

MEMORANDUM

Date: February 27, 2013

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – January 2013**

Attached you will find financial statements for January 2013. The financial statements are presented on a combined basis and for each division. Also included are *Key Financial Indicators, Transports and Requests for Service, Cash Rollforward, and Capital Expenditures Variance*. Please note that the financial statements are unaudited.

Highlights

On a year-to-date basis, the Eastern Division had a net loss of \$1,585 thousand compared to a budgeted loss of \$488 thousand, and the Western Division had a net loss of \$4,202 thousand compared to a budgeted net loss of \$5,343 thousand.

There is no net interdivisional payable/receivable as of 1/31/13.

Combined Balance Sheets

Following is a discussion of significant assets and liabilities at January 31, 2013, and how the balances have changed from the prior year.

Other Miscellaneous Receivables

The East balance represents the amount owed from the utility fund based on ordinance criteria and also amounts owed by granting agencies.

Due to Contractor

The due to contractor balance represents our liability to Paramedics Plus for January and December services. This balance usually includes two months of contractor billings.

Deferred Revenue

The deferred revenue balance consists of TotalCare revenue that has not yet been amortized and the contractor's gain sharing amount that has not been credited against the expense account.

Income Statements

Following is a discussion of operating revenues and expenses that vary significantly from budget.

Patient Service Revenue

Eastern division gross revenue exceeds budget by \$1,429 thousand (2.8%) and Western exceeds budget by \$2,720 thousand (4.9%).

Gross patient service revenue variances are partly attributable to differences between actual and budgeted transports for fiscal 2013. The Eastern Division had 1,147 more emergency transports than budgeted (3.4%); non-emergency transports were 73 less than budget (1.3%). The Western Division emergency transports were more than budget by 1,169 (2.8%) and non-emergencies were 1,158 more than budget (115%).

The financial statements are being significantly impacted by the difference between the unit hour cost sharing percentages that were budgeted and those realized to date. YTD the East percentage is 2.6% higher and the West 2.6% lower than budget. The YTD impact on contractor costs is approximately \$765,000 and \$100,000 on other allocated costs. It is expected that the rates will trend closer to the budget as the year progresses.

The year-to-date collection rate is 52% for the Eastern Division compared to a budget of 48% and an actual for fiscal 2012 of 60%. The year-to-date collection rate is 50% for the Western Division compared to a budget of 46% and an actual for fiscal 2011 of 56%.

cc: Stephen Williamson – EMSA
Angela Lehman - EMSA
Mike Albright – EMSA

Drew Rees – Tulsa City Council
Steve Wagner – City of Tulsa
Doug Dowler – City of Oklahoma City

EMSA
EMSA Combined
For the Seven Months Ending January 31, 2013

	Month of January			For the 7 Months Ended January		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$15,335,900.00	\$13,998,002.67	9.56%	\$101,018,700.00	\$97,572,866.69	3.53%
Non-emergency base rate	456,939.36	323,058.58	41.44%	2,936,567.70	2,261,410.06	29.86%
Mileage	735,570.00	655,260.00	12.26%	4,798,755.00	4,566,640.00	5.08%
Special events	21,377.50	17,208.34	24.23%	136,027.50	120,458.38	12.92%
Subscription membership	23,314.62	22,083.34	5.58%	134,781.86	154,583.38	-12.81%
Other revenue	(20,065.86)	400,000.00	-105.02%	2,600,579.00	2,800,000.00	-7.12%
	<u>16,553,035.62</u>	<u>15,415,612.93</u>	<u>7.38%</u>	<u>111,625,411.06</u>	<u>107,475,958.51</u>	<u>3.86%</u>
Deductions from revenue:						
Contractual allowances and bad debts	11,749,600.23	10,683,333.33	-9.98%	78,577,115.70	74,783,333.31	-5.07%
Collection fees and expenses	66,620.25	66,666.66	0.07%	468,864.53	466,666.62	-0.47%
	<u>11,816,220.48</u>	<u>10,749,999.99</u>	<u>-9.92%</u>	<u>79,045,980.23</u>	<u>75,249,999.93</u>	<u>-5.04%</u>
Net patient service revenue	<u>4,736,815.14</u>	<u>4,665,612.94</u>	<u>1.53%</u>	<u>32,579,430.83</u>	<u>32,225,958.58</u>	<u>1.10%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	4,638,665.84	4,134,005.25	-12.21%	29,753,032.21	28,938,036.75	-2.82%
Employee compensation & benefits	264,914.09	271,689.00	2.49%	1,951,870.73	1,901,823.00	-2.63%
Medical supplies	164,819.21	133,275.00	-23.67%	872,274.54	932,925.00	6.50%
Building rent, utilities and maintenance	63,950.89	72,325.00	11.58%	483,666.75	506,275.00	4.47%
Equipment maintenance	78,608.71	111,416.66	29.45%	719,727.94	779,916.62	7.72%
TotalCare campaign	3,090.27	3,583.33	13.76%	18,157.97	25,083.31	27.61%
Quality assurance fees	63,274.08	63,266.67	-0.01%	442,918.56	442,866.69	-0.01%
Telephone	86,771.55	65,000.00	-33.49%	529,839.67	455,000.00	-16.45%
Professional services	34,973.91	38,108.34	8.23%	233,518.38	266,758.38	12.46%
Miscellaneous supplies	75,696.42	28,950.01	-161.47%	232,165.08	202,650.07	-14.56%
Postage and courier service	10,431.67	6,183.32	-68.71%	49,328.60	43,283.24	-13.97%
Equipment lease	9,271.39	5,583.33	-66.05%	66,298.27	39,083.31	-69.63%
Other fees and expenses	50,666.02	99,874.99	49.27%	288,424.85	699,124.93	58.74%
Community relations	30,804.68	36,499.99	15.60%	226,005.24	255,499.93	11.54%
Office supplies	3,108.19	4,333.33	28.27%	24,040.76	30,333.31	20.74%
Insurance	11,732.88	11,874.99	1.20%	79,854.64	83,124.93	3.93%
Travel, meals, and training	5,901.35	7,166.68	17.66%	27,283.30	50,166.76	45.61%
	<u>5,596,681.15</u>	<u>5,093,135.89</u>	<u>-9.89%</u>	<u>35,998,407.49</u>	<u>35,651,951.23</u>	<u>-0.97%</u>
Operating inc. (loss) before depr.	<u>(859,866.01)</u>	<u>(427,522.95)</u>	<u>-101.13%</u>	<u>(3,418,976.66)</u>	<u>(3,425,992.65)</u>	<u>0.20%</u>
Depreciation	<u>336,416.66</u>	<u>336,416.67</u>	<u>0.00%</u>	<u>2,354,916.62</u>	<u>2,354,916.69</u>	<u>0.00%</u>
Operating income (loss)	<u>(1,196,282.67)</u>	<u>(763,939.62)</u>	<u>-56.59%</u>	<u>(5,773,893.28)</u>	<u>(5,780,909.34)</u>	<u>0.12%</u>
Nonoperating expense:						
Interest expense	<u>2,412.36</u>	<u>8,333.34</u>	<u>71.05%</u>	<u>18,869.56</u>	<u>58,333.38</u>	<u>67.65%</u>

EMSA
EMSA Combined
For the Seven Months Ending January 31, 2013

	Month of January			For the 7 Months Ended January		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,412.36</u>	<u>\$8,333.34</u>	<u>71.05%</u>	<u>\$18,869.56</u>	<u>\$58,333.38</u>	<u>67.65%</u>
Nonoperating income - interest income	<u>398.16</u>	<u>1,166.67</u>	<u>-65.87%</u>	<u>4,996.28</u>	<u>8,166.69</u>	<u>-38.82%</u>
Net income (loss)	<u><u>(1,198,296.87)</u></u>	<u><u>(771,106.29)</u></u>	<u><u>-55.40%</u></u>	<u><u>(5,787,766.56)</u></u>	<u><u>(5,831,076.03)</u></u>	<u><u>0.74%</u></u>

EMSA
EMSA Eastern Division
For the Seven Months Ending January 31, 2013

	Month of January			For the 7 Months Ended January		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$6,845,800.00	\$6,403,836.00	6.90%	\$45,939,900.00	\$44,413,700.00	3.44%
Non-emergency base rate	300,510.00	267,375.08	12.39%	1,935,191.12	1,871,625.56	3.40%
Mileage	326,106.00	312,774.00	4.26%	2,197,728.00	2,169,238.00	1.31%
Special events	13,777.50	7,791.67	76.82%	61,242.50	54,541.69	12.29%
Subscription membership	7,568.53	6,666.67	13.53%	49,945.30	46,666.69	7.03%
Other revenue	(6,580.17)	400,000.00	-101.65%	2,601,363.15	2,800,000.00	-7.09%
	<u>7,487,181.86</u>	<u>7,398,443.42</u>	<u>1.20%</u>	<u>52,785,370.07</u>	<u>51,355,771.94</u>	<u>2.78%</u>
Deductions from revenue:						
Contractual allowances and bad debts	5,393,579.70	4,883,333.33	-10.45%	36,031,140.43	34,183,333.31	-5.41%
Collection fees and expenses	23,659.59	33,333.33	29.02%	211,914.24	233,333.31	9.18%
	<u>5,417,239.29</u>	<u>4,916,666.66</u>	<u>-10.18%</u>	<u>36,243,054.67</u>	<u>34,416,666.62</u>	<u>-5.31%</u>
Net patient service revenue	<u>2,069,942.57</u>	<u>2,481,776.76</u>	<u>-16.59%</u>	<u>16,542,315.40</u>	<u>16,939,105.32</u>	<u>-2.34%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	2,062,505.42	1,812,838.58	-13.77%	13,775,617.05	12,689,870.06	-8.56%
Employee compensation & benefits	126,276.78	124,976.92	-1.04%	962,026.16	874,838.44	-9.97%
Medical supplies	112,578.61	81,191.67	-38.66%	511,913.54	568,341.69	9.93%
Building rent, utilities and maintenance	17,562.01	22,200.00	20.89%	143,711.12	155,400.00	7.52%
Equipment maintenance	38,456.44	51,833.33	25.81%	358,612.46	362,833.31	1.16%
TotalCare campaign	1,724.20	1,500.00	-14.95%	11,099.72	10,500.00	-5.71%
Quality assurance fees	30,350.00	30,350.00	0.00%	212,450.00	212,450.00	0.00%
Telephone	39,997.95	28,500.00	-40.34%	266,172.46	199,500.00	-33.42%
Professional services	16,511.42	19,916.67	17.10%	114,747.15	139,416.69	17.69%
Miscellaneous supplies	44,728.67	13,400.01	-233.80%	126,848.62	93,800.07	-35.23%
Postage and courier service	4,905.26	2,866.66	-71.11%	24,390.14	20,066.62	-21.55%
Equipment lease	2,629.58	1,416.66	-85.62%	16,293.56	9,916.62	-64.31%
Other fees and expenses	14,870.61	71,766.66	79.28%	93,499.93	502,366.62	81.39%
Community relations	18,640.05	30,666.66	39.22%	186,973.82	214,666.62	12.90%
Office supplies	1,473.16	1,958.33	24.77%	11,788.10	13,708.31	14.01%
Insurance	6,745.50	6,341.66	-6.37%	45,744.62	44,391.62	-3.05%
Travel, meals, and training	2,702.79	3,333.33	18.92%	13,006.98	23,333.31	44.26%
	<u>2,542,658.45</u>	<u>2,305,057.14</u>	<u>-10.31%</u>	<u>16,874,895.43</u>	<u>16,135,399.98</u>	<u>-4.58%</u>
Operating inc. (loss) before depr.	(472,715.88)	176,719.62	-367.49%	(332,580.03)	803,705.34	-141.38%
Depreciation	<u>179,500.00</u>	<u>179,500.00</u>	<u>0.00%</u>	<u>1,256,500.00</u>	<u>1,256,500.00</u>	<u>0.00%</u>
Operating income (loss)	<u>(652,215.88)</u>	<u>(2,780.38)</u>	<u>-23357.80%</u>	<u>(1,589,080.03)</u>	<u>(452,794.66)</u>	<u>-250.95%</u>
Nonoperating expense:						
Interest expense		<u>6,166.67</u>	<u>100.00%</u>		<u>43,166.69</u>	<u>100.00%</u>

EMSA
EMSA Eastern Division
For the Seven Months Ending January 31, 2013

	Month of January			For the 7 Months Ended January		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense		\$6,166.67	100.00%		\$43,166.69	100.00%
Nonoperating income - interest income	235.71	1,166.67	-79.80%	3,590.87	8,166.69	-56.03%
Net income (loss)	<u>(651,980.17)</u>	<u>(7,780.38)</u>	<u>-8279.80%</u>	<u>(1,585,489.16)</u>	<u>(487,794.66)</u>	<u>-225.03%</u>

EMSA Western
EMSA Western Division
For the Seven Months Ending January 31, 2013

	Month of January			For the 7 Months Ended January		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$8,490,100.00	\$7,594,166.67	11.80%	\$55,078,800.00	\$53,159,166.69	3.61%
Non-emergency base rate	156,429.36	55,683.50	180.93%	1,001,376.58	389,784.50	156.91%
Mileage	409,464.00	342,486.00	19.56%	2,601,027.00	2,397,402.00	8.49%
Special events	7,600.00	9,416.67	-19.29%	74,785.00	65,916.69	13.45%
Subscription membership	15,746.09	15,416.67	2.14%	84,836.56	107,916.69	-21.39%
Other revenue	(13,485.69)		0.00%	(784.15)		0.00%
	<u>9,065,853.76</u>	<u>8,017,169.51</u>	<u>13.08%</u>	<u>58,840,040.99</u>	<u>56,120,186.57</u>	<u>4.85%</u>
Deductions from revenue:						
Contractual allowances and bad debts	6,356,020.53	5,800,000.00	-9.59%	42,545,975.27	40,600,000.00	-4.79%
Collection fees and expenses	42,960.66	33,333.33	-28.88%	256,950.29	233,333.31	-10.12%
	<u>6,398,981.19</u>	<u>5,833,333.33</u>	<u>-9.70%</u>	<u>42,802,925.56</u>	<u>40,833,333.31</u>	<u>-4.82%</u>
Net patient service revenue	<u>2,666,872.57</u>	<u>2,183,836.18</u>	<u>22.12%</u>	<u>16,037,115.43</u>	<u>15,286,853.26</u>	<u>4.91%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	2,576,160.42	2,321,166.67	-10.99%	15,977,415.16	16,248,166.69	1.67%
Employee compensation & benefits	138,637.31	146,712.08	5.50%	989,844.57	1,026,984.56	3.62%
Medical supplies	52,240.60	52,083.33	-0.30%	360,361.00	364,583.31	1.16%
Building rent, utilities and maintenance	46,388.88	50,125.00	7.45%	339,955.63	350,875.00	3.11%
Equipment maintenance	40,152.27	59,583.33	32.61%	361,115.48	417,083.31	13.42%
TotalCare campaign	1,366.07	2,083.33	34.43%	7,058.25	14,583.31	51.60%
Quality assurance fees	32,924.08	32,916.67	-0.02%	230,468.56	230,416.69	-0.02%
Telephone	46,773.60	36,500.00	-28.15%	263,667.21	255,500.00	-3.20%
Professional services	18,462.49	18,191.67	-1.49%	118,771.23	127,341.69	6.73%
Miscellaneous supplies	30,967.75	15,550.00	-99.15%	105,316.46	108,850.00	3.25%
Postage and courier service	5,526.41	3,316.66	-66.63%	24,938.46	23,216.62	-7.42%
Equipment lease	6,641.81	4,166.67	-59.40%	50,004.71	29,166.69	-71.44%
Other fees and expenses	35,795.41	28,108.33	-27.35%	194,924.92	196,758.31	0.93%
Community relations	12,164.63	5,833.33	-108.54%	39,031.42	40,833.31	4.41%
Office supplies	1,635.03	2,375.00	31.16%	12,252.66	16,625.00	26.30%
Insurance	4,987.38	5,533.33	9.87%	34,110.02	38,733.31	11.94%
Travel, meals, and training	3,198.56	3,833.35	16.56%	14,276.32	26,833.45	46.80%
	<u>3,054,022.70</u>	<u>2,788,078.75</u>	<u>-9.54%</u>	<u>19,123,512.06</u>	<u>19,516,551.25</u>	<u>2.01%</u>
Operating inc. (loss) before depr.	(387,150.13)	(604,242.57)	35.93%	(3,086,396.63)	(4,229,697.99)	27.03%
Depreciation	<u>156,916.66</u>	<u>156,916.67</u>	<u>0.00%</u>	<u>1,098,416.62</u>	<u>1,098,416.69</u>	<u>0.00%</u>
Operating income (loss)	<u>(544,066.79)</u>	<u>(761,159.24)</u>	<u>28.52%</u>	<u>(4,184,813.25)</u>	<u>(5,328,114.68)</u>	<u>21.46%</u>
Nonoperating expense:						
Interest expense	<u>2,412.36</u>	<u>2,166.67</u>	<u>-11.34%</u>	<u>18,869.56</u>	<u>15,166.69</u>	<u>-24.41%</u>

EMSA Western
EMSA Western Division
For the Seven Months Ending January 31, 2013

	Month of January			For the 7 Months Ended January		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,412.36</u>	<u>\$2,166.67</u>	<u>-11.34%</u>	<u>\$18,869.56</u>	<u>\$15,166.69</u>	<u>-24.41%</u>
Nonoperating income - interest income	<u>162.45</u>		<u>0.00%</u>	<u>1,405.41</u>		<u>0.00%</u>
Net income (loss)	<u><u>(546,316.70)</u></u>	<u><u>(763,325.91)</u></u>	<u><u>28.43%</u></u>	<u><u>(4,202,277.40)</u></u>	<u><u>(5,343,281.37)</u></u>	<u><u>21.35%</u></u>

EMSA
EMSA Combined
For the Seven Months Ending January 31, 2013

	2013	2012
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	\$362,175.26	\$320,057.73
Petty cash	1,200.00	1,200.00
Invested cash	3,966,572.78	4,884,253.86
	4,329,948.04	5,205,511.59
Patient accounts receivable:		
Patient accounts receivable	26,178,997.26	21,590,836.97
Receivables in collection	32,700,999.68	27,675,999.68
	58,879,996.94	49,266,836.65
Less allowance for contractual allowances and bad debts	44,312,291.00	35,471,291.00
Net patient accounts receivable	14,567,705.94	13,795,545.65
Other receivables:		
Due from contractor	1,065,582.38	200,329.31
Due from collection agency	48,769.27	(66,176.90)
Other miscellaneous receivables	753,665.09	1,517,559.39
	1,868,016.74	1,651,711.80
Other current assets:		
Prepaid assets	544,484.09	441,563.21
Other, principally funds held by trustee	(59,214.56)	5,873.42
	485,269.53	447,436.63
Total current assets	21,250,940.25	21,100,205.67
Property and equipment:		
Communication equipment	5,789,890.81	5,601,647.42
Buildings and leasehold improvements	3,649,488.81	3,433,230.62
Ambulances	9,973,369.24	6,930,446.53
Data processing equipment	6,585,439.91	7,091,601.65
On-board equipment	5,280,737.72	5,189,593.04
Office furniture and equipment	1,203,417.85	1,029,128.51
Miscellaneous other equipment	1,103,008.09	1,096,255.48
Land	64,200.00	64,200.00
Transportation equipment	361,737.24	385,027.24
Prepaid assets	976,354.88	4,127,275.36
Capital Lease	739,910.29	739,910.29
	35,727,554.84	35,688,316.14
Less accumulated depreciation	22,894,052.25	20,037,884.11
Net property and equipment	12,833,502.59	15,650,432.03
Other assets	12,960.00	12,960.00
Total assets	34,097,402.84	36,763,597.70

EMSA
EMSA Combined
For the Seven Months Ending January 31, 2013

	2013	2012
Liabilities and Division Capital		
Current liabilities:		
Accounts payable and accrued liabilities	\$767,049.39	\$374,797.64
Due to contractor	9,665,525.65	8,295,738.19
Due to Quality Assurance Fund	193,999.52	63,201.79
Accrued retirement	153,662.85	150,743.66
Accrued salaries and wages	241,710.50	220,271.37
Current installments of long-term debt	480,000.00	620,000.00
Accrued interest payable	27.20	15.61
Deferred revenue	1,529,983.41	2,414,075.24
Total current liabilities	13,031,958.52	12,138,843.50
Other liabilities	21,752.22	21,752.22
Total liabilities	13,053,710.74	12,160,595.72
Division capital:		
Contributed capital	57,590,144.30	48,627,657.85
Retained earnings (deficit)	(30,758,685.64)	(19,978,190.64)
Current year earnings (loss)	(5,787,766.56)	(4,046,465.23)
Total division capital	21,043,692.10	24,603,001.98
Total liabilities & division capital	34,097,402.84	36,763,597.70

EMSA
EMSA Eastern Division
For the Seven Months Ending January 31, 2013

	2013	2012
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$97,417.63)	(\$732,147.39)
Petty cash	600.00	600.00
Invested cash	2,732,283.32	4,883,491.14
	2,635,465.69	4,151,943.75
Patient accounts receivable:		
Patient accounts receivable	11,746,231.00	9,750,823.28
Receivables in collection	14,471,999.82	11,818,999.82
	26,218,230.82	21,569,823.10
Less allowance for contractual allowances and bad debts	19,964,710.00	16,067,710.00
Net patient accounts receivable	6,253,520.82	5,502,113.10
Other receivables:		
Due from contractor	1,065,582.38	200,329.31
Due from collection agency	19,452.84	(37,004.46)
Other miscellaneous receivables	719,332.74	1,517,498.38
	1,804,367.96	1,680,823.23
Other current assets:		
Prepaid assets	281,065.90	208,220.29
Other, principally funds held by trustee	(160,227.69)	763.77
	120,838.21	208,984.06
Total current assets	10,814,192.68	11,543,864.14
Property and equipment:		
Communication equipment	2,953,658.64	2,865,692.53
Buildings and leasehold improvements	3,175,960.00	2,959,701.81
Ambulances	5,443,669.86	3,958,396.00
Data processing equipment	3,460,784.94	3,715,274.18
On-board equipment	2,670,234.36	2,498,518.77
Office furniture and equipment	569,064.65	406,696.43
Miscellaneous other equipment	571,621.50	565,304.89
Land	64,200.00	64,200.00
Transportation equipment	284,814.80	308,104.80
Prepaid assets	336,961.34	2,300,887.59
Capital Lease	338,087.66	338,087.66
	19,869,057.75	19,980,864.66
Less accumulated depreciation	12,631,876.42	11,202,132.58
Net property and equipment	7,237,181.33	8,778,732.08
Other assets		
	10,698.65	10,698.65
Total assets	18,062,072.66	20,333,294.87

EMSA
EMSA Eastern Division
For the Seven Months Ending January 31, 2013

	2013	2012
Liabilities and Division Capital		
Current liabilities:		
Accounts payable and accrued liabilities	\$831,597.39	(\$445,081.89)
Due to contractor	4,314,421.19	3,664,509.60
Due to Quality Assurance Fund	193,999.52	63,201.79
Accrued retirement	82,557.65	78,803.10
Accrued salaries and wages	113,737.88	105,894.38
Accrued interest payable	27.20	15.61
Deferred revenue	512,652.85	884,966.70
Total current liabilities	6,048,993.68	4,352,309.29
Other liabilities	21,752.22	21,752.22
Total liabilities	6,070,745.90	4,374,061.51
Division capital:		
Contributed capital	5,653,542.11	5,160,418.96
Retained earnings (deficit)	7,923,273.81	10,686,896.90
Current year earnings (loss)	(1,585,489.16)	111,917.50
Total division capital	11,991,326.76	15,959,233.36
Total liabilities & division capital	18,062,072.66	20,333,294.87

EMSA Western
EMSA Western Division
For the Seven Months Ending January 31, 2013

	2013	2012
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	\$459,592.89	\$1,052,205.12
Petty cash	600.00	600.00
Invested cash	1,234,289.46	762.72
	1,694,482.35	1,053,567.84
Patient accounts receivable:		
Patient accounts receivable	14,432,766.26	11,840,013.69
Receivables in collection	18,228,999.86	15,856,999.86
	32,661,766.12	27,697,013.55
Less allowance for contractual allowances and bad debts	24,347,581.00	19,403,581.00
Net patient accounts receivable	8,314,185.12	8,293,432.55
Other receivables:		
Due from collection agency	29,316.43	(29,172.44)
Other miscellaneous receivables	34,332.35	61.01
	63,648.78	(29,111.43)
Other current assets:		
Prepaid assets	263,418.19	233,342.92
Other, principally funds held by trustee	101,013.13	5,109.65
	364,431.32	238,452.57
Total current assets	10,436,747.57	9,556,341.53
Property and equipment:		
Communication equipment	2,836,232.17	2,735,954.89
Buildings and leasehold improvements	473,528.81	473,528.81
Ambulances	4,529,699.38	2,972,050.53
Data processing equipment	3,124,654.97	3,376,327.47
On-board equipment	2,610,503.36	2,691,074.27
Office furniture and equipment	634,353.20	622,432.08
Miscellaneous other equipment	531,386.59	530,950.59
Transportation equipment	76,922.44	76,922.44
Prepaid assets	639,393.54	1,826,387.77
Capital Lease	401,822.63	401,822.63
	15,858,497.09	15,707,451.48
Less accumulated depreciation	10,262,175.83	8,835,751.53
Net property and equipment	5,596,321.26	6,871,699.95
Other assets	2,261.35	2,261.35
Total assets	16,035,330.18	16,430,302.83

EMSA Western
EMSA Western Division
For the Seven Months Ending January 31, 2013

	2013	2012
Liabilities and Division Capital		
Current liabilities:		
Accounts payable and accrued liabilities	(\$64,548.00)	\$819,879.53
Due to contractor	5,351,104.46	4,631,228.59
Accrued retirement	71,105.20	71,940.56
Accrued salaries and wages	127,972.62	114,376.99
Current installments of long-term debt	480,000.00	620,000.00
Deferred revenue	<u>1,017,330.56</u>	<u>1,529,108.54</u>
Total current liabilities	6,982,964.84	7,786,534.21
	<u>6,982,964.84</u>	<u>7,786,534.21</u>
Division capital:		
Contributed capital	51,936,602.19	43,467,238.89
Retained earnings (deficit)	(38,681,959.45)	(30,665,087.54)
Current year earnings (loss)	<u>(4,202,277.40)</u>	<u>(4,158,382.73)</u>
Total division capital	<u>9,052,365.34</u>	<u>8,643,768.62</u>
	<u>9,052,365.34</u>	<u>8,643,768.62</u>
Total liabilities & division capital	<u><u>16,035,330.18</u></u>	<u><u>16,430,302.83</u></u>

EMSA
Cash Rollforward
Year Ending June 30, 2013

	Eastern Division Actual	Eastern Division Budget	Eastern Division Variance	Western Division Actual	Western Division Budget	Western Division Variance	Combined Actual	Combined Budget	Combined Variance
Balance at June 30, 2010	\$ 2,437,276	\$ 2,437,276	-	502,031	502,031	-	2,939,307	2,939,307	-
Net revenue collected	13,471,000	14,123,947	(652,947)	14,983,000	15,289,125	(306,125)	28,454,000	29,413,072	(959,072)
Utility bill receipts	3,257,000	2,219,000	1,038,000				3,257,000	2,219,000	1,038,000
TotalCare proceeds	18,630	-	18,630	165,842	185,000	(19,158)	184,472	185,000	(528)
Payment to contractor	(12,884,341)	(12,814,000)	(70,341)	(15,220,660)	(16,407,150)	1,186,490	(28,105,001)	(29,221,150)	1,116,149
Operating expenses/changes in WC	(3,741,754)	(3,479,464)	(262,290)	(3,270,976)	(3,300,397)	29,421	(7,012,730)	(6,779,861)	(232,869)
Capital expenditures	(336,960)	(514,500)	177,540	(555,516)	(763,581)	208,065	(892,476)	(1,278,081)	385,605
Net debt proceeds/(reduction)		(55,517)	55,517	(140,000)	(140,000)	-	(140,000)	(195,517)	55,517
Interest/other income	2,947	8,169	(5,222)	616		616	3,563	(131,831)	135,394
Other	347,120 (2)	406,000	(58,880)	5,294,693 (1)	5,294,693	-	5,641,813	5,700,693	(58,880)
Balance at January 31, 2013	<u>2,570,918</u>	<u>2,330,911</u>	<u>240,007</u>	<u>1,759,030</u>	<u>659,721</u>	<u>1,099,309</u>	<u>4,329,948</u>	<u>2,850,632</u>	<u>1,479,316</u>

(1) 28,070 - '12 Other Western Subsidy
505,212 - '13 Edmond Subsidy
562,059 - '13 Other Western Subsidy
4,199,352- '13 Oklahoma City Subsidy
5,294,693

(2) 347,120 - '12 Other Eastern Subsidy

West - Cash	1,694,482
A/P	64,548
Net	<u><u>1,759,030</u></u>

NOTE: The cash balance is net of the intercompany receivable/payable which results from consolidating the accounts payable function.

EMSA
Statement of Cash Flows
Seven Months Ended 1/31/13

Eastern Division

Net Income (loss)		(1,585,489)
Add: Depreciation	1,256,500	
Increase in allowance for doubtful accounts	4,150,000	
Increase in deferred revenue	442,085	<u>5,848,585</u>
Changes in working capital:		
Increase in patient receivables	(4,490,547)	
Decrease in other receivables	231,771	
Decrease in other assets	79,141	
Increase in accounts payable	579,670	
Decrease in accrued liabilities	(43,597)	<u>(3,643,562)</u>
Net Property Additions:		(336,962)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		332,883
Change in cash and cash equivalents:		<u>615,455</u>
Cash balance @6/30/12		2,020,011
Cash balance @1/31/13		2,635,466
Change in cash		<u>615,455</u>

EMSA
Statement of Cash Flows
Seven Months Ended 1/31/13

Western Division

Net income (loss)		(4,202,277)
Add: Depreciation	1,098,417	
Increase in allowance for doubtful accounts	4,650,000	
Increase in deferred revenue	651,331	6,399,748
Changes in working capital:		
Increase in patient receivables	(5,762,633)	
Increase in other receivables	(62,010)	
Increase in other assets	(248,146)	
Increase in accounts payable	195,476	
Decrease in accrued liabilities	(45,401)	(5,922,714)
Net Property (Additions)/Dispositions		(647,730)
Debt Service/Loan proceeds		(140,000)
Contributed Capital		5,288,160
Change in cash and cash equivalents:		775,187
Cash balance @6/30/12		919,295
Cash balance @1/31/13		1,694,482
Change in cash		775,187

**EMSA Eastern Division
Capital Expenditures Variance
Year Ending June 30, 2013**

Through January

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
<i>2013 Ambulances (one)</i>			
New units	148,000		148,000
Support vehicle	35,000		35,000
Miscellaneous	100,000	50,726	49,274
On board equipment:			
Lifepack 15's	35,000		35,000
First responder equipment	100,000		100,000
Equipment for new units	64,000	34,332	29,668
Ventilators	110,000	71,355	38,645
Miscellaneous	29,000	11,271	17,729
CAD and radio equipment:			
Base station upgrade	50,000		50,000
Saber III portables	20,000		20,000
Equipment for new units	19,000		19,000
Building expenses:			
Office furniture	10,000	2,593	7,407
Security equipment	15,000		15,000
Building expansion	2,500,000		2,500,000
Parking lot repair		41,547	(41,547)
Replacement of office machines		48,360	(48,360)
Miscellaneous	39,000	6,457	32,543
Computer equipment:			
Server upgrade (network)	35,000	35,560	(560)
Accounting server upgrade	8,000		8,000
Web site development	15,000	2,327	12,673
Purchasing/AP upgrade		10,677	(10,677)
Miscellaneous	50,000	21,755	28,245
TOTAL	3,382,000	336,960	3,045,040

**EMSA Western Division
Capital Expenditures Variance
Year Ending June 30, 2013**

Through January

Description	Budget	Actual OKC	Actual EMSA	Under (Over) Budget
Ambulances				
<i>2013 Ambulances (one)</i>				
New units	148,000			148,000
Miscellaneous	100,000		38,091	61,909
On board equipment:				
Equipment for new units	64,000			64,000
Ventilators	275,000	325,064		(50,064)
Miscellaneous	36,000			36,000
CAD and radio equipment:				
Equipment for new units	15,000			15,000
Base station upgrade	40,000			40,000
Clinical computer pads	300,000			300,000
Radio infrastructure (NG911)	163,000		81,336	81,664
				-
Building expenses:				
Leasehold improvements	30,000			30,000
Generator fuel tank @ Walker			14,808	(14,808)
Replacement of office machines			29,198	(29,198)
Miscellaneous	43,000		18,850	24,150
Computer equipment:				
Web site development	15,000		1,395	13,605
Server upgrade	30,000		15,489	14,511
Purchasing/AP upgrade			10,763	(10,763)
Miscellaneous	50,000		20,522	29,478
TOTAL	1,309,000	325,064	230,452	753,484

EMSA
 Key Financial Indicators
 Fiscal Year Ending June 30, 2013

Eastern Division

	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Oct-12</u>	<u>Nov-12</u>	<u>Dec-12</u>	<u>Jan-13</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>										
Emergency	5,216	5,199	4,951	4,917	4,737	5,034	5,258	35,312	33,189	34,165
Non-emergency	798	803	702	779	757	728	838	5,405	6,025	5,478
Total	6,014	6,002	5,653	5,696	5,494	5,762	6,096	40,717	39,214	39,643
Unit hours	15,619	15,557	14,700	15,182	14,720	14,754	14,653	105,185	97,680	
% of total system hours	50.1%	49.4%	49.8%	49.0%	48.1%	47.1%	46.8%	48.9%	46.1%	46.0%
<i>Gross revenue by payor:</i>										
Medicare	41%	41%	40%	41%	43%	43%	46%	42%	43%	
Medicaid	19%	18%	19%	20%	19%	19%	17%	19%	17%	
Private insurance	13%	12%	12%	13%	12%	12%	11%	12%	15%	
Uninsured and other	27%	29%	29%	26%	26%	26%	25%	27%	25%	
	100%	100%	100%	100%	100%	100%	99%	100%	100%	
<i>Collection rate</i>	46.3%	59.2%	46.8%	66.5%	46.1%	51.7%	53.0%	52.5%	60.0%	48.0%
<i>Net income (loss)</i>	\$ 267,914	\$ 296,863	\$ (697,025)	\$ (643,376)	\$ (569,759)	\$ 411,875	\$ (651,980)	\$(1,585,488)	\$ 111,918	\$ (487,795)
<i>Days in A/R</i>	71.4	76.5	86.4	84.0	79.7	88.5	85.5	N/A	81.2	
<i>Past due A/R</i>	\$ 2,088,000	\$ 2,554,000	\$ 2,737,000	\$ 2,585,000	\$ 2,703,000	\$ 2,993,000	\$ 3,606,000	N/A	\$ 2,495,000	
<i>Current ratio</i>	2.29	2.08	2.08	2.07	1.88	1.95	1.79	N/A	2.65	

EMSA
Key Financial Indicators
Fiscal Year Ending June 30, 2013

Western Division

	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Oct-12</u>	<u>Nov-12</u>	<u>Dec-12</u>	<u>Jan-13</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>										
Emergency	6,058	6,086	5,871	5,976	5,795	6,253	6,424	42,463	40,109	41,294
Non-emergency	263	278	297	302	309	350	359	2,158	1,337	1,000
Total	6,321	6,364	6,168	6,278	6,104	6,603	6,783	44,621	41,446	42,294
Unit hours	18,111	18,126	16,935	17,972	18,017	18,789	18,831	126,781	129,581	
% of total system hours	49.9%	50.6%	50.2%	51.0%	51.9%	52.9%	53.2%	51.4%	53.9%	54.0%
<i>% of gross revenue by payor:</i>										
Medicare	42%	40%	41%	41%	43%	44%	47%	43%	43%	
Medicaid	16%	16%	16%	16%	18%	16%	15%	16%	16%	
Private insurance	13%	15%	15%	14%	14%	13%	13%	14%	15%	
Uninsured and other	29%	29%	28%	29%	25%	27%	25%	27%	26%	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	
<i>Collection rate</i>	45.9%	51.5%	44.7%	55.1%	50.1%	49.3%	51.1%	49.7%	56.1%	46.0%
<i>Net income (loss)</i>	\$ (429,428)	\$ (573,997)	\$ (614,099)	\$ (411,136)	\$ (887,675)	\$ (739,626)	\$ (546,317)	\$ (4,202,278)	\$ (4,158,383)	\$ (5,343,281)
<i>Days in A/R</i>	71.2	77.2	83.8	81.5	85.3	88.4	89.4	N/A	83.9	
<i>Past due A/R</i>	\$ 2,514,000	\$ 3,129,000	\$ 3,251,000	\$ 3,177,000	\$ 3,254,000	\$ 3,676,000	\$ 4,180,000	N/A	\$ 2,820,000	
<i>Current ratio</i>	1.33	1.40	1.42	1.47	1.54	1.47	1.49	N/A	1.23	

EMSA
Expenditures Greater Than \$10,000

<u>Date</u>	<u>Total Amount</u>	<u>Check #</u>	<u>To</u>	<u>Description</u>	<u>Tulsa</u>	<u>OKC</u>	<u>P+</u>	<u>MCB</u>	<u>Tulsa Fire</u>	<u>Grant</u>
1/30/2013	\$42,514	71041	Advanced Systems Group	Net App Storage	\$20,439.42	\$22,075.15				
1/4/2013	\$14,229	70854	att - Multiple Invoices See Below	Multiple Invoices See Below						
				Land Line Phones	\$1,111.79	\$1,155.73				
				Land Line Phones	\$5,217.54	\$5,064.82	\$70.22	\$70.36		
				Land Line Phones		\$1,539.31				
1/30/2013	\$27,105	71048	att - Multiple Invoices See Below	Multiple Invoices See Below						
				Land Line Phones	\$4,381.91	\$4,732.60				
				Land Line Phones	\$1,090.13	\$1,177.39				
				Land Line Phones		\$1,539.31				
				Land Line Phones	\$5,093.16	\$8,950.16	\$70.14	\$78.28		
1/30/2013	\$12,400	71051	Bradshaw Consulting Services, Inc.	Maintenance Renewal 1/17/13-1/17/14	\$5,835.15	\$6,564.85				
1/30/2013	\$18,054	71056	CAD North Inc	Support	\$8,679.69	\$9,374.31				
1/4/2013	\$12,000	70867	Customer Expressions	Complain Management Config	\$5,769.15	\$6,230.85				
1/30/2013	\$31,494	Amex	Hewlett-Packard	Printers	\$7,410.17	\$8,336.83				
1/15/2013	\$396,419	70992	Impact Instumentation Inc	Vents	\$71,355.42	\$325,063.58				
1/4/2013	\$10,861	Amex	Motorola, Inc.	Service 9/1/12-9/30/12	\$5,221.58	\$5,639.47				
1/15/2013	\$10,861	Amex	Motorola, Inc.	Service 12/1/12-12/31/12	\$5,409.18	\$5,451.87				
1/30/2013	\$22,435	71097	Office Of The State Auditor	State Audit 12/1/12-12/31/12	\$10,557.84	\$11,878.12				
1/30/2013	\$78,146	Amex	Physio-Control, Inc.	Multiple Invoices See Below	-	-	-	-	-	-
				Medical Supplies		\$1,253.40				
				Medical Supplies		\$10,058.05				
				Medical Supplies		\$4,240.33				
				Medical Supplies		\$9,827.99				
				Medical Supplies	\$4,580.00					
				Medical Supplies	\$2,808.00					
				Medical Supplies	\$4,580.00					
				Medical Supplies	\$2,953.72					
				Medical Supplies	\$2,953.72					
				Medical Supplies	\$10,840.00					
				Medical Supplies	\$10,280.00					
				Medical Supplies	\$4,095.00					
				Medical Supplies - Tulsa Fire					\$13,239.30	
				Medical Supplies - Tulsa Fire					\$1,016.55	
1/22/2013	\$16,980	71006	Strategic SaaS	Mimecast Archibing 270 users/12mo	\$8,163.35	\$8,816.65				
1/30/2013	\$12,750	71099	Thomas Emergency Medical Solutions	Mobile Medical Drawer - Tulsa Fire					\$12,750.00	
1/4/2013	\$102,624	70901	TriTech	Support 1/1/13-6/30/13	\$49,338.06	\$53,286.47				
1/4/2013	\$12,646	Amex	United Ford	New Engine Unit #40	\$12,646.55					

EMSA
Expenditures Greater Than \$10,000

<u>Date</u>	<u>Total Amount</u>	<u>Check #</u>	<u>To</u>	<u>Description</u>	<u>Tulsa</u>	<u>OKC</u>	<u>P+</u>	<u>MCB</u>	<u>Tulsa Fire</u>	<u>Grant</u>
1/30/2013	\$13,260	Amex	United Ford	New Engine Unit #9	\$13,260.28					
1/2/2013	\$19,127	70840	Verizon Wireless	Wireless Phones	\$4,653.39	\$5,399.68	\$8,834.60	\$240.06		
1/15/2013	\$27,861	71001	Verizon Wireless	Multiple Invoices See Below	-	-	-	-	-	
				Wireless Phones / Pagers / Radios	\$50.28	\$54.32				
				Wireless Phones / Pagers / Radios	\$4,162.87	\$5,752.64	\$6,700.81	\$240.06		
				Wireless Phones / Pagers / Radios	\$5,240.67	\$5,660.07				