

Lora Conger
Chief Financial Officer

Financial KPIs
May 2024

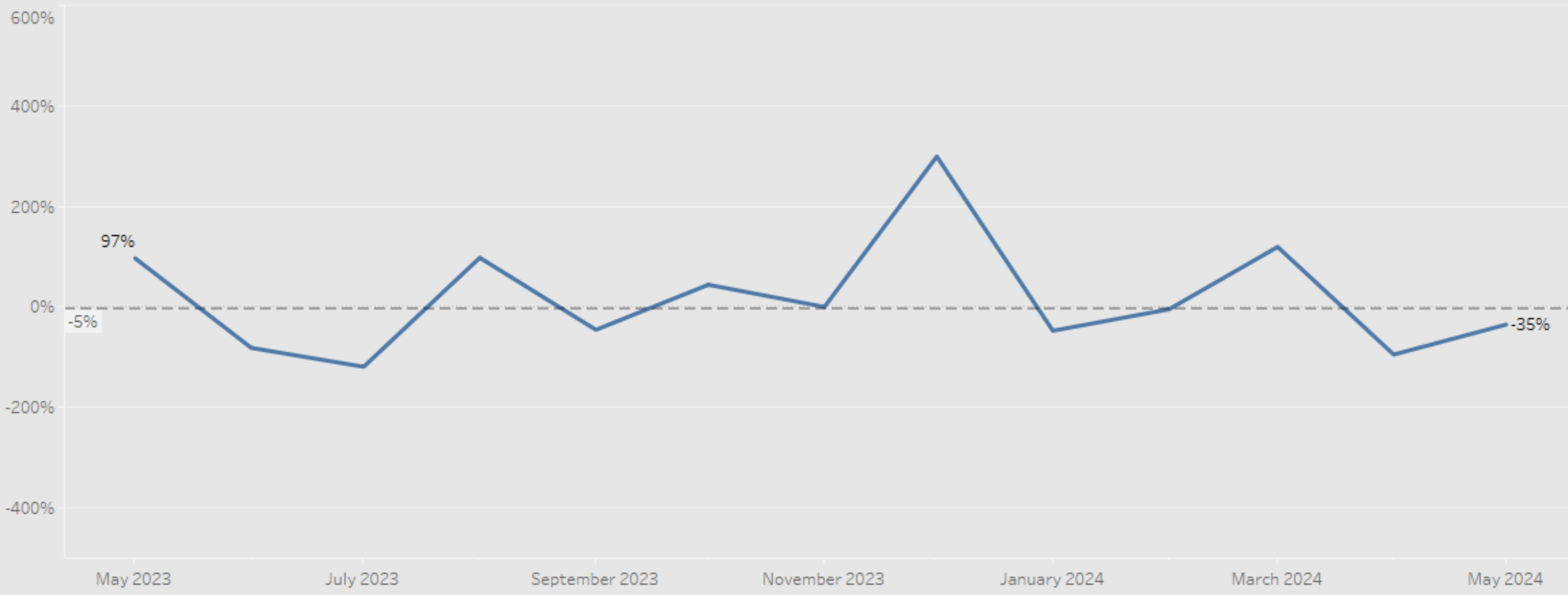


Net Income Budget Variance Eastern Division

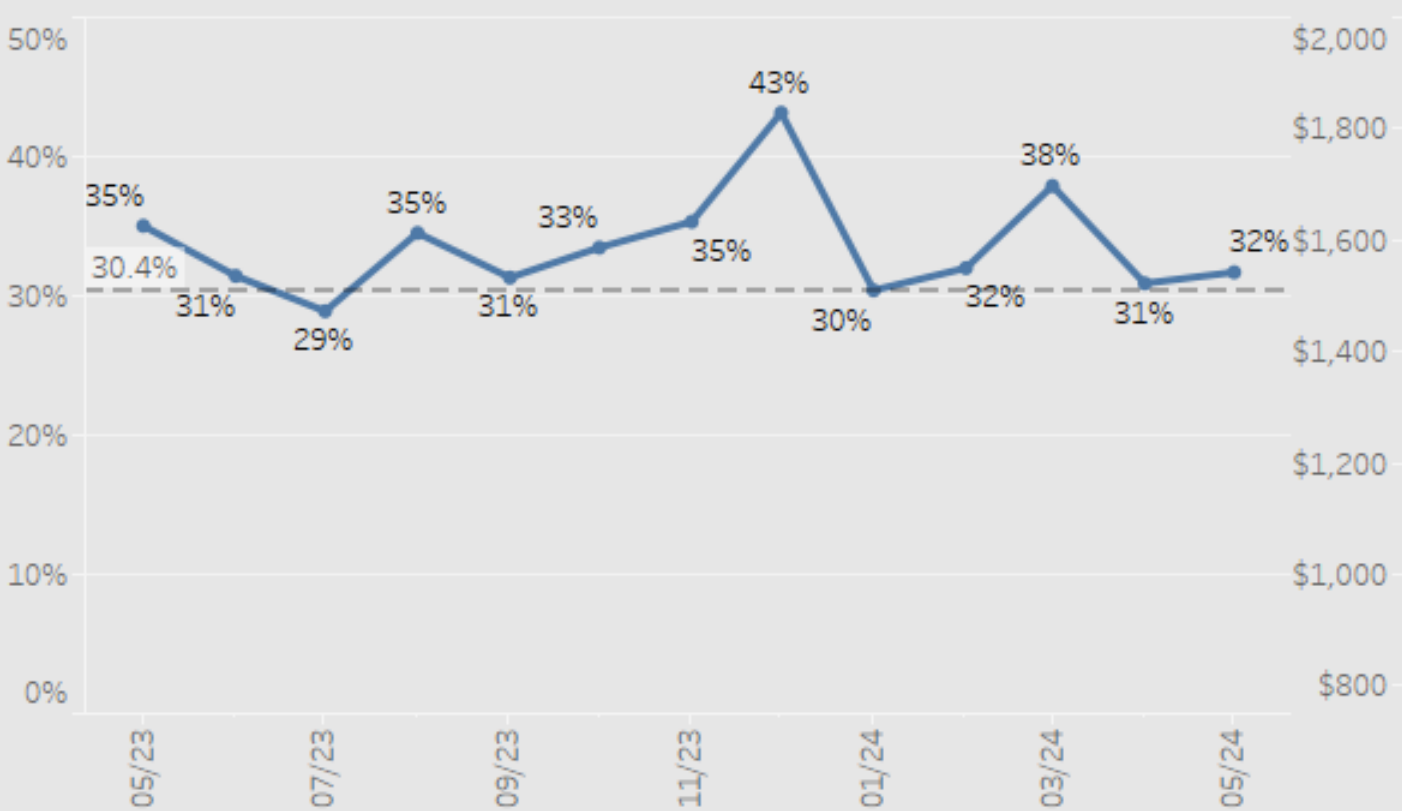
May 2024

-35%

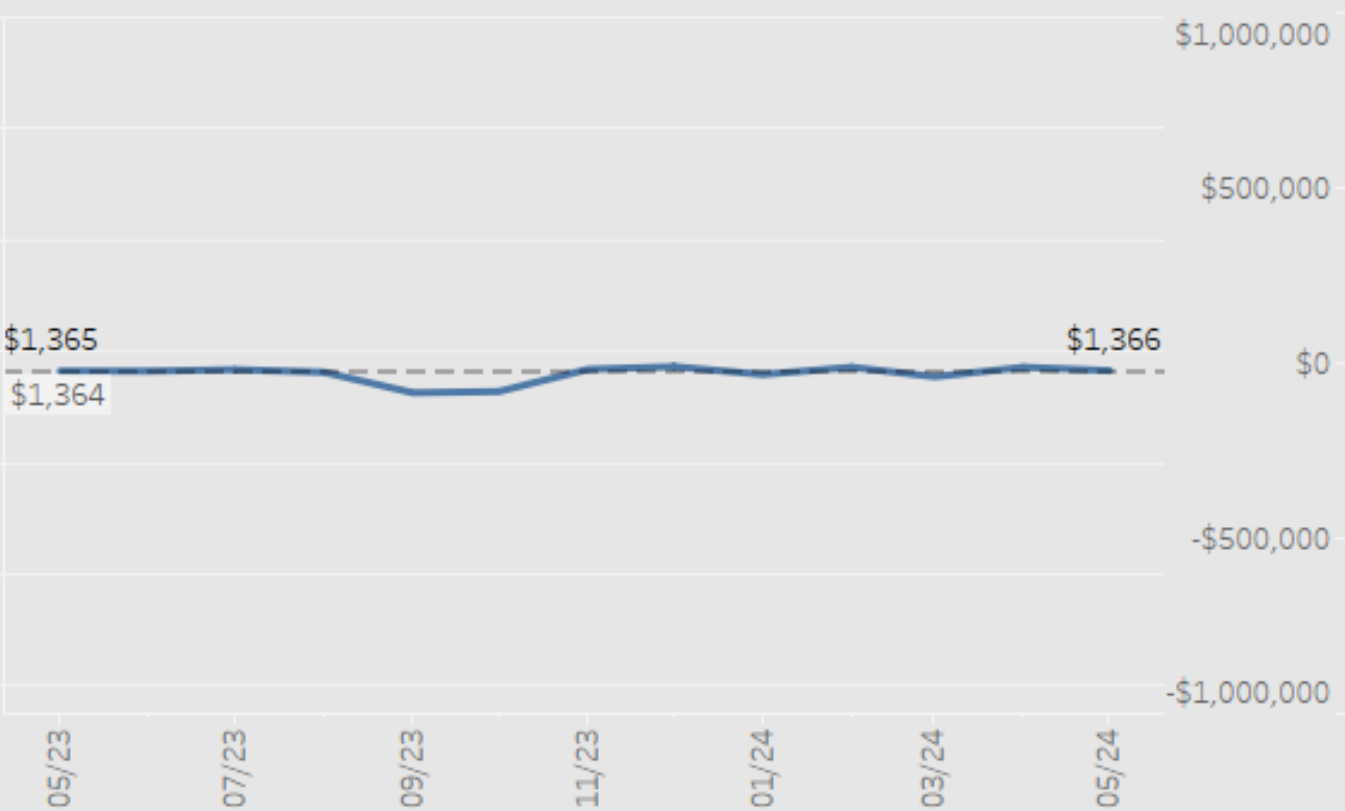
Budgeted net income of \$588K compared to actual net income of \$382K for the month of May. Although volume is higher than the previous month, it is still lower than budget resulting in a negative gross revenue variance. However, this is partially offset by higher than budget realization rate of 31.7% compared to budget of 30.4%. Labor as % of revenue is still higher than target despite lower volume resulting in a negative variance in operating expenses.



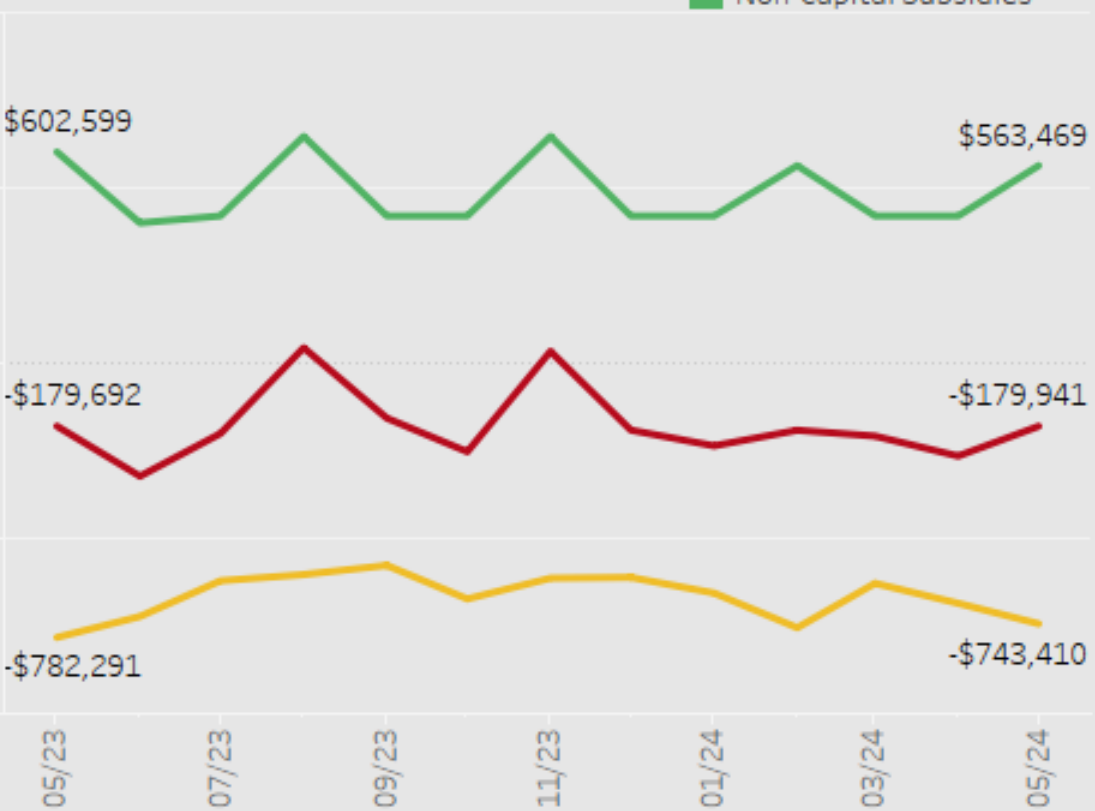
Realization Rate



Revenue per Transport



EMSAcare



Operating Expense Budget Variance Eastern Division

Operating Budget
Operating Expenses

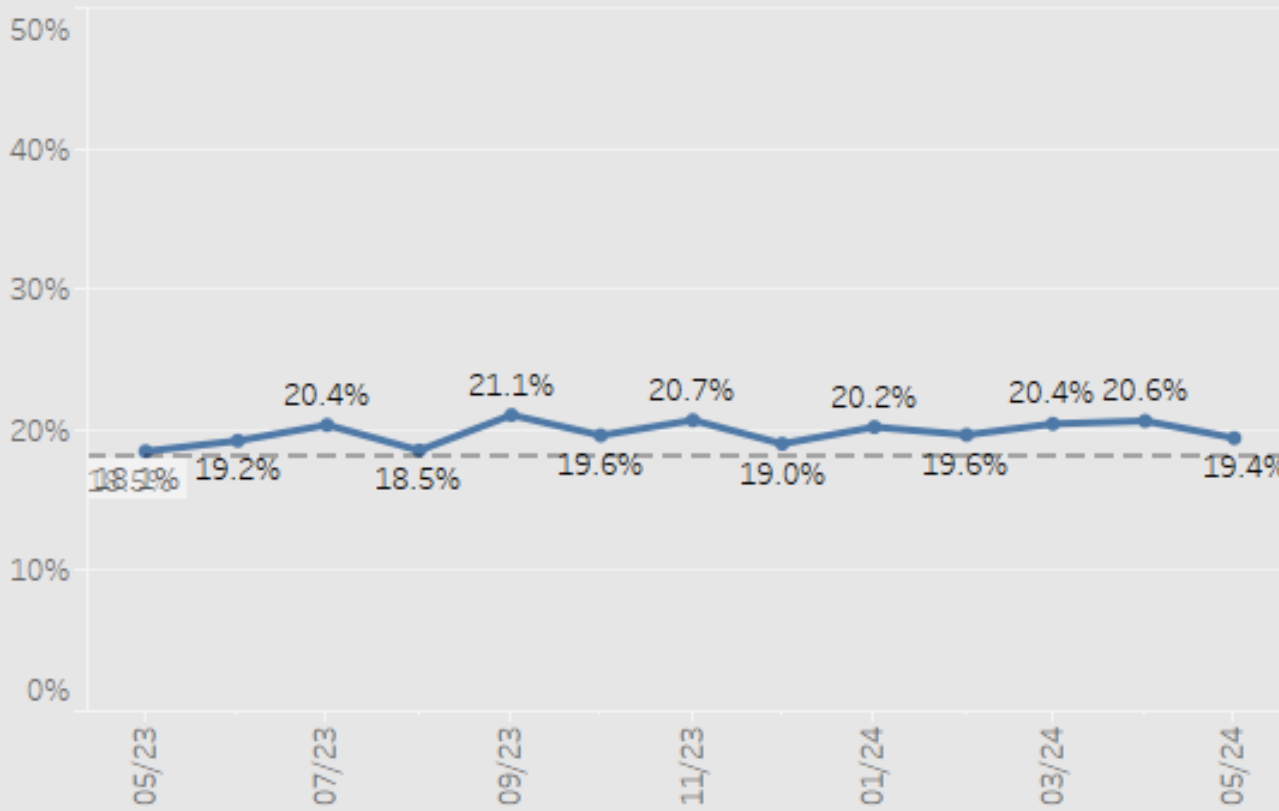
May 2024

-3%

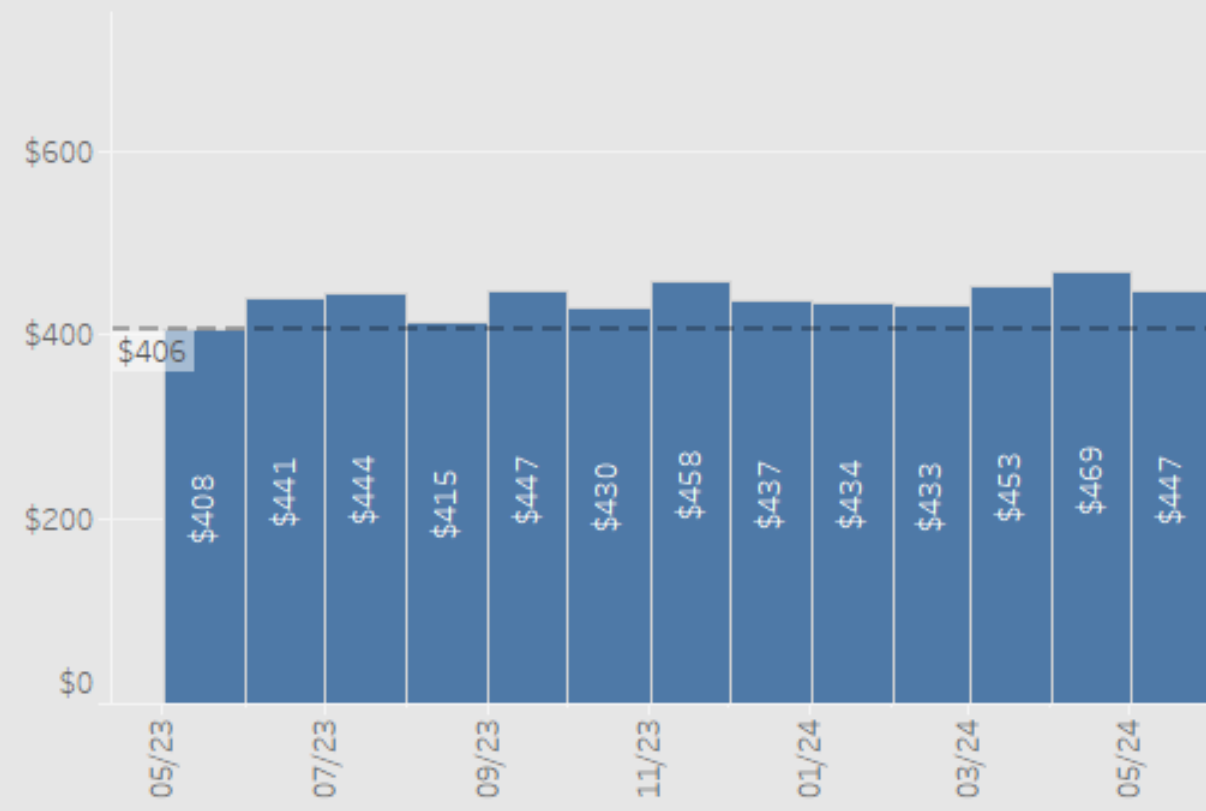


Negative operating variance of \$82K for the month of May which is being driven by higher than plan labor costs despite lower than plan volume. Although, labor as a % of revenue decreased to 19.4%, it still exceeds plan of 18.5%

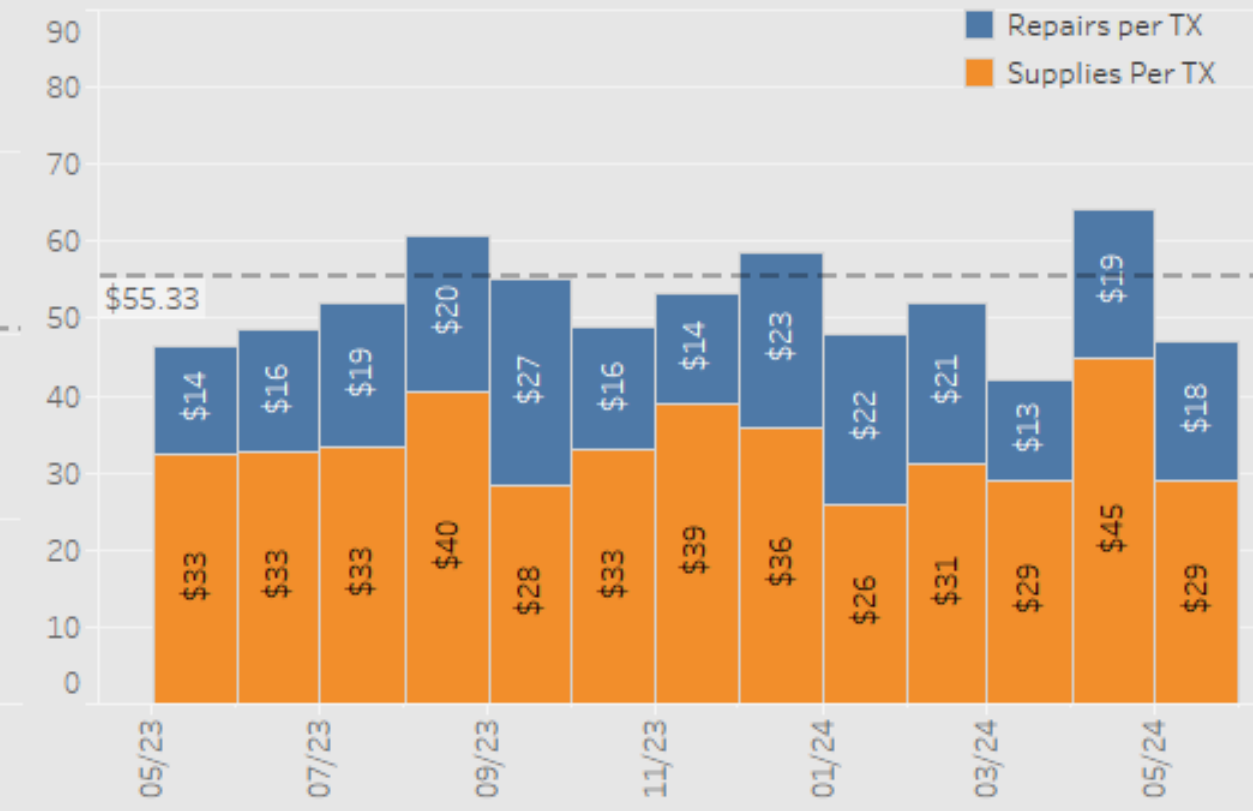
Percentage of Labor Cost



Cost per Transport

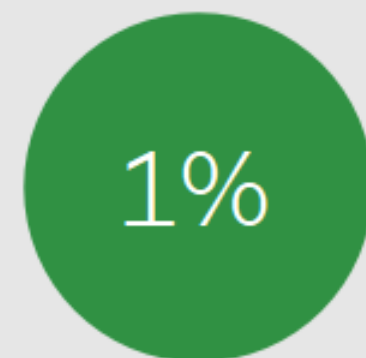


Supply and Repair per Transport



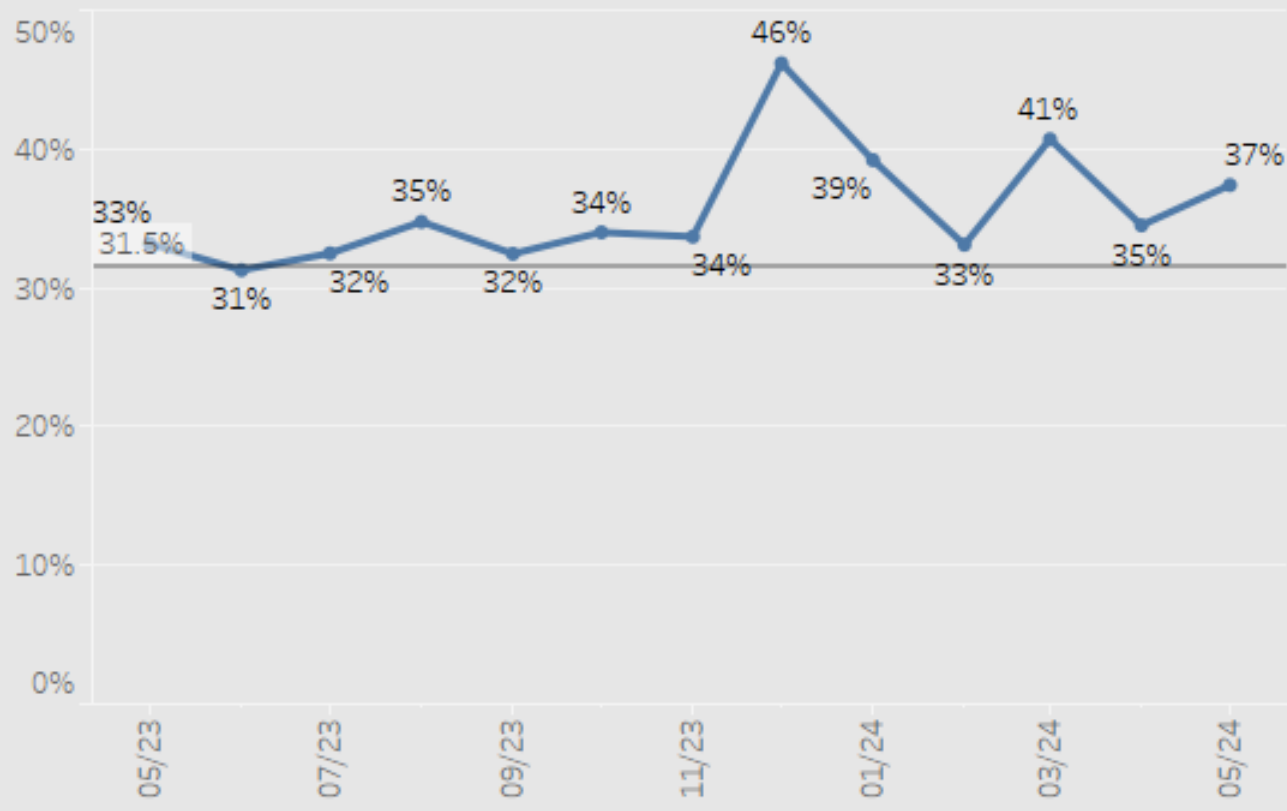
Net Income Budget Variance Western Division

May 2024

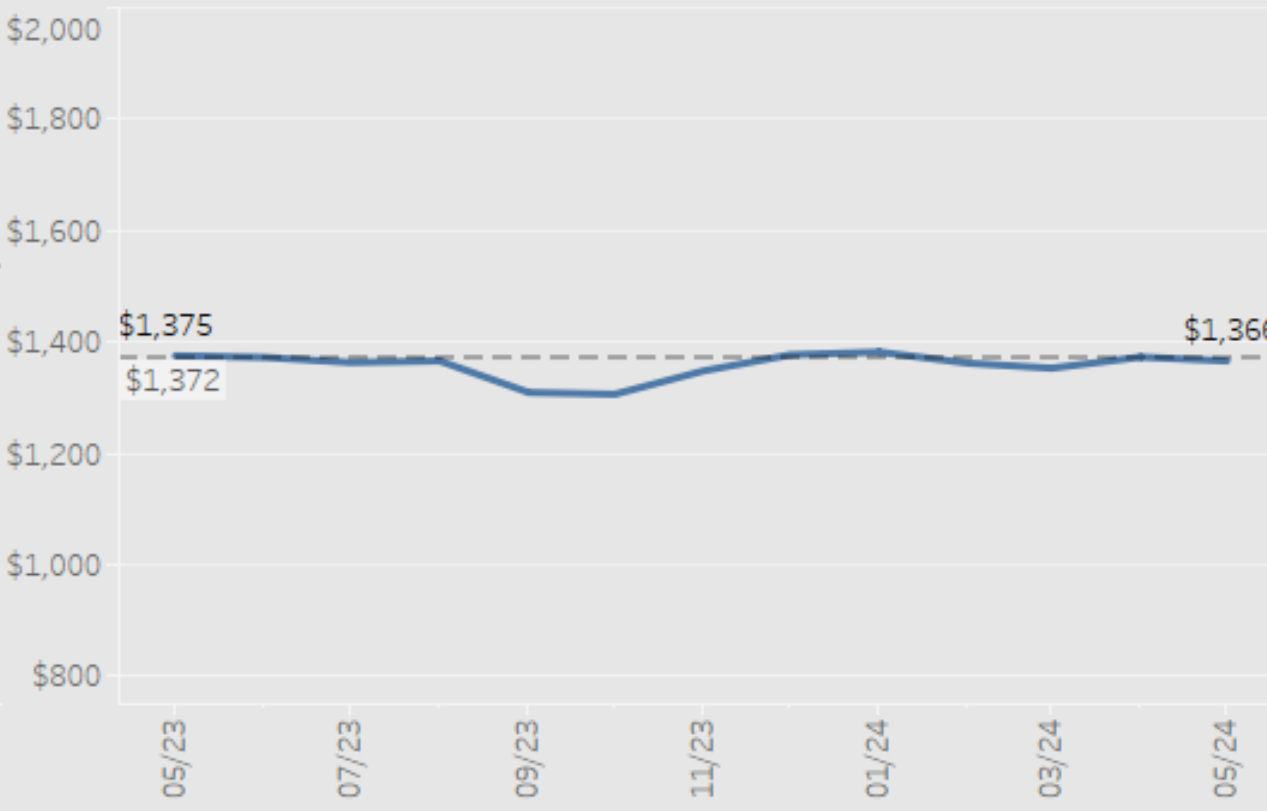


Budgeted net income of \$812K compared to actual net income of \$817K for the month of May. The positive net income variance is due to the positive realization rate of 37% compared to budget of 31.5%.

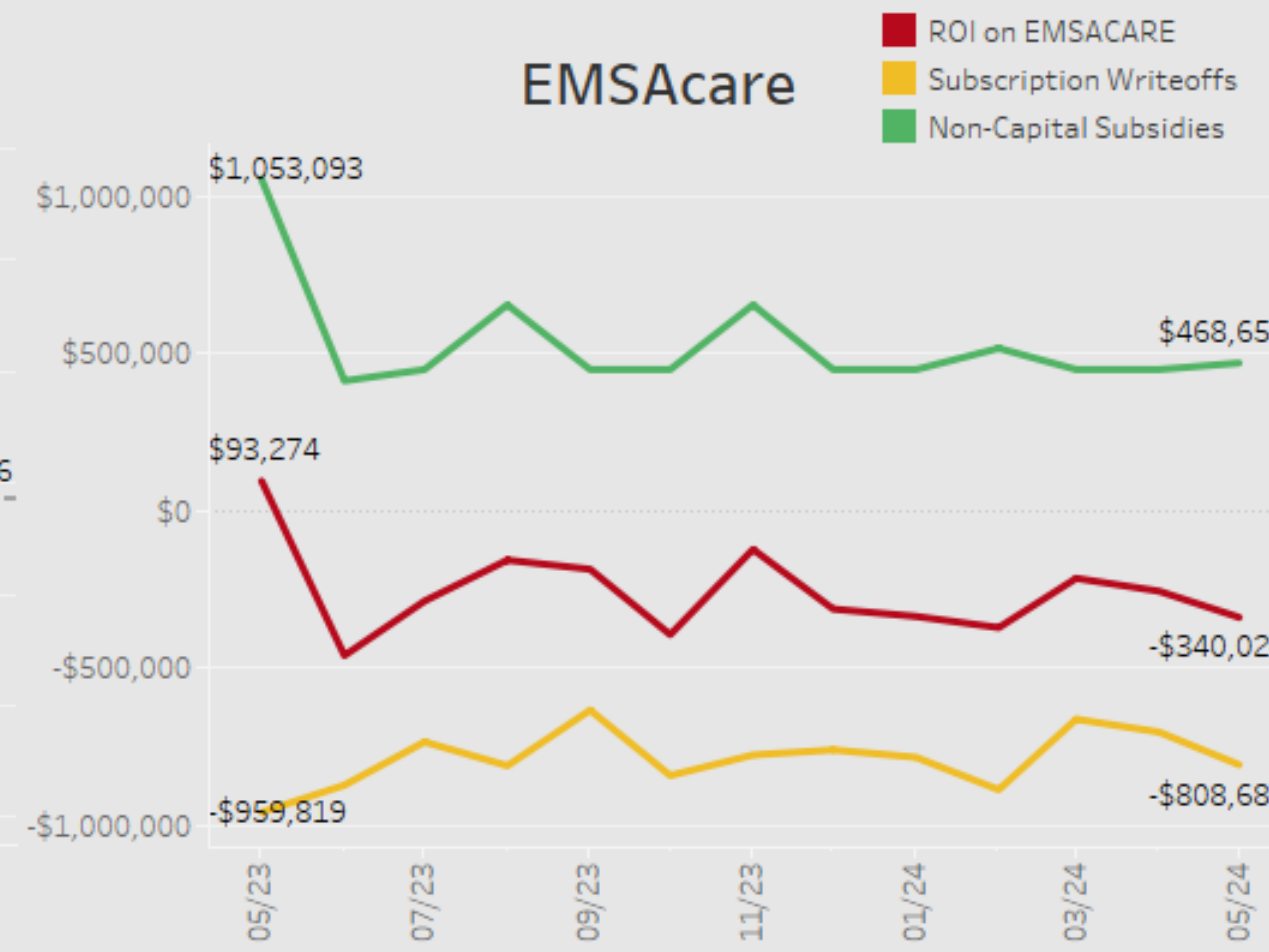
Realization Rate



Revenue per Transport



EMSAcare

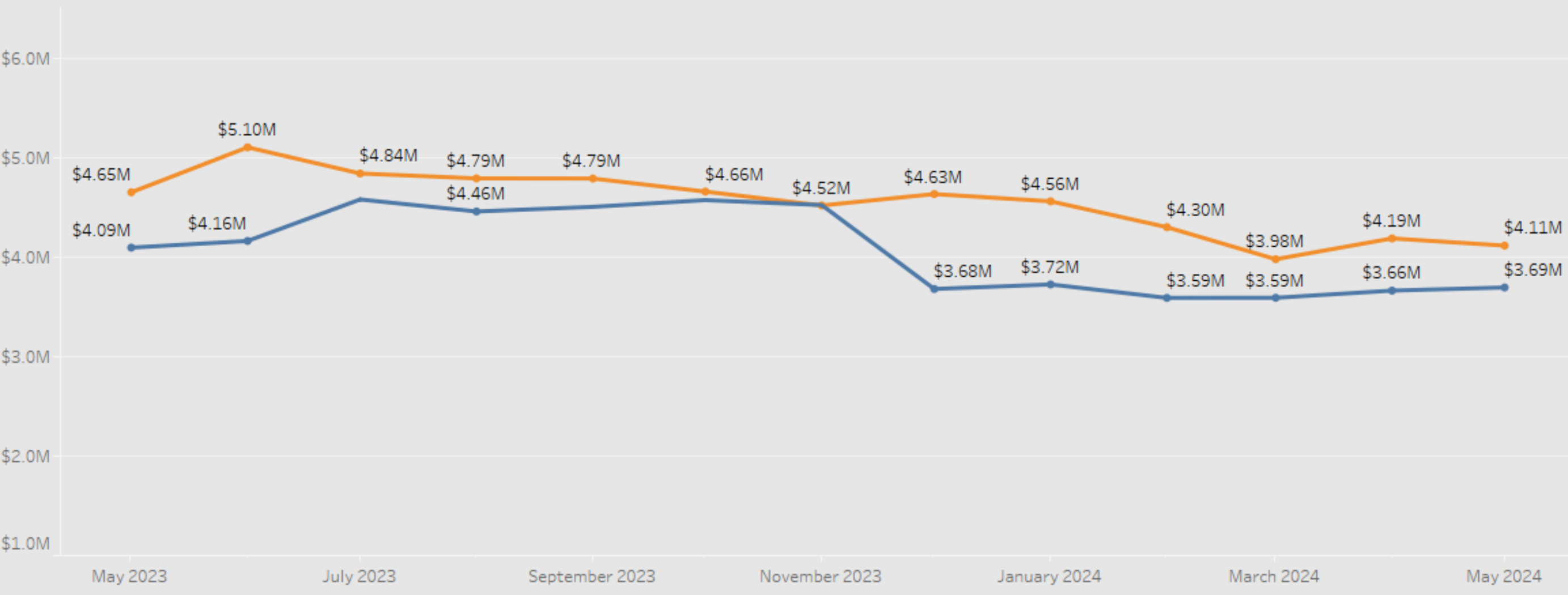


Operating Expense Budget Variance Western Division

Operating Budget
Operating Expenses

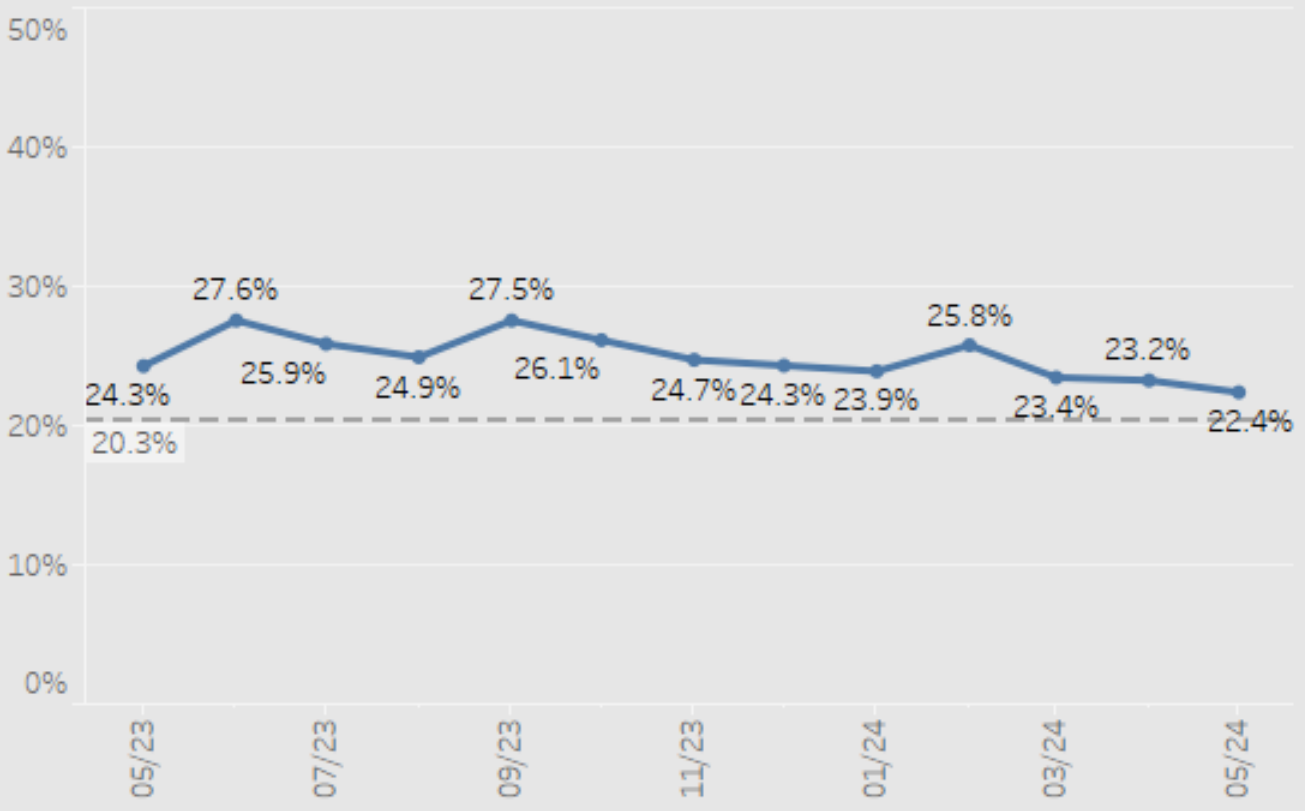
May 2024

-11%

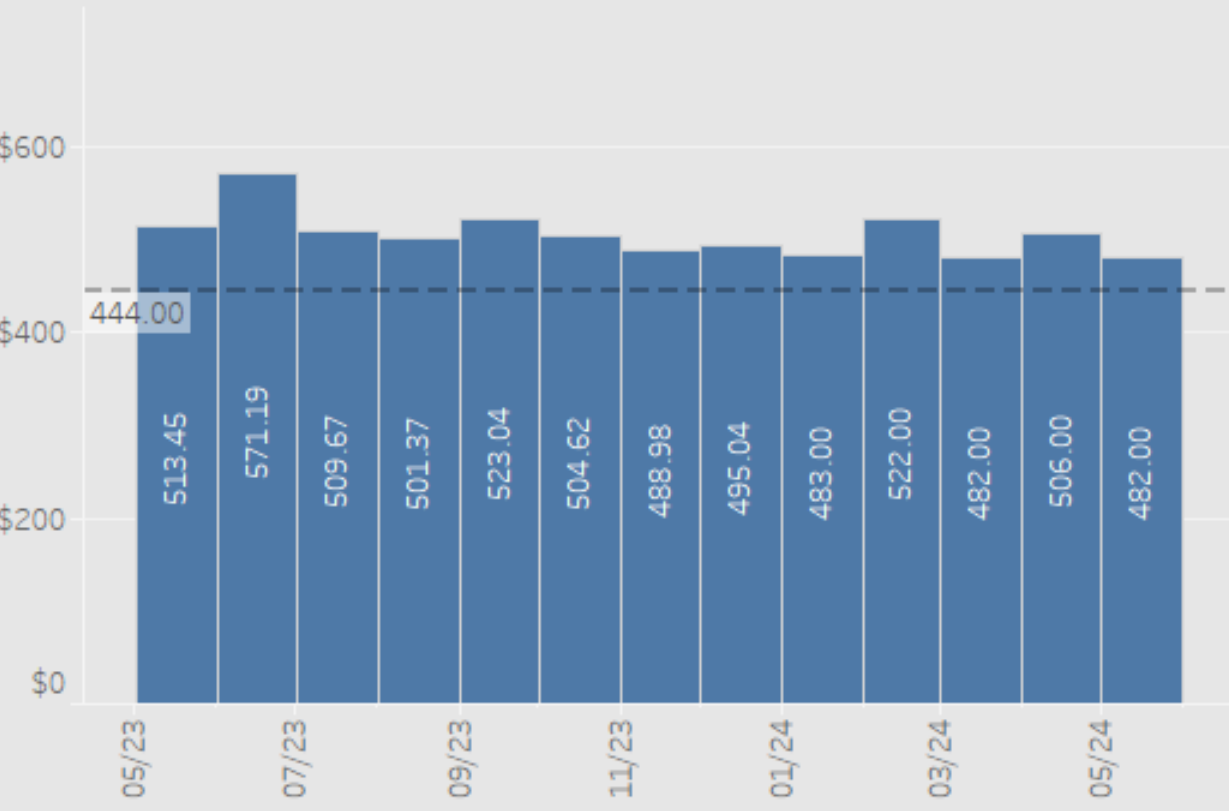


Operating expense variance of \$421K is due to unbudgeted contract labor, which continues to decrease as contract labor is phased out. Labor cost as a % of revenue is 22.4%, exceeding the target of 20% but down from 23.4% in March and 23.2% in April.

Percentage of Labor Cost



Cost per Transport



Supply and Repair per Transport

