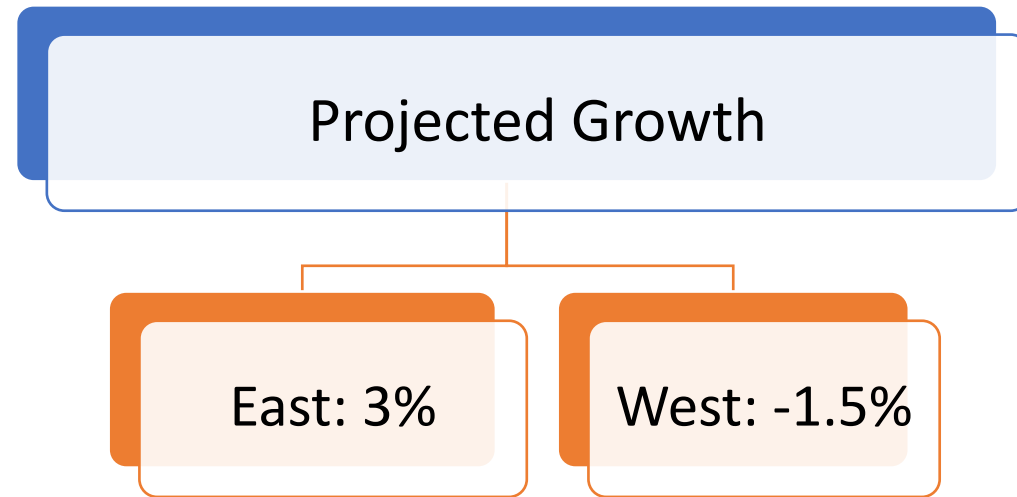




FY25 Budget Presentation

Setting the Standard in EMS

Volume Trend & Assumptions



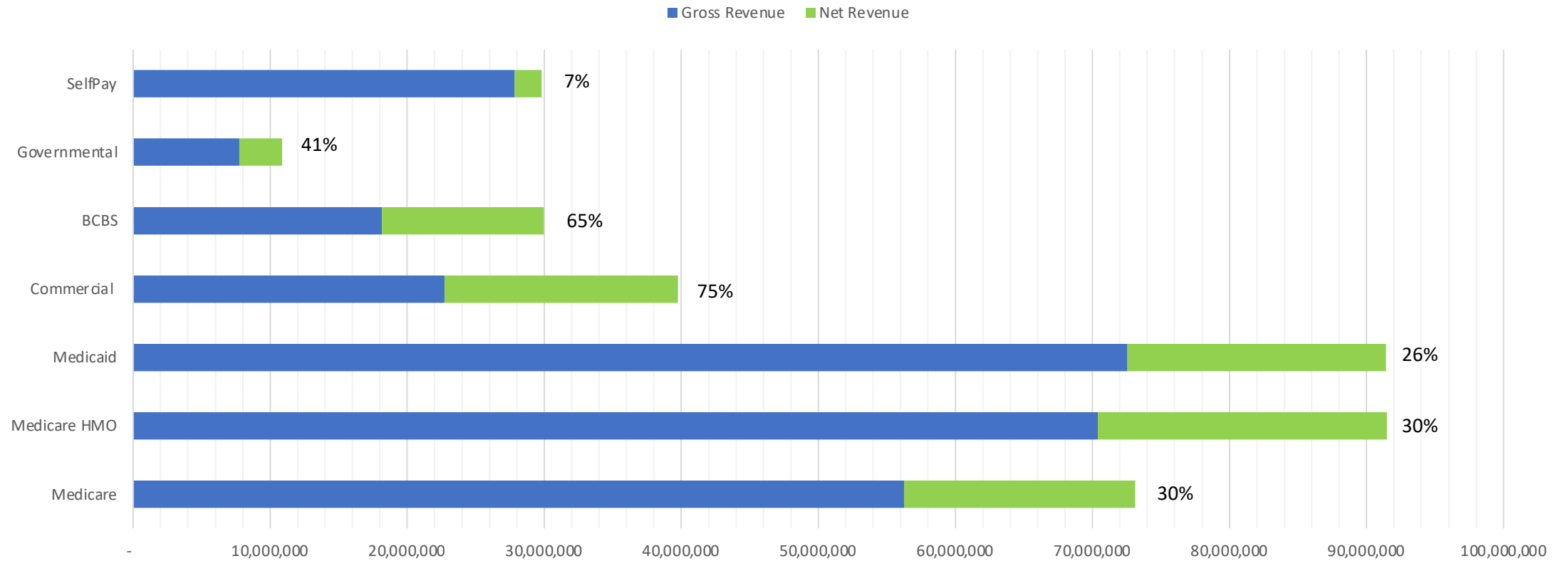
	FY20	FY21	FY22	FY23	FY24	FY25
East Transports	81447	81832	83835	90899	92134	95000
West Transports	85511	90749	93289	102609	109605	108000

Revenue per Transport

	FY25	FY24	FY23	FY22
East				
Gross Revenue	\$128,711,012	\$125,066,062	\$123,113,949	\$115,056,766
Transports	95000	92134	90899	83835
Revenue per transport	\$1,355	\$1,357	\$1,354	\$1,372
West				
Gross Revenue	\$146,852,543	\$149,413,455	\$140,540,708	\$130,284,937
Transports	108000	109605	102609	93289
Revenue per transport	\$1,360	\$1,363	\$1,370	\$1,397

Gross & Net Revenue by Payor

FY25 Revenue by Payor



Reimbursement

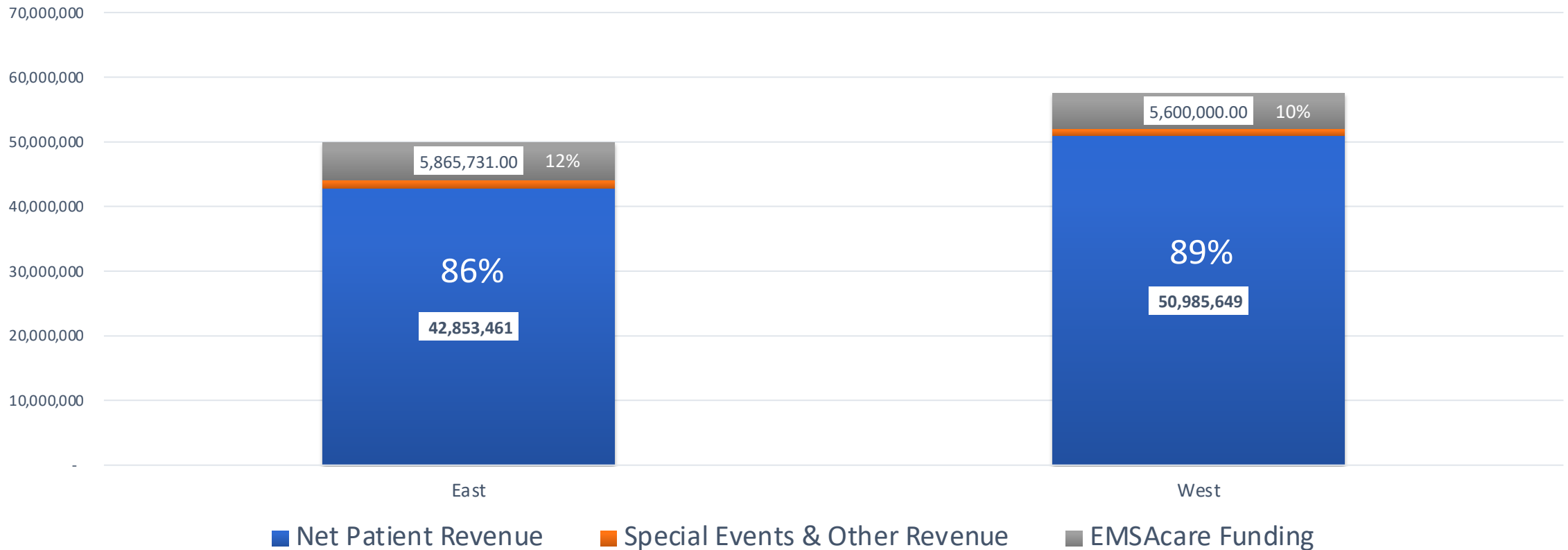
	FY25 Budget	FY24 Projected	FY23 Actuals
East			
<i>Realization Rate</i>	33.3%	33.7%	32.3%
Net Patient Revenue	\$42,853,460	\$42,111,906	\$39,784,519
Revenue per transport	\$451	\$458	\$438
West			
<i>Realization Rate</i>	34.7%	35.8%	32.3%
Net Patient Revenue	\$50,985,649	\$53,546,560	\$45,394,035
Revenue per transport	\$472	\$486	\$442

Key Assumptions

- Payor mix projected to stay consistent
- VA will reimburse on Medicare rates (Government bucket)
- Facility payors under contract transitioning from Medicare rate to 150% of Medicare rate
- Medicaid Managed Care not expected to impact reimbursement
- No expected reimbursement increases/decreases for other payors
- Passage of HB 2872 could impact reimbursement from commercial payors
- Projected GEMT funding of \$1.3m for East and \$1.8m for West

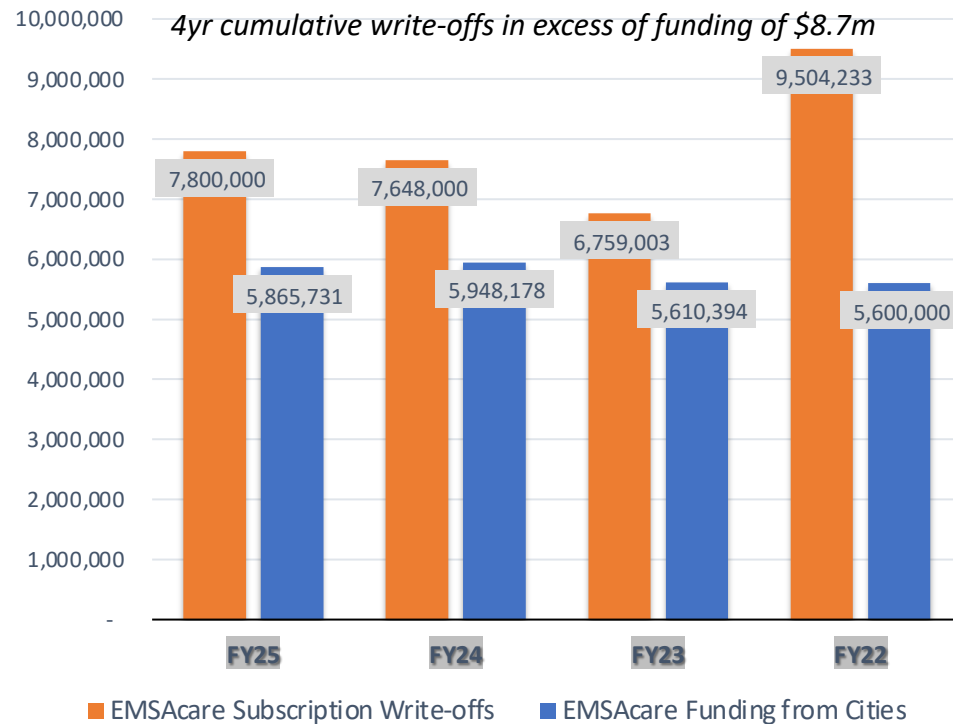
Operating Revenue

EMSA Revenue Sources

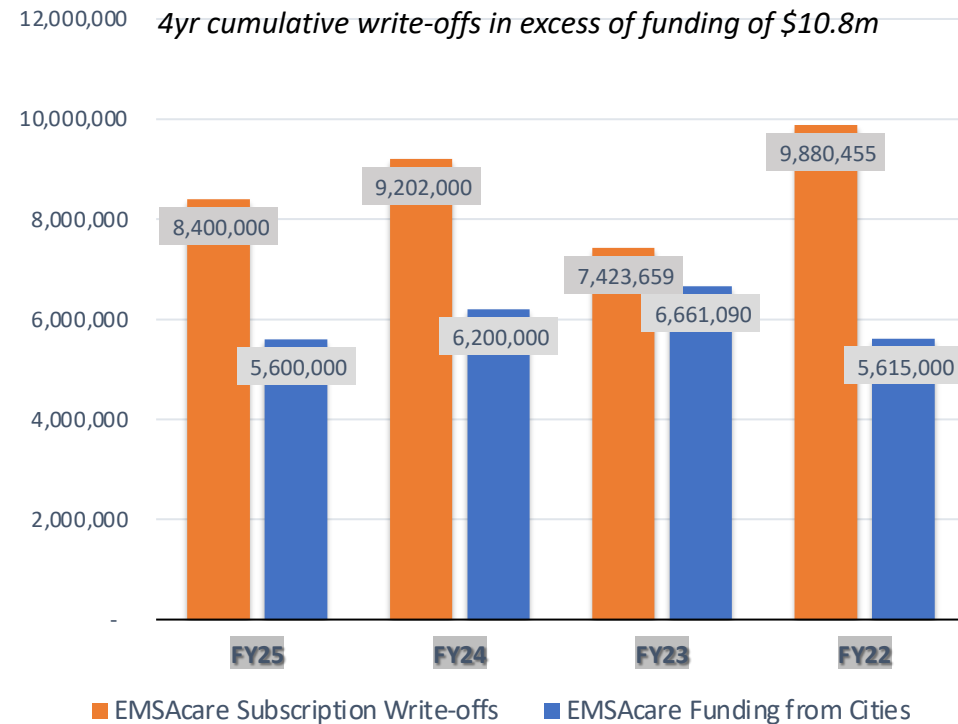


EMSAcare Funding Comparison

East EMSAcare Funding



West EMSAcare Funding



EMSAcare Beneficiary City Funding Trend

• **Note: EMSA Compound Annual Growth Rate (CAGR) is 10.52% Cumulative EMSAcare funding growth is 3.0%**

	Budget 2025	FY 2024	FY 2023	FY 2022	FY 2021
City of Tulsa	\$5,280,000	\$5,040,000	\$4,800,000	\$4,800,000	\$4,700,000
City of OKC	\$5,413,188	\$5,345,042	\$5,723,126	\$4,702,550	\$4,702,550

EMSAcare Non-Beneficiary City Funding Trend

- Note: EMSA Compound Annual Growth Rate (CAGR) is 10.52% Cumulative EMSAcare funding growth is 3.0%**

	Budget 2025	FY2024	FY2023	FY2022	FY2021
Jenks	\$276,665	\$271,008	\$241,829	\$241,829	\$241,829
Sand Springs	\$309,066	\$302,747	\$270,151	\$270,151	\$270,151
Nichols Hills	\$31,480	\$30,686	\$36,608	\$30,080	\$30,080
The Village	\$76,485	\$74,558	\$88,107	\$72,395	\$72,395

Operating Revenue Summary

	FY25 Budget Consolidated	FY24 Projected Consolidated
Revenue		
Total Patient Revenue	\$275,563,555	\$274,479,517
Total Contractuals & Deductions	(181,724,446)	(178,821,050)
Total Net Patient Revenue	93,839,109	95,658,466
Realization Rate	34.1%	34.9%
Total Other Operating Revenue	<u>13,775,731</u>	<u>13,901,144</u>
Total Revenue	<u>\$107,614,840</u>	<u>\$109,559,611</u>

Operating Expense

	FY25 Budget	FY25 Budget	FY25 Budget
	Eastern Division	Western Division	Consolidated
Total Salary & Wages	25,134,387	30,541,628	55,676,015
Total Benefits	6,371,812	6,590,318	12,962,130
Total Professional & Contracted Services	1,479,034	1,745,442	3,224,476
Total Training & Development	341,149	382,773	723,922
Total Supplies	3,683,545	4,896,063	8,579,608
Total Repairs & Maintenance	1,674,541	1,906,752	3,581,293
Total Utilities	580,847	664,653	1,245,500
Total Lease	90,445	99,867	190,312
Total Risk Management	1,256,082	1,365,369	2,621,450
Total Public Relations	159,988	180,412	340,400
Total Other Expenses	1,395,413	1,688,551	3,083,964
Total Operating Expenses	42,167,242	50,061,827	92,229,069

Note: Other Expenses includes software licenses of \$2m, claims/remittance processing exp of \$240K, & recruiting of \$125K

Operating Expense YOY Comparative

	FY25 Budget	FY24 Projected	FY23 Actuals
	Consolidated	Consolidated	Consolidated
Total Salary & Wages	55,676,015	62,747,639	58,727,532
Total Benefits	12,962,130	11,801,946	9,887,236
Total Professional & Contracted Services	3,224,476	2,885,647	4,007,467
Total Training & Development	723,922	347,218	407,290
Total Supplies	8,579,608	7,708,992	8,709,883
Total Repairs & Maintenance	3,581,293	3,803,079	3,230,989
Total Utilities	1,245,500	1,093,250	1,253,600
Total Lease	190,312	246,173	302,151
Total Risk Management	2,621,450	2,285,694	1,929,631
Total Public Relations	340,400	230,057	198,438
Total Other Expenses	3,083,964	2,922,430	2,804,012
Total Operating Expenses	92,229,069	96,072,126	91,458,229

Operating expense growth is less than 1% from FY23 despite inflationary economic environment

Compensation

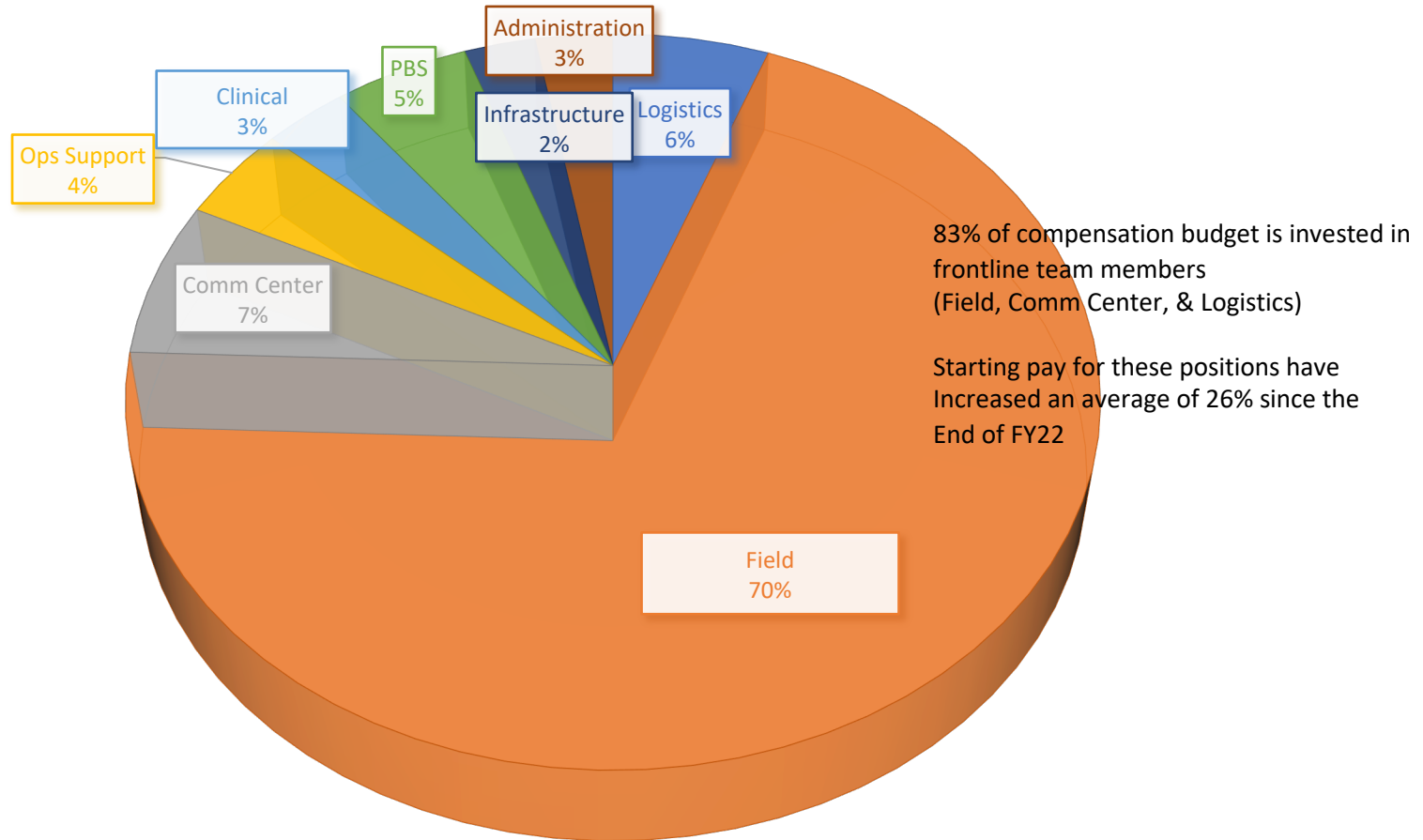
- Additional 40/42-hour shifts for frontline team members to support work/life balance
- 5% raise for all comm personnel went into effect in December 2023
- 4% raise for all employees budgeted for FY2025
- Starting wages have increased on avg 26% for frontline team members since June 2022
- Incentive Compensation for entire workforce in development for FY2025
- Added multiple positions to support team members' mental health, safety, professional development, and additional positions for recruiting and clinical quality improvement are slated for FY2025



Compensation Analysis

	FY25 Budget	FY24 Projected	FY23 Actuals
East			
Total Salary & Wages (w/o Contract Labor)	\$25,109,387	\$24,815,583	\$22,973,976
Transports	95,000	92,800	90,899
Salary & Wages per transport	264	267	253
West			
Total Salary & Wages (w/o Contract Labor)	\$27,241,528	\$25,292,851	\$22,548,245
Transports	108,000	110,048	102,609
Salary & Wages per transport	252	230	220
Consolidated Salary & Wages (w/o Contract Labor)			
	\$52,351,015	\$50,108,434	\$45,522,221
FTE- Consolidated	671	650	610
Salary & Wages per FTE	\$78,019	\$77,090	\$74,627
Benefits	\$12,962,130	\$11,801,946	\$9,887,236
Benefits as % of Salary & Wages	24.8%	23.6%	21.7%

FY25 Compensation Budget



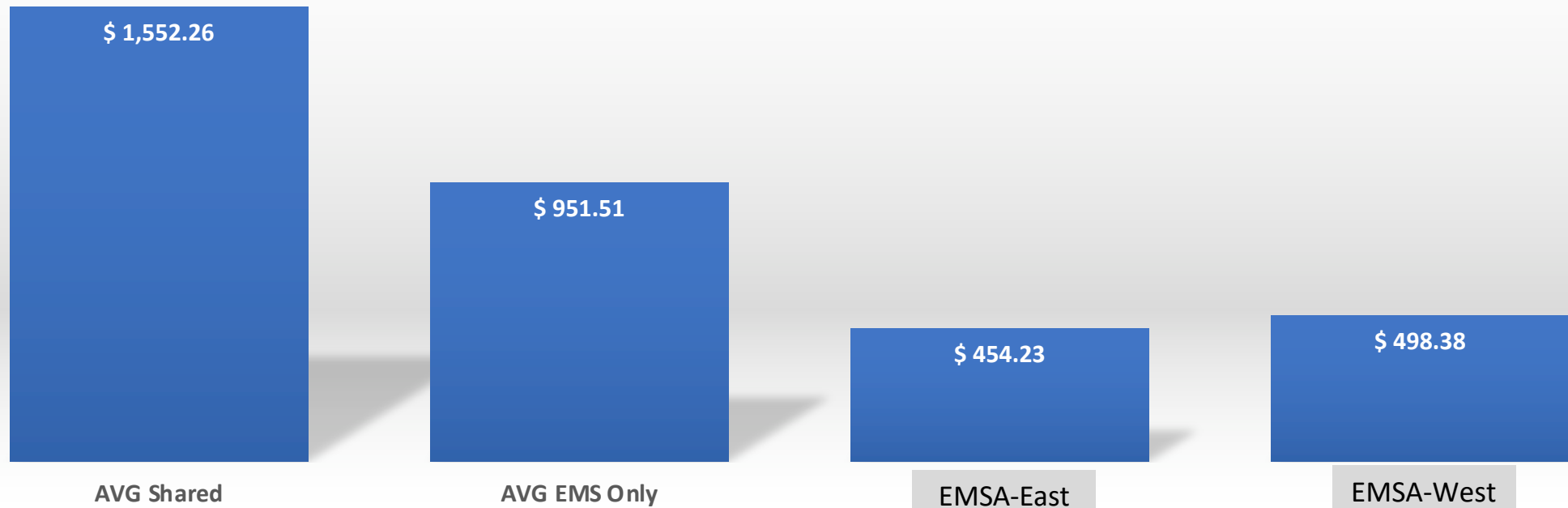
Operating Expenses per Transport

	<u>FY25 Budget</u>	<u>FY24 Projected</u>	<u>FY23 Actuals</u>
East			
Medical Supplies Per Transport	\$20.74	\$19.29	\$21.85
Ambulance & Equipment Maintenance Per Transport	\$10.78	\$12.99	\$10.52
Total Operating Expense per Transport	\$443.87	\$435.91	\$440.17
West			
Medical Supplies Per Transport	\$27.70	\$26.81	\$32.45
Ambulance & Equipment Maintenance Per Transport	\$11.35	\$11.46	\$11.09
Total Operating Expense per Transport	\$463.54	\$505.42	\$501.39

Medicaid Cost per Transport- Oklahoma

Oklahoma Providers- source FY23 OHCA Medicaid Cost Report

36 Providers



Medicaid Cost per Transport- National

National Providers- source PCG

ALL PROVIDER STATISTICS

	2020	2021	2022
Provider Count	363	385	300
Average Cost Per Trip Inclusive of Outliers	\$ 2,866.37	\$ 2,750.40	\$ 2,870.90
Average Cost Per Trip - Outliers Removed	\$ 2,361.06	\$ 2,351.34	\$ 2,506.45

EMS Only Service Providers

	2020	2021	2022
Provider Count	63	72	79
Average Cost Per Trip Inclusive of Outliers	\$ 1,190.35	\$ 1,242.06	\$ 1,316.15
Average Cost Per Trip - Outliers Removed	\$ 1,008.59	\$ 1,026.32	\$ 1,316.15

FY25 Capital Budget

Ambulances (30 total - 15 per division- 10 remount, 5 new)	\$5,900,000
Radios	\$2,450,000
Onboard Equipment for Fleet Expansion	\$1,000,000
FOS Response Vehicles (2 per division)	\$278,000
Technology & Com Center Upgrades	\$1,550,000
Other equipment	\$450,000
Facility Improvements (includes new ED parking lot)	<u>\$1,525,000</u>
Total	\$ 13,328,000

Capital Objectives:



Limit liability by ensuring all equipment is within manufacturer warranties regarding age



Preventive maintenance guidelines are followed to ensure operational reliability



Efficient utilization of capital funds to assure response operations are supported by advanced technology

- Ambulances- replaced every 5-6 years based on engine hours & mileage (300K).
- Expanding the fleet by five ambulances in each division in FY25
- Increasing PAR LifePaks, Stretchers, Vents, and Power loads to meet fleet expansion and associated PM contracts
- Replacement of infield communications equipment (15-year lifespan)
- Upgrades to Communication Center infrastructure in Oklahoma City (Phone System) and Tulsa (Consoles)

Net Income Reconciliation

	FY25 Budget Consolidated	FY24 Projected Consolidated
Total Revenue	\$107,614,840	\$109,559,611
Total Expense	\$92,229,069	\$96,072,126
Non-Operating Interest Income	\$550,000	\$670,032
Depreciation & Interest Expense	<u>(\$3,825,000)</u>	<u>(\$3,482,205)</u>
Net Income	\$12,110,771	\$10,675,312
Capital Acquisitions	(\$13,328,000)	(\$12,573,000)
Debt Service	(\$739,298)	(\$722,603)
Add back depreciation (non-cash)	<u>\$3,800,000</u>	<u>\$3,448,535</u>
Net Cash Increase (Decrease)	\$1,843,473	\$828,244

Beneficiary Benefits

EMSA provides a variety of benefits and services to our EMS partners that are absorbed in the EMSA annual budget:

- 1 for 1 supply exchange with fire departments
- Volume discounts and preferred pricing through EMSA contracts on EMS equipment and additional supplies
- ESO-EHR for non-transport partners
- Standby medical response for required city events, events impacting public safety or other governmental necessitated response, such as POTUS visits
- PR & media assistance in disaster response
- Marketing and promotion of EMSAcare program
- Internet and data for 10 LP Modems

FY25 Budget Summary

EMSAcare Funding growth is 3% compared to a 10.54% CAGR in operational budget, which reinforces EMSA's focus on financial sustainability and efficient resource utilization.

EMSA's cost per transport is more than four times lower than the national average cost per transport. Cost containment measures and an efficient operations model allows EMSA to keep transport costs low while improving response time compliance performance in all call priorities and maintaining focus on clinical quality improvement.

Although EMSA's volume growth has slowed, it is still high. It's critical EMSA look to new and innovative ideas to address the use of 911 and identify other options for service delivery that meets the needs of all patients in the EMSA regulated service area.

Continued reimbursement advocacy at the state and federal levels will be critical for EMS sustainability.

EMSA will increase its targeted focus on workforce retention by investing in professional development programs, mental health, safety, and workforce culture initiatives in FY25.

Also, in FY25, EMSA will continue to invest in workforce development programs such as EMSA Advantage (EMT Training Program) and EMSA's in-house Paramedic Programs to grow the profession of EMS and showcase EMS as a career path.



	FY25 Budget Consolidated	FY24 Annualized Consolidated	FY23 Actuals Consolidated
Revenue			
Total Patient Revenue	275,563,555	274,479,517	263,654,657
Total Contractuals & Deductions	(181,724,446)	(178,821,050)	(178,476,103)
Total Net Patient Revenue	93,839,109	95,658,466	85,178,554
Realization Rate	34.1%	34.9%	32.3%
Total Other Operating Revenue	13,775,731	13,901,144	18,550,594
Total Revenue	107,614,840	109,559,611	103,729,148
Expense			
Total Salary & Wages	55,676,015	62,747,639	58,727,532
Total Benefits	12,962,130	11,801,946	9,887,236
Total Professional & Contracted Services	3,224,476	2,885,647	4,007,467
Total Training & Development	723,922	347,218	407,290
Total Supplies	8,579,608	7,708,992	8,709,883
Total Repairs & Maintenance	3,581,293	3,803,079	3,230,989
Total Utilities	1,245,500	1,093,250	1,253,600
Total Rent	190,312	246,173	302,151
Total Risk Management	2,621,450	2,285,694	1,929,631
Total Public Relations	340,400	230,057	198,438
Total Other Expenses	3,083,964	2,922,430	2,804,012
Total Expense	92,229,069	96,072,126	91,458,229
Total Non-Operating Income	550,000	670,032	123,659
Total Depreciation & Interest Expense	3,825,000	3,482,205	3,011,249
Net Income	12,110,771	10,675,312	9,383,328
Additional Cash Outlay			
Add Back Depreciation	3,800,000	3,448,535	3,021,346
Capital Acquisitions	(13,328,000)	(12,573,000)	(7,380,798)
Debt Service	(739,298)	(722,603)	(706,419)
Net Cash- (after capital and debt service)	1,843,473	828,244	4,317,457



EMSA FY25 Budget

	FY25 Budget Eastern Division	FY25 Budget Western Division	FY25 Budget Consolidated
Total Net Patient Revenue	42,853,460	50,985,649	93,839,109
Total Other Operating Revenue	7,152,731	6,623,000	13,775,731
Total Operating Revenue	50,006,191	57,608,649	107,614,840
Total Salary & Wages	25,134,387	30,541,628	55,676,015
Total Benefits	6,371,812	6,590,318	12,962,130
Total Professional & Contracted Services	1,479,034	1,745,442	3,224,476
Total Training & Development	341,149	382,773	723,922
Total Supplies	3,683,545	4,896,063	8,579,608
Total Repairs & Maintenance	1,674,541	1,906,752	3,581,293
Total Utilities	580,847	664,653	1,245,500
Total Rent	90,445	99,867	190,312
Total Risk Management	1,256,082	1,365,369	2,621,450
Total Public Relations	159,988	180,412	340,400
Total Other Expenses	1,395,413	1,688,551	3,083,964
Total Operating Expenses	42,167,242	50,061,827	92,229,069
Non-Operating Income	300,000	250,000	550,000
Depreciation & Interest Expense	2,025,000	1,800,000	3,825,000
Net Income	6,113,949	5,996,822	12,110,771
	12.2%	10.4%	11.3%
Capital Expenditures	(6,709,000)	(6,619,000)	(13,328,000)
Debt Service	(739,298)	-	(739,298)
Add Back Non-Cash Depreciation	2,000,000	1,800,000	3,800,000
Net Increase to Cash	665,651	1,177,822	1,843,473