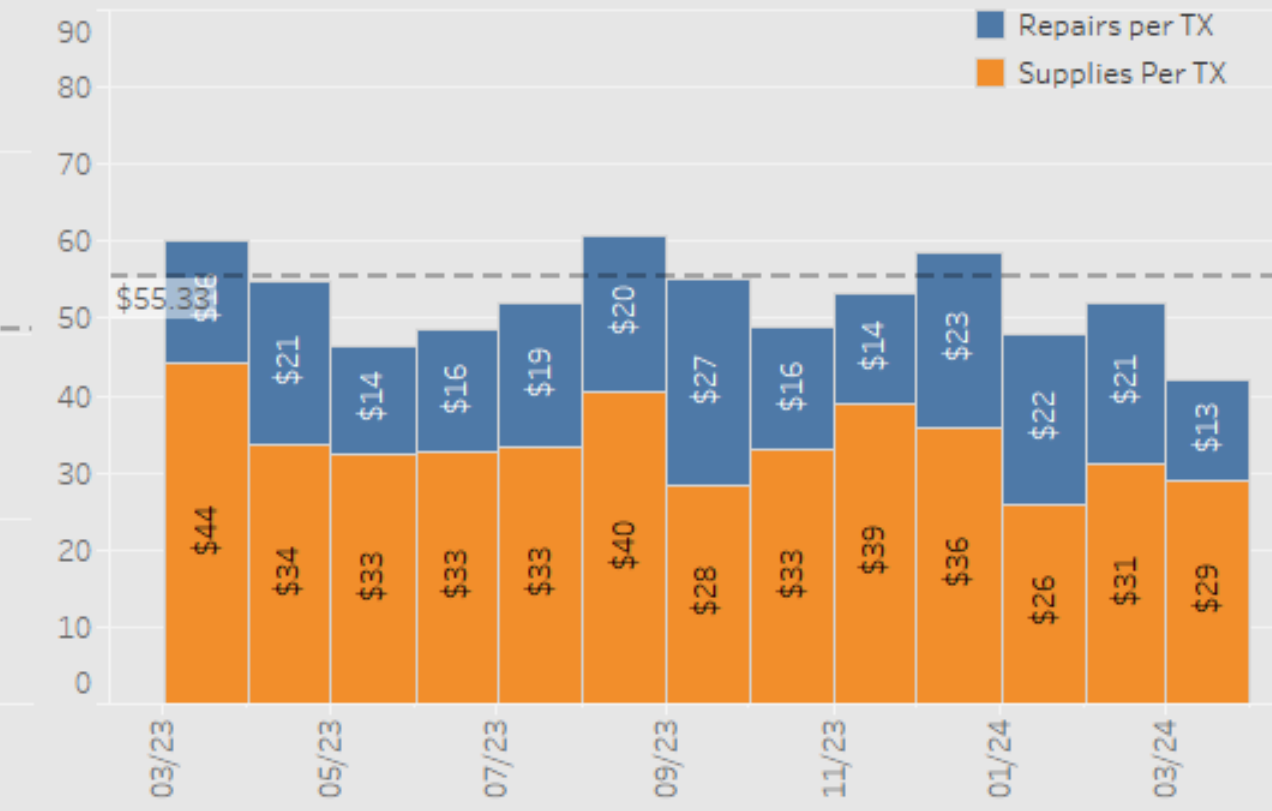
Percentage of Labor Cost



Cost per Transport



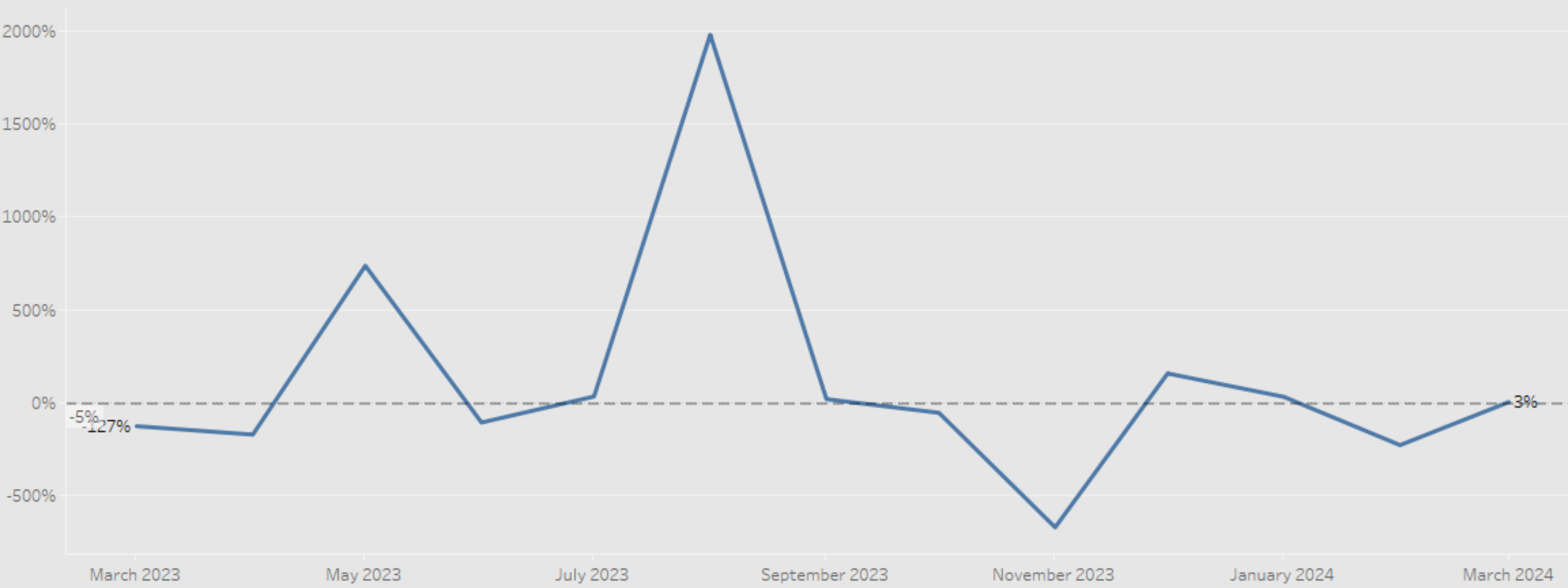
Supply and Repair per Transport



Net Income Budget Variance Western Division

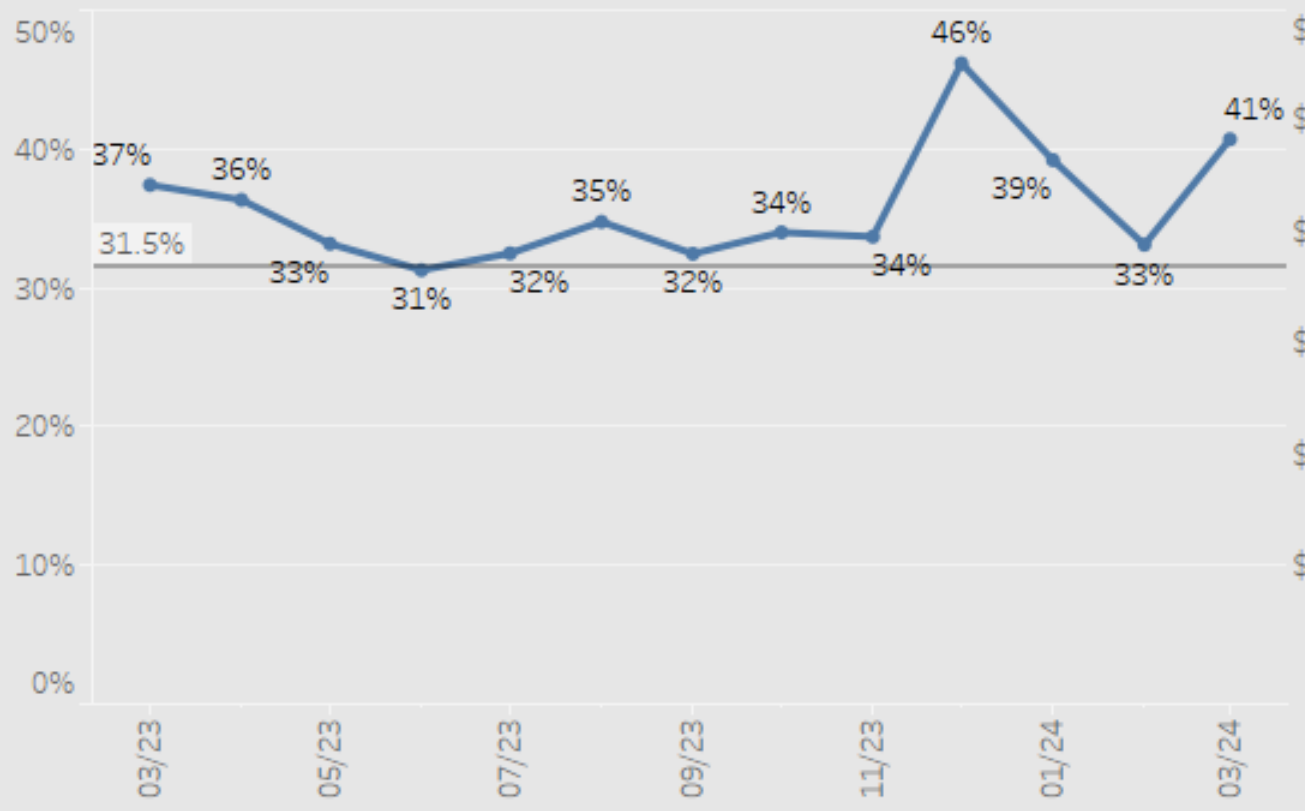
March 2024

3%

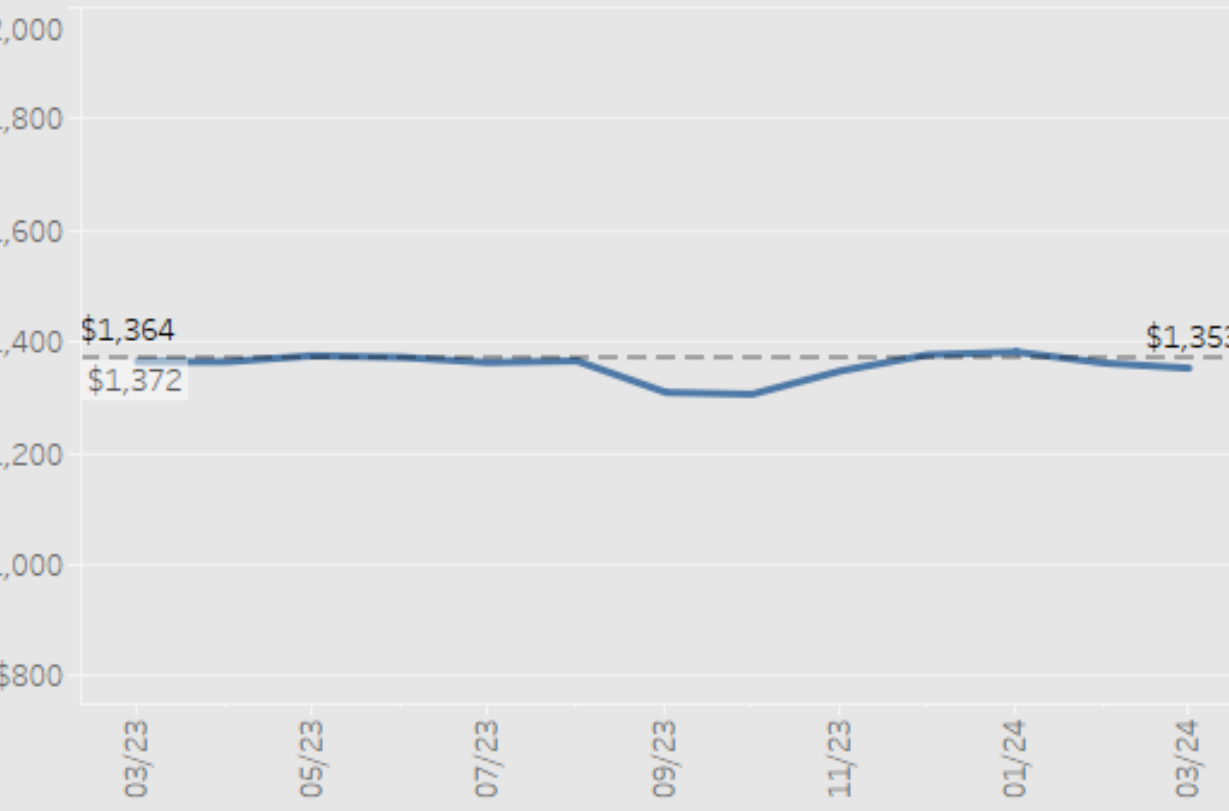


Budgeted net income of \$791K compared to actual net income of \$817K for the month of March. Positive variance is due to realization rate higher than budget by 9.2%. The higher realization rate is primarily due to the final payment of the GEMT funds. FY24 YTD net income is \$2.9M which exceeds budget by \$1.054M YTD.

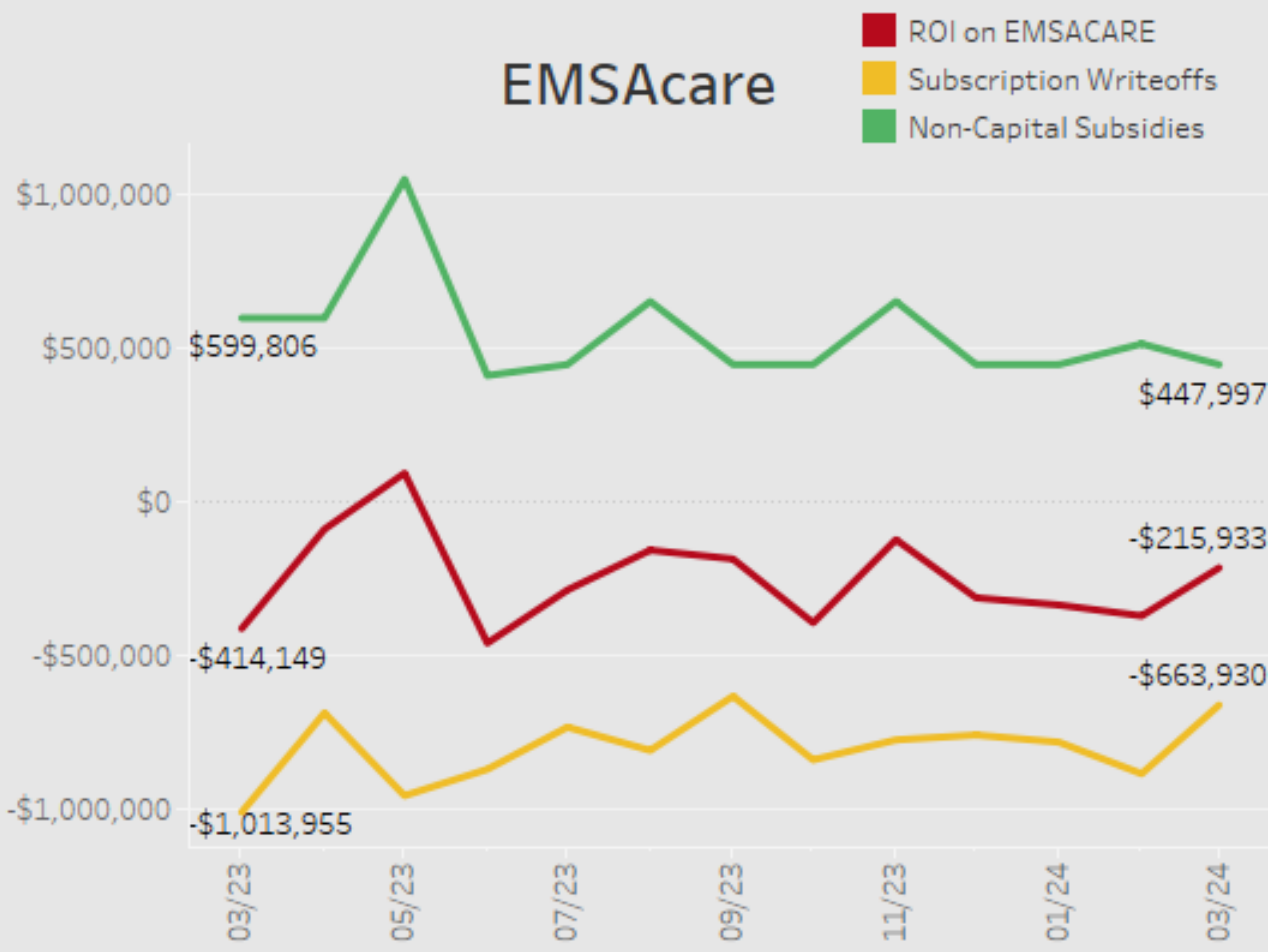
Realization Rate



Revenue per Transport



EMSAcare

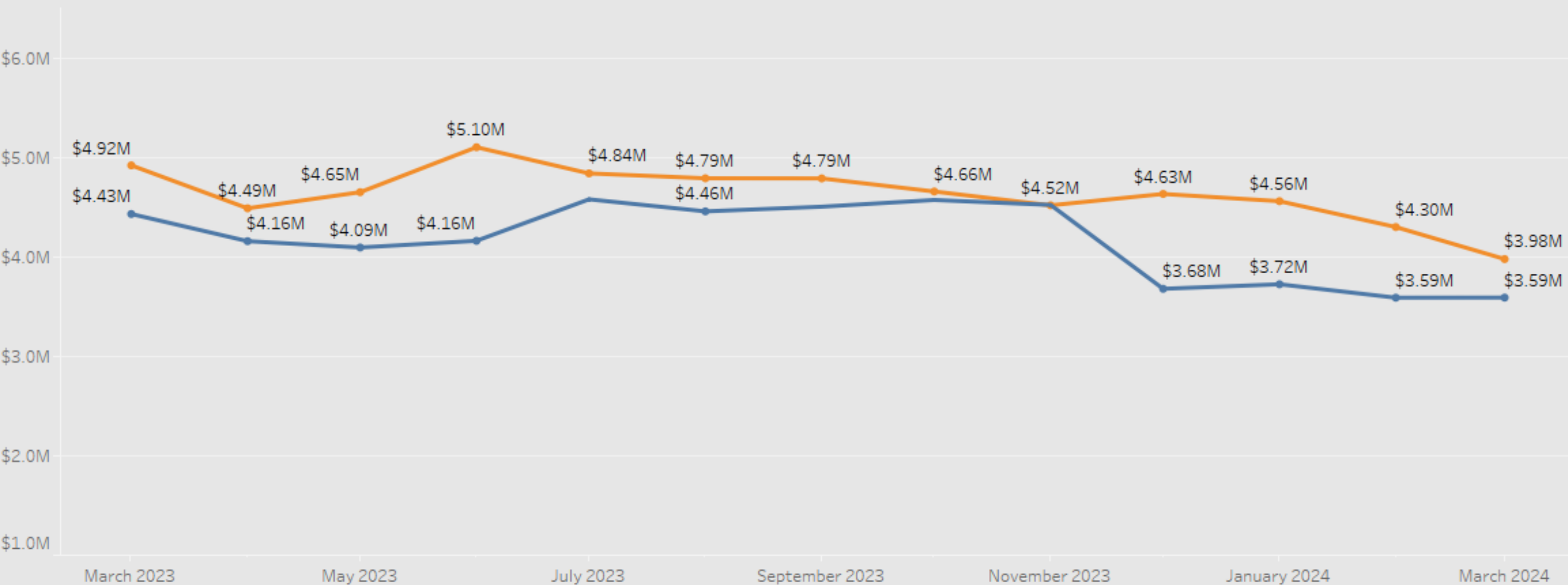


Operating Expense Budget Variance Western Division

Operating Budget
Operating Expenses

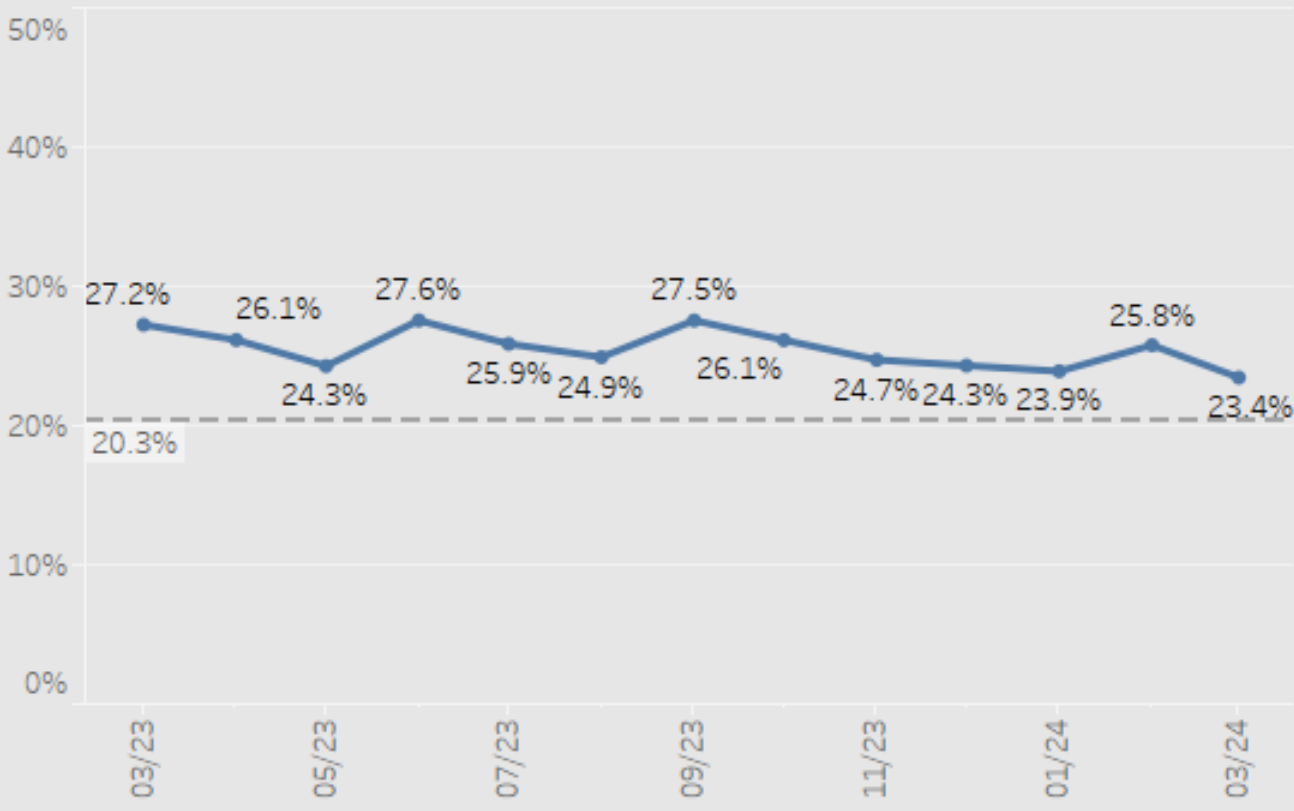
March 2024

-11%

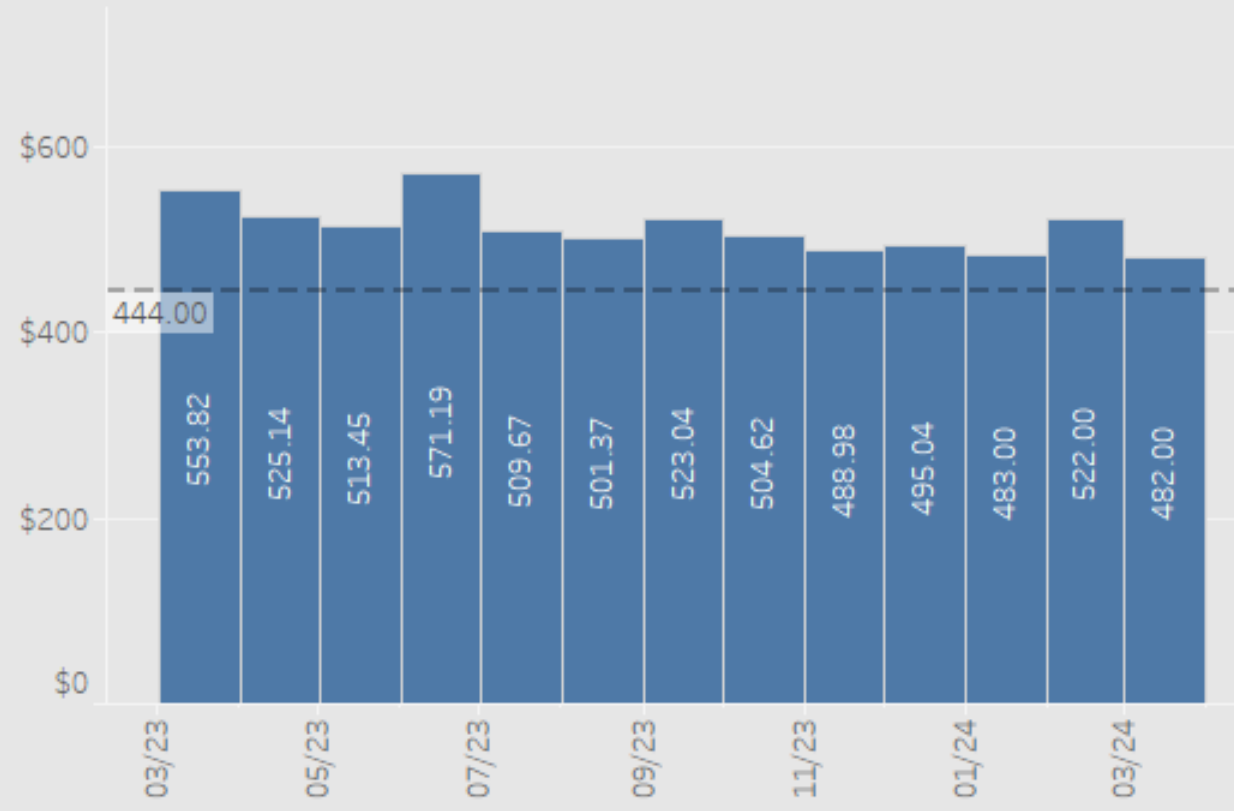


Operating expense variance is due to unbudgeted contract labor. This will continue to be phased out over the fiscal year. Labor cost as a % of revenue is 23.4% which exceeds the target of 20% but is down from 25.8% in February.

Percentage of Labor Cost



Cost per Transport



Supply and Repair per Transport

