

## MEMORANDUM

Date: May 23, 2012

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – April 2012**

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Attached you will find financial statements for April 2012. 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 \$131 thousand compared to a budgeted profit of \$172 thousand, and the Western Division had a net loss of \$6,174 thousand compared to a budgeted net loss of \$6,076 thousand.

There is no net interdivisional payable/receivable as of 4/30/12.

### **Combined Balance Sheets**

Following is a discussion of significant assets and liabilities at April 30, 2012, and how the balances have changed from the prior year.

#### *Other Miscellaneous Receivables*

This balance represents six months of accrued utility bill receipts in the East. There is a three month lag between the time utility bills are sent out to when the receipts are remitted to EMSA. The East has implemented their new ordinance limiting the cash EMSA may retain which caused the February thru April utility receipts to be retained by the city of Tulsa and placed in the “rate stabilization fund” as per ordinance.

#### *Due to Contractor*

The due to contractor balance represents our liability to Paramedics Plus for March and April 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 rebate 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 \$1,339 thousand (2.2%) and Western exceeds budget by \$2,831 thousand (4.3%).

Gross patient service revenue variances are primarily the result of differences between actual and budgeted transports for fiscal 2012. The Eastern Division had 1,256 more emergency transports than budgeted (2.7%); non-emergency transports were 1,084 less than budget (11.5%). The Western Division emergency transports were more than budget by 2,496 (4.5%) and non-emergencies were 605 less than budget (21%).

The year-to-date collection rate is 59% for the Eastern Division compared to a budget of 60% and an actual for fiscal 2011 of 67%. The year-to-date collection rate is 58% for the Western Division compared to a budget of 60% and an actual for fiscal 2011 of 66%.

#### *Professional Services*

Current month legal expenses exceed budget by \$29,000 due to legal costs associated with Johnson et al vs. EMSA et al suit and media related issues.

#### *Community Relations*

Current month costs of public relations services exceed the budget due to recent issues in the media.

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 Ten Months Ending April 30, 2012

	Month of April			For the 10 Months Ended April		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>Patient service revenue:</b>						
Emergency base rate	\$11,860,200.00	\$11,210,833.33	5.79%	\$116,360,200.00	\$112,108,333.30	3.79%
Non-emergency base rate	456,014.00	436,242.00	4.53%	3,980,087.42	4,362,420.00	-8.76%
Mileage	695,871.00	652,516.50	6.64%	6,536,826.00	6,525,165.00	0.18%
Special events	14,231.25	19,041.67	-25.26%	186,283.75	190,416.70	-2.17%
Subscription membership	26,687.19	25,750.00	3.64%	220,578.58	257,500.00	-14.34%
Other revenue	402,845.19	400,500.00	0.59%	4,333,255.80	4,005,000.00	8.20%
	<u>13,455,848.63</u>	<u>12,744,883.50</u>	<u>5.58%</u>	<u>131,617,231.55</u>	<u>127,448,835.00</u>	<u>3.27%</u>
<b>Deductions from revenue:</b>						
Contractual allowances and bad debts	8,774,405.95	8,228,000.00	-6.64%	85,251,196.83	82,280,000.00	-3.61%
Collection fees and expenses	69,298.69	47,916.67	-44.62%	704,216.97	479,166.70	-46.97%
	<u>8,843,704.64</u>	<u>8,275,916.67</u>	<u>-6.86%</u>	<u>85,955,413.80</u>	<u>82,759,166.70</u>	<u>-3.86%</u>
<b>Net patient service revenue</b>	<u>4,612,143.99</u>	<u>4,468,966.83</u>	<u>3.20%</u>	<u>45,661,817.75</u>	<u>44,689,668.30</u>	<u>2.18%</u>
<b>Operating expenses other than depreciation:</b>						
Ambulance contract expense	3,845,193.93	3,792,500.00	-1.39%	38,911,261.84	37,925,000.00	-2.60%
Employee compensation & benefits	260,790.18	257,943.58	-1.10%	2,625,298.75	2,579,435.80	-1.78%
Medical supplies	194,757.14	117,125.00	-66.28%	1,332,864.26	1,171,250.00	-13.80%
Building rent, utilities and maintenance	65,661.81	76,258.33	13.90%	713,938.93	762,583.30	6.38%
Equipment maintenance	154,995.73	106,833.33	-45.08%	1,225,139.10	1,068,333.30	-14.68%
TotalCare campaign	2,938.58	4,916.67	40.23%	28,611.60	49,166.70	41.81%
Quality assurance fees	61,791.67	61,791.67	0.00%	617,916.70	617,916.70	0.00%
Telephone	69,747.31	67,666.67	-3.07%	650,666.53	676,666.70	3.84%
Professional services	47,078.89	17,549.99	-168.26%	310,169.02	175,499.90	-76.73%
Miscellaneous supplies	25,250.21	26,250.00	3.81%	274,279.46	262,500.00	-4.49%
Postage and courier service	6,312.86	7,550.00	16.39%	59,369.02	75,500.00	21.37%
Equipment lease	8,330.19	9,566.68	12.92%	87,874.03	95,666.80	8.15%
Other fees and expenses	92,655.30	110,458.33	16.12%	1,096,206.09	1,104,583.30	0.76%
Community relations	16,591.86	8,699.99	-90.71%	113,165.82	86,999.90	-30.08%
Office supplies	2,963.43	4,291.66	30.95%	33,807.27	42,916.60	21.23%
Insurance	10,997.82	10,751.52	-2.29%	111,547.66	107,515.20	-3.75%
Travel, meals, and training	5,754.70	8,624.99	33.28%	77,074.98	86,249.90	10.64%
	<u>4,871,811.61</u>	<u>4,688,778.41</u>	<u>-3.90%</u>	<u>48,269,191.06</u>	<u>46,887,784.10</u>	<u>-2.95%</u>
<b>Operating inc. (loss) before depr.</b>	<u>(259,667.62)</u>	<u>(219,811.58)</u>	<u>-18.13%</u>	<u>(2,607,373.31)</u>	<u>(2,198,115.80)</u>	<u>-18.62%</u>
<b>Depreciation</b>	<u>367,833.00</u>	<u>367,833.33</u>	<u>0.00%</u>	<u>3,678,330.00</u>	<u>3,678,333.30</u>	<u>0.00%</u>
<b>Operating income (loss)</b>	<u>(627,500.62)</u>	<u>(587,644.91)</u>	<u>-6.78%</u>	<u>(6,285,703.31)</u>	<u>(5,876,449.10)</u>	<u>-6.96%</u>
<b>Nonoperating expense:</b>						
Interest expense	<u>2,936.38</u>	<u>3,166.67</u>	<u>7.27%</u>	<u>32,249.20</u>	<u>31,666.70</u>	<u>-1.84%</u>

EMSA  
EMSA Combined  
For the Ten Months Ending April 30, 2012

	Month of April			For the 10 Months Ended April		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,936.38</u>	<u>\$3,166.67</u>	<u>7.27%</u>	<u>\$32,249.20</u>	<u>\$31,666.70</u>	<u>-1.84%</u>
Nonoperating income - interest income	<u>1,042.69</u>	<u>416.67</u>	<u>150.24%</u>	<u>12,911.77</u>	<u>4,166.70</u>	<u>209.88%</u>
Net income (loss)	<u><u>(629,394.31)</u></u>	<u><u>(590,394.91)</u></u>	<u><u>-6.61%</u></u>	<u><u>(6,305,040.74)</u></u>	<u><u>(5,903,949.10)</u></u>	<u><u>-6.79%</u></u>

EMSA  
EMSA Eastern Division  
For the Ten Months Ending April 30, 2012

	Month of April			For the 10 Months Ended April		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$5,328,400.00	\$5,133,333.33	3.80%	\$52,811,000.00	\$51,333,333.30	2.88%
Non-emergency base rate	263,983.06	324,875.00	-18.74%	2,944,368.36	3,248,750.00	-9.37%
Mileage	306,306.00	319,002.00	-3.98%	3,063,771.00	3,190,020.00	-3.96%
Special events	4,006.25	7,791.67	-48.58%	83,985.00	77,916.70	7.79%
Subscription membership	8,144.48	7,833.33	3.97%	74,191.94	78,333.30	-5.29%
Other revenue	401,805.93	400,000.00	0.45%	4,289,278.24	4,000,000.00	7.23%
	<u>6,312,645.72</u>	<u>6,192,835.33</u>	<u>1.93%</u>	<u>63,266,594.54</u>	<u>61,928,353.30</u>	<u>2.16%</u>
Deductions from revenue:						
Contractual allowances and bad debts	4,168,113.96	3,850,000.00	-8.26%	39,200,409.34	38,500,000.00	-1.82%
Collection fees and expenses	32,534.39	16,666.67	-95.21%	343,396.90	166,666.70	-106.04%
	<u>4,200,648.35</u>	<u>3,866,666.67</u>	<u>-8.64%</u>	<u>39,543,806.24</u>	<u>38,666,666.70</u>	<u>-2.27%</u>
Net patient service revenue	<u>2,111,997.37</u>	<u>2,326,168.66</u>	<u>-9.21%</u>	<u>23,722,788.30</u>	<u>23,261,686.60</u>	<u>1.98%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	1,686,184.49	1,666,666.67	-1.17%	17,112,492.65	16,666,666.70	-2.67%
Employee compensation & benefits	123,224.30	118,654.00	-3.85%	1,237,706.60	1,186,540.00	-4.31%
Medical supplies	88,314.43	70,108.34	-25.97%	781,583.28	701,083.40	-11.48%
Building rent, utilities and maintenance	20,627.07	22,608.32	8.76%	221,470.56	226,083.20	2.04%
Equipment maintenance	77,961.63	50,333.33	-54.89%	581,431.58	503,333.30	-15.52%
TotalCare campaign	1,143.12	2,000.00	42.84%	11,733.48	20,000.00	41.33%
Quality assurance fees	29,725.00	29,725.00	0.00%	297,250.00	297,250.00	0.00%
Telephone	33,584.93	28,166.67	-19.24%	302,933.79	281,666.70	-7.55%
Professional services	25,948.63	8,249.99	-214.53%	151,602.51	82,499.90	-83.76%
Miscellaneous supplies	13,473.38	12,208.33	-10.36%	131,889.06	122,083.30	-8.03%
Postage and courier service	2,967.92	3,166.67	6.28%	27,472.28	31,666.70	13.25%
Equipment lease	1,794.59	2,233.34	19.65%	23,128.19	22,333.40	-3.56%
Other fees and expenses	61,977.32	79,125.00	21.67%	821,230.14	791,250.00	-3.79%
Community relations	7,187.12	4,991.66	-43.98%	57,268.79	49,916.60	-14.73%
Office supplies	1,380.78	1,916.66	27.96%	15,551.07	19,166.60	18.86%
Insurance	5,860.76	5,725.09	-2.37%	59,645.50	57,250.90	-4.18%
Travel, meals, and training	2,677.95	3,916.67	31.63%	35,932.08	39,166.70	8.26%
	<u>2,184,033.42</u>	<u>2,109,795.74</u>	<u>-3.52%</u>	<u>21,870,321.56</u>	<u>21,097,957.40</u>	<u>-3.66%</u>
Operating inc. (loss) before depr.	(72,036.05)	216,372.92	-133.29%	1,852,466.74	2,163,729.20	-14.39%
Depreciation	<u>199,583.00</u>	<u>199,583.33</u>	<u>0.00%</u>	<u>1,995,830.00</u>	<u>1,995,833.30</u>	<u>0.00%</u>
Operating income (loss)	<u>(271,619.05)</u>	<u>16,789.59</u>	<u>-1717.78%</u>	<u>(143,363.26)</u>	<u>167,895.90</u>	<u>-185.39%</u>
Nonoperating expense:						

EMSA  
EMSA Eastern Division  
For the Ten Months Ending April 30, 2012

	Month of April			For the 10 Months Ended April		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating income - interest income	\$993.60	\$416.67	138.46%	\$12,359.82	\$4,166.70	196.63%
Net income (loss)	<u>(270,625.45)</u>	<u>17,206.26</u>	<u>1672.83%</u>	<u>(131,003.44)</u>	<u>172,062.60</u>	<u>176.14%</u>

EMSA Western  
EMSA Western Division  
For the Ten Months Ending April 30, 2012

	Month of April			For the 10 Months Ended April		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>Patient service revenue:</b>						
Emergency base rate	\$6,531,800.00	\$6,077,500.00	7.48%	\$63,549,200.00	\$60,775,000.00	4.56%
Non-emergency base rate	192,030.94	111,367.00	72.43%	1,035,719.06	1,113,670.00	-7.00%
Mileage	389,565.00	333,514.50	16.81%	3,473,055.00	3,335,145.00	4.14%
Special events	10,225.00	11,250.00	-9.11%	102,298.75	112,500.00	-9.07%
Subscription membership	18,542.71	17,916.67	3.49%	146,386.64	179,166.70	-18.30%
Other revenue	1,039.26	500.00	107.85%	43,977.56	5,000.00	779.55%
	<u>7,143,202.91</u>	<u>6,552,048.17</u>	<u>9.02%</u>	<u>68,350,637.01</u>	<u>65,520,481.70</u>	<u>4.32%</u>
<b>Deductions from revenue:</b>						
Contractual allowances and bad debts	4,606,291.99	4,378,000.00	-5.21%	46,050,787.49	43,780,000.00	-5.19%
Collection fees and expenses	36,764.30	31,250.00	-17.65%	360,820.07	312,500.00	-15.46%
	<u>4,643,056.29</u>	<u>4,409,250.00</u>	<u>-5.30%</u>	<u>46,411,607.56</u>	<u>44,092,500.00</u>	<u>-5.26%</u>
<b>Net patient service revenue</b>	<u>2,500,146.62</u>	<u>2,142,798.17</u>	<u>16.68%</u>	<u>21,939,029.45</u>	<u>21,427,981.70</u>	<u>2.38%</u>
<b>Operating expenses other than depreciation:</b>						
Ambulance contract expense	2,159,009.44	2,125,833.33	-1.56%	21,798,769.19	21,258,333.30	-2.54%
Employee compensation & benefits	137,565.88	139,289.58	1.24%	1,387,592.15	1,392,895.80	0.38%
Medical supplies	106,442.71	47,016.66	-126.39%	551,280.98	470,166.60	-17.25%
Building rent, utilities and maintenance	45,034.74	53,650.01	16.06%	492,468.37	536,500.10	8.21%
Equipment maintenance	77,034.10	56,500.00	-36.34%	643,707.52	565,000.00	-13.93%
TotalCare campaign	1,795.46	2,916.67	38.44%	16,878.12	29,166.70	42.13%
Quality assurance fees	32,066.67	32,066.67	0.00%	320,666.70	320,666.70	0.00%
Telephone	36,162.38	39,500.00	8.45%	347,732.74	395,000.00	11.97%
Professional services	21,130.26	9,300.00	-127.21%	158,566.51	93,000.00	-70.50%
Miscellaneous supplies	11,776.83	14,041.67	16.13%	142,390.40	140,416.70	-1.41%
Postage and courier service	3,344.94	4,383.33	23.69%	31,896.74	43,833.30	27.23%
Equipment lease	6,535.60	7,333.34	10.88%	64,745.84	73,333.40	11.71%
Other fees and expenses	30,677.98	31,333.33	2.09%	274,975.95	313,333.30	12.24%
Community relations	9,404.74	3,708.33	-153.61%	55,897.03	37,083.30	-50.73%
Office supplies	1,582.65	2,375.00	33.36%	18,256.20	23,750.00	23.13%
Insurance	5,137.06	5,026.43	-2.20%	51,902.16	50,264.30	-3.26%
Travel, meals, and training	3,076.75	4,708.32	34.65%	41,142.90	47,083.20	12.62%
	<u>2,687,778.19</u>	<u>2,578,982.67</u>	<u>-4.22%</u>	<u>26,398,869.50</u>	<u>25,789,826.70</u>	<u>-2.36%</u>
<b>Operating inc. (loss) before depr.</b>	<u>(187,631.57)</u>	<u>(436,184.50)</u>	<u>56.98%</u>	<u>(4,459,840.05)</u>	<u>(4,361,845.00)</u>	<u>-2.25%</u>
<b>Depreciation</b>	<u>168,250.00</u>	<u>168,250.00</u>	<u>0.00%</u>	<u>1,682,500.00</u>	<u>1,682,500.00</u>	<u>0.00%</u>
<b>Operating income (loss)</b>	<u>(355,881.57)</u>	<u>(604,434.50)</u>	<u>41.12%</u>	<u>(6,142,340.05)</u>	<u>(6,044,345.00)</u>	<u>-1.62%</u>
<b>Nonoperating expense:</b>						
Interest expense	<u>2,936.38</u>	<u>3,166.67</u>	<u>7.27%</u>	<u>32,249.20</u>	<u>31,666.70</u>	<u>-1.84%</u>

EMSA Western  
 EMSA Western Division  
 For the Ten Months Ending April 30, 2012

	Month of April			For the 10 Months Ended April		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	<u>\$2,936.38</u>	<u>\$3,166.67</u>	<u>7.27%</u>	<u>\$32,249.20</u>	<u>\$31,666.70</u>	<u>-1.84%</u>
Nonoperating income - interest income	<u>49.09</u>		<u>0.00%</u>	<u>551.95</u>		<u>0.00%</u>
Net income (loss)	<u><u>(358,768.86)</u></u>	<u><u>(607,601.17)</u></u>	<u><u>40.95%</u></u>	<u><u>(6,174,037.30)</u></u>	<u><u>(6,076,011.70)</u></u>	<u><u>-1.61%</u></u>



EMSA  
EMSA Combined  
For the Ten Months Ending April 30, 2012

	2012	2011
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$585,264.89)	\$335,627.94
Petty cash	1,200.00	1,700.00
Invested cash	3,622,376.94	6,809,071.43
	3,038,312.05	7,146,399.37
Patient accounts receivable:		
Patient accounts receivable	23,014,235.95	19,199,919.91
Receivables in collection	26,233,999.68	22,317,999.68
	49,248,235.63	41,517,919.59
Less allowance for contractual allowances and bad debts	35,212,291.00	29,504,291.00
Net patient accounts receivable	14,035,944.63	12,013,628.59
Other receivables:		
Due from contractor	339,729.56	411,368.59
Due from collection agency	28,099.16	17,655.07
Other miscellaneous receivables	2,720,795.97	1,368,462.93
	3,088,624.69	1,797,486.59
Other current assets:		
Prepaid assets	309,557.97	437,023.98
Other, principally funds held by trustee	108,124.19	(193,653.68)
	417,682.16	243,370.30
Total current assets	20,580,563.53	21,200,884.85
Property and equipment:		
Communication equipment	5,601,647.42	5,026,601.57
Buildings and leasehold improvements	3,433,230.62	3,346,201.18
Ambulances	6,930,446.53	4,360,860.73
Data processing equipment	7,091,601.65	6,495,488.80
On-board equipment	5,189,593.04	3,931,142.73
Office furniture and equipment	1,029,128.51	980,299.36
Miscellaneous other equipment	1,096,255.48	875,669.44
Land	64,200.00	64,200.00
Transportation equipment	385,027.24	339,027.24
Prepaid assets	4,288,426.10	3,348,346.29
Capital Lease	739,910.29	739,910.29
	35,849,466.88	29,507,747.63
Less accumulated depreciation	21,141,383.11	18,009,483.89
Net property and equipment	14,708,083.77	11,498,263.74
Other assets	12,960.00	14,676.67
Total assets	35,301,607.30	32,713,825.26

EMSA  
EMSA Combined  
For the Ten Months Ending April 30, 2012

	2012	2011
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$210,277.05	\$864,069.28
Due to contractor	8,764,280.48	8,478,451.16
Due to Quality Assurance Fund	62,232.66	41,692.51
Accrued retirement	216,707.33	198,950.85
Accrued salaries and wages	220,271.37	235,316.94
Current installments of long-term debt	620,000.00	690,000.00
Accrued interest payable	25.21	138.71
Deferred revenue	1,188,866.51	1,185,251.01
Total current liabilities	11,282,660.61	11,693,870.46
Other liabilities	21,752.22	21,752.22
Total liabilities	11,304,412.83	11,715,622.68
Division capital:		
Contributed capital	50,280,425.85	41,516,358.45
Retained earnings (deficit)	(19,978,190.64)	(15,963,608.60)
Current year earnings (loss)	(6,305,040.74)	(4,554,547.27)
Total division capital	23,997,194.47	20,998,202.58
Total liabilities & division capital	35,301,607.30	32,713,825.26

EMSA  
EMSA Eastern Division  
For the Ten Months Ending April 30, 2012

	2012	2011
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$1,008,210.70)	\$159,688.07
Petty cash	600.00	600.00
Invested cash	3,620,760.44	4,547,958.06
	2,613,149.74	4,708,246.13
Patient accounts receivable:		
Patient accounts receivable	10,227,489.40	8,539,540.38
Receivables in collection	11,301,999.82	10,155,999.82
	21,529,489.22	18,695,540.20
Less allowance for contractual allowances and bad debts	15,644,710.00	13,618,710.00
Net patient accounts receivable	5,884,779.22	5,076,830.20
Other receivables:		
Due from contractor	339,729.56	411,368.59
Due from collection agency	13,541.47	7,005.11
Other miscellaneous receivables	2,720,775.80	1,368,462.93
	3,074,046.83	1,786,836.63
Other current assets:		
Prepaid assets	138,006.08	185,462.75
Other, principally funds held by trustee	65,447.42	(156,330.67)
	203,453.50	29,132.08
Total current assets	11,775,429.29	11,601,045.04
Property and equipment:		
Communication equipment	2,865,692.53	2,628,203.98
Buildings and leasehold improvements	2,959,701.81	2,881,219.77
Ambulances	3,958,396.00	2,750,183.20
Data processing equipment	3,715,274.18	3,399,432.35
On-board equipment	2,498,518.77	2,104,684.88
Office furniture and equipment	406,696.43	399,260.95
Miscellaneous other equipment	565,304.89	462,086.43
Land	64,200.00	64,200.00
Transportation equipment	308,104.80	262,104.80
Prepaid assets	2,367,489.97	1,589,601.39
Capital Lease	338,087.66	338,087.66
	20,047,467.04	16,879,065.41
Less accumulated depreciation	11,800,881.58	10,032,231.08
Net property and equipment	8,246,585.46	6,846,834.33
Other assets		
	10,698.65	10,698.65
Total assets	20,032,713.40	18,458,578.02

EMSA  
EMSA Eastern Division  
For the Ten Months Ending April 30, 2012

	2012	2011
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	(\$202,104.59)	(\$861,255.13)
Due to contractor	3,860,299.47	3,868,730.52
Due to Quality Assurance Fund	62,232.66	41,692.51
Accrued retirement	113,477.98	107,239.56
Accrued salaries and wages	105,894.38	107,769.16
Accrued interest payable	25.21	138.71
Deferred revenue	354,865.65	335,668.98
Total current liabilities	4,294,690.76	3,599,984.31
Other liabilities	21,752.22	21,752.22
Total liabilities	4,316,442.98	3,621,736.53
Division capital:		
Contributed capital	5,160,376.96	4,915,630.56
Retained earnings (deficit)	10,686,896.90	9,799,408.17
Current year earnings (loss)	(131,003.44)	121,802.76
Total division capital	15,716,270.42	14,836,841.49
Total liabilities & division capital	20,032,713.40	18,458,578.02

EMSA Western  
EMSA Western Division  
For the Ten Months Ending April 30, 2012

	2012	2011
<b>Assets</b>		
Current assets:		
Cash and cash equivalents:		
Cash in banks	\$422,945.81	\$175,939.87
Petty cash	600.00	1,100.00
Invested cash	1,616.50	2,261,113.37
	425,162.31	2,438,153.24
Patient accounts receivable:		
Patient accounts receivable	12,786,746.55	10,660,379.53
Receivables in collection	14,931,999.86	12,161,999.86
	27,718,746.41	22,822,379.39
Less allowance for contractual allowances and bad debts	19,567,581.00	15,885,581.00
Net patient accounts receivable	8,151,165.41	6,936,798.39
Other receivables:		
Due from collection agency	14,557.69	10,649.96
Other miscellaneous receivables	20.17	
	14,577.86	10,649.96
Other current assets:		
Prepaid assets	171,551.89	251,561.23
Other, principally funds held by trustee	42,676.77	(37,323.01)
	214,228.66	214,238.22
Total current assets	8,805,134.24	9,599,839.81
Property and equipment:		
Communication equipment	2,735,954.89	2,398,397.59
Buildings and leasehold improvements	473,528.81	464,981.41
Ambulances	2,972,050.53	1,610,677.53
Data processing equipment	3,376,327.47	3,096,056.45
On-board equipment	2,691,074.27	1,826,457.85
Office furniture and equipment	622,432.08	581,038.41
Miscellaneous other equipment	530,950.59	413,583.01
Transportation equipment	76,922.44	76,922.44
Prepaid assets	1,920,936.13	1,758,744.90
Capital Lease	401,822.63	401,822.63
	15,801,999.84	12,628,682.22
Less accumulated depreciation	9,340,501.53	7,977,252.81
Net property and equipment	6,461,498.31	4,651,429.41
Other assets		
	2,261.35	3,978.02
Total assets	15,268,893.90	14,255,247.24

EMSA Western  
EMSA Western Division  
For the Ten Months Ending April 30, 2012

	2012	2011
<b>Liabilities and Division Capital</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$412,381.64	\$1,725,324.41
Due to contractor	4,903,981.01	4,609,720.64
Accrued retirement	103,229.35	91,711.29
Accrued salaries and wages	114,376.99	127,547.78
Current installments of long-term debt	620,000.00	690,000.00
Deferred revenue	834,000.86	849,582.03
Total current liabilities	6,987,969.85	8,093,886.15
Total liabilities	6,987,969.85	8,093,886.15
Division capital:		
Contributed capital	45,120,048.89	36,600,727.89
Retained earnings (deficit)	(30,665,087.54)	(25,763,016.77)
Current year earnings (loss)	(6,174,037.30)	(4,676,350.03)
Total division capital	8,280,924.05	6,161,361.09
Total liabilities & division capital	15,268,893.90	14,255,247.24

**EMSA**  
**Cash Rollforward**  
**Year Ending June 30, 2012**

	<b>Eastern Division Actual</b>	<b>Eastern Division Budget</b>	<b>Eastern Division Variance</b>	<b>Western Division Actual</b>	<b>Western Division Budget</b>	<b>Western Division Variance</b>	<b>Combined Actual</b>	<b>Combined Budget</b>	<b>Combined Variance</b>
Balance at June 30, 2010	\$ 5,630,676	\$ 5,630,676	-	(216,785)	(216,785)	-	5,413,891	5,413,891	-
Net revenue collected	18,708,000	19,239,452	(531,452)	20,859,000	21,238,356	(379,356)	39,567,000	40,477,808	(910,808)
Utility bill receipts	3,384,701	4,000,000	(615,299)				3,384,701	4,000,000	(615,299)
TotalCare proceeds	22,469	-	22,469	184,805	215,000	(30,195)	207,274	215,000	(7,726)
Payment to contractor	(16,644,280)	(16,657,534)	13,254	(21,649,970)	(21,246,685)	(403,285)	(38,294,250)	(37,904,219)	(390,031)
Operating expenses/changes in WC	(5,231,315)	(4,407,651)	(823,664)	(4,380,989)	(4,553,356)	172,367	(9,612,304)	(8,961,007)	(651,297)
Capital expenditures	(3,182,205)	(3,041,670)	(140,535)	(2,863,470)	(2,489,250)	(374,220)	(6,045,675)	(5,530,920)	(514,755)
Net debt proceeds/(reduction)			-		(232,500)	232,500	-	(232,500)	232,500
Interest/other income	8,675	4,174	4,501	188		188	8,863	4,174	4,689
Other	328,810 (2)	410,830	(82,020)	8,080,002 (1)	8,080,002	-	8,408,812	8,490,832	(82,020)
Balance at April 30, 2012	<u>3,025,531</u>	<u>5,178,277</u>	<u>(2,152,746)</u>	<u>12,781</u>	<u>794,782</u>	<u>(782,001)</u>	<u>3,038,312</u>	<u>5,973,059</u>	<u>(2,934,747)</u>

(1) 26,997 - '11 Other Western Subsidy  
747,333 - '12 Edmond Subsidy  
722,904 - '12 Other Western Subsidy  
6,582,768- '12 Oklahoma City Subsidy  
8,080,002

(2) 328,810 - '12 Other Eastern Subsidy

West - Cash 425,162  
A/R 412,381

Net 12,781

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

EMSA  
Statement of Cash Flows  
Ten Months Ended 4/30/12

Eastern Division

Net Income (loss)		(131,003)
Add: Depreciation	1,995,830	
Increase in allowance for doubtful accounts	1,476,000	
Increase in deferred revenue	284,875	<u>3,756,705</u>
Changes in working capital:		
Increase in patient receivables	(2,185,803)	
Increase in other receivables	(364,929)	
Increase in other assets	(65,386)	
Increase in accounts payable	609,219	
Increase in accrued liabilities	2,758	<u>(2,004,141)</u>
Net Property Additions:		(2,367,490)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		185,238
Change in cash and cash equivalents:		<u>(560,691)</u>
Cash balance @6/30/11		3,173,841
Cash balance @4/30/12		2,613,150
Change in cash		<u>(560,691)</u>



EMSA  
Statement of Cash Flows  
Ten Months Ended 4/30/12

Western Division

Net income (loss)		(6,174,037)
Add: Depreciation	1,682,500	
Increase in allowance for doubtful accounts	3,159,000	
Increase in deferred revenue	433,281	<u>5,274,781</u>
Changes in working capital:		
Increase in patient receivables	(4,069,551)	
Increase in other receivables	(7,017)	
Increase in other assets	(93,166)	
Decrease in accounts payable	(2,912,676)	
Increase in accrued liabilities	5,995	<u>(7,076,415)</u>
Net Property (Additions)/Dispositions		(1,920,936)
Change in other non-current assets		1,717
Debt Service/Loan proceeds		-
Contributed Capital		8,080,002
Change in cash and cash equivalents:		<u>(1,814,888)</u>
Cash balance @6/30/11		2,240,050
Cash balance @4/30/12		425,162
Change in cash		<u>(1,814,888)</u>

**EMSA Eastern Division  
Capital Expenditures Variance  
Year Ending June 30, 2012**

*Through April*

Description	Budget	Actual EMSA	Under (Over) Budget
<b>Ambulances</b>			
<i>2012 Ambulances (nine)</i>			
New units	1,360,000	1,382,732	(22,732)
Support vehicle	30,000		30,000
Bariatric upgrade	20,000	12,217	7,783
Miscellaneous	20,000	61,929	(41,929)
<b>On board equipment:</b>			
Power cots	582,100	582,096	4
Lifepack 15's	202,000	201,800	200
First responder equipment	203,000	9,790	193,210
Equipment for new units	64,000	94,237	(30,237)
Ventilators	260,000	41,980	218,020
Miscellaneous	28,000	14,000	14,000
<b>CAD and radio equipment:</b>			
Base station upgrade	50,000		50,000
Saber III portables	19,200		19,200
Equipment for new units	78,100	104,265	(26,165)
Clinical computer pads	180,000		180,000
TFD CAD (Budgeted in prior years)	618,000	556,178	61,822
			-
<b>Building expenses:</b>			
Garage	15,000		15,000
Lansing remodel	381,000	380,834	166
Miscellaneous	38,000	31,169	6,831
<b>Computer equipment:</b>			
Serverupgrade (network)	40,000	12,724	27,276
Billing/CAD system hardware	10,000	15,066	(5,066)
Web site development	15,000	6,292	8,708
UPS batteries	5,000		5,000
Miscellaneous	50,000	16,912	33,088
<b>TOTAL</b>	<b>4,268,400</b>	<b>3,524,221</b>	<b>744,179</b>
Budgeted Previous Year Paid Previous Year	618,000	245,000	
Budgeted Current Year Paid Previous Year		97,016	
Current Year Expenditures		3,182,205	
Budgeted Previous Year Paid Current Year		311,178	
Current Year Budget	3,650,400	2,871,027	779,373

**EMSA Western Division  
Capital Expenditures Variance  
Year Ending June 30, 2012**

*Through April*

Description	Budget	Actual EMSA	Under (Over) Budget
<b>Ambulances</b>			
<i>2012 Ambulances (ten)</i>			
New units	1,440,000	1,424,620	15,380
Bariatric upgrade	20,000	12,217	7,783
Miscellaneous	20,000	99,752	(79,752)
<b>On board equipment:</b>			
Power cots	657,000	656,406	594
Lifepack 15's	404,000	403,660	340
Equipment for new units	64,000	30,000	34,000
Training manikin	8,000		8,000
Miscellaneous	35,000	11,271	23,729
<b>CAD and radio equipment:</b>			
Saber III portables	35,000		35,000
Equipment for new units	75,000	71,097	3,903
Base station upgrade	40,000	31,462	8,538
Clinical computer pads	150,000		150,000
Radio infrastructure (NG911)	163,000	162,672	328
			-
<b>Building expenses:</b>			
Parking lot and grounds	5,000		5,000
Office furniture	10,000	18,969	(8,969)
Miscellaneous	42,000	6,832	35,168
<b>Computer equipment:</b>			
Web site development	15,000	7,339	7,661
UPS batteries	8,000		8,000
Server upgrade	47,000	14,791	32,209
Miscellaneous	50,000	21,783	28,217
<b>TOTAL</b>	<b>3,288,000</b>	<b>2,972,871</b>	<b>315,129</b>
Budgeted Current Year Paid Prior Year		109,401	
Current Year Expenditures	3,288,000	2,863,470	424,530

**EMSA**  
 Key Financial Indicators  
 Fiscal Year Ending June 30, 2012

Eastern Division

	<u>Jul-11</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>	<u>Jan-12</u>	<u>Feb-12</u>	<u>Mar-12</u>	<u>Apr-12</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>													
Emergency	4,966	4,963	4,572	4,847	4,524	4,604	4,713	4,684	5,190	4,834	47,897	45,607	46,641
Non-emergency	909	880	904	770	825	868	869	781	778	743	8,327	8,988	9,411
<b>Total</b>	<b>5,875</b>	<b>5,843</b>	<b>5,476</b>	<b>5,617</b>	<b>5,349</b>	<b>5,472</b>	<b>5,582</b>	<b>5,465</b>	<b>5,968</b>	<b>5,577</b>	<b>56,224</b>	<b>54,595</b>	<b>56,052</b>
Unit hours	14,165	14,162	13,911	13,514	13,402	14,376	14,150	13,295	14,057	13,627	138,659	138,531	
% of total system hours	46.5%	46.1%	46.3%	45.0%	45.4%	46.4%	46.8%	46.9%	46.6%	46.5%	46.2%	47.1%	46.0%
<i>Gross revenue by payor:</i>													
Medicare	43%	42%	45%	42%	43%	46%	44%	44%	43%	41%	43%	44%	
Medicaid	17%	18%	18%	18%	17%	15%	18%	18%	17%	18%	17%	17%	
Private insurance	14%	15%	14%	16%	15%	15%	15%	16%	15%	14%	15%	13%	
Uninsured and other	26%	25%	23%	24%	25%	24%	23%	22%	25%	27%	25%	26%	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
<i>Collection rate</i>	45.8%	60.0%	55.9%	74.4%	68.5%	59.3%	61.1%	64.3%	60.2%	63.6%	59.4%	67.1%	60.0%
<i>Net income (loss)</i>	\$ (180,121)	\$ 152,246	\$ 33,056	\$ (39,802)	\$ 154,074	\$ 51,100	\$ (58,635)	\$ 76,133	\$ (48,429)	\$ (270,625)	\$ (131,003)	\$ 121,803	\$ 172,063
<i>Days in A/R</i>	75.7	80.1	86.5	77.1	77.4	80.8	79.5	78.6	82.4	84.5	N/A	72.6	
<i>Past due A/R</i>	\$ 1,779,000	\$ 1,826,000	\$ 1,842,000	\$ 1,957,000	\$ 2,168,000	\$ 2,421,000	\$ 2,495,000	\$ 2,532,000	\$ 2,773,000	\$ 2,600,000	N/A	\$ 1,736,000	
<i>Current ratio</i>	3.54	3.40	6.31	2.58	2.52	2.45	2.65	2.41	2.40	2.75	N/A	3.22	

EMSA  
Key Financial Indicators  
Fiscal Year Ending June 30, 2012

Western Division

	<u>Jul-11</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>	<u>Jan-12</u>	<u>Feb-12</u>	<u>Mar-12</u>	<u>Apr-12</u>	<u>Year-to-date</u>	<u>Prior Year</u>	<u>Budget</u>
<i>Transports:</i>													
Emergency	5,918	6,053	5,497	5,725	5,536	5,640	5,740	5,638	6,171	5,798	57,716	54,135	55,220
Non-emergency	180	192	160	196	165	216	228	288	352	250	2,227	2,868	2,832
<b>Total</b>	<b>6,098</b>	<b>6,245</b>	<b>5,657</b>	<b>5,921</b>	<b>5,701</b>	<b>5,856</b>	<b>5,968</b>	<b>5,926</b>	<b>6,523</b>	<b>6,048</b>	<b>59,943</b>	<b>57,003</b>	<b>58,052</b>
Unit hours	18,500	18,772	18,272	18,699	18,224	18,821	18,293	17,100	18,327	17,795	182,803	176,904	
% of total system hours	53.5%	53.9%	53.7%	55.0%	54.6%	53.6%	53.2%	53.1%	53.4%	53.5%	53.8%	52.9%	54.0%
<i>% of gross revenue by payor:</i>													
Medicare	43%	42%	42%	42%	43%	44%	44%	44%	44%	43%	43%	45%	
Medicaid	16%	16%	16%	17%	18%	16%	16%	17%	16%	16%	16%	16%	
Private insurance	14%	15%	15%	15%	14%	16%	16%	16%	16%	15%	15%	14%	
Uninsured and other	27%	27%	27%	26%	25%	24%	24%	23%	24%	26%	26%	25%	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
<i>Collection rate</i>	43.9%	56.0%	48.6%	67.2%	66.5%	61.1%	54.2%	57.9%	55.1%	62.6%	58.1%	66.7%	60.0%
<i>Net income (loss)</i>	\$ (536,182)	\$ (694,039)	\$ (583,642)	\$ (870,079)	\$ (442,902)	\$ (513,028)	\$ (518,511)	\$ (603,086)	\$ (1,053,799)	\$ (358,769)	\$ (6,174,037)	\$ (4,676,351)	\$ (6,076,012)
<i>Days in A/R</i>	82.0	80.6	93.9	85.3	83.1	83.6	84.7	82.3	88.6	90.2	N/A	81.6	
<i>Past due A/R</i>	\$ 2,268,000	\$ 2,197,000	\$ 2,317,000	\$ 2,305,000	\$ 2,460,000	\$ 2,715,000	\$ 2,820,000	\$ 3,010,000	\$ 3,193,000	\$ 3,171,000	N/A	\$ 2,348,000	
<i>Current ratio</i>	0.98	1.05	1.06	1.04	1.13	1.21	1.23	1.35	1.33	1.26	N/A	1.19	





# EMSA

Expenditures Greater Than \$10,000

<u>Date</u>	<u>Amount</u>	<u>Check #</u>	<u>To</u>	<u>Description</u>	<u>East</u>	<u>West</u>	<u>P+</u>	<u>MCB</u>
4/4/2012	\$48,859.00	AMEX	Tritech	Customer Support Q4 4/1/12-6/30/12	\$22,916.47	\$25,943.29		
4/18/2012	\$32,583.00	AMEX	Motorola	Jan Service Agreement	\$5,094.11	\$5,766.94		
				Feb Service Agreement	\$5,094.11	\$5,766.94		
				Mar Service Agreement	\$5,094.11	\$5,766.94		
4/18/2012	\$124,450.00	69392	ESO Solutions	TFD - ePCR Software	\$124,450.00			
4/18/2012	\$51,636.00	69414	Riggs, Abney...	Professional Services - Tulsa World	\$24,218.86	\$27,417.70		
4/18/2012	\$13,950.00	69415	Schnake	Public Relations - March	\$6,542.90	\$7,407.10		
4/18/2012	\$17,877.00	69419	Verizon	March Cell Phones	\$5,323.38	\$5,215.19	\$7,080.92	\$258.06
4/30/2012	\$11,366.00	AMEX	Motorola	Apr Service Agreement	\$5,094.11	\$5,766.94		
4/30/2012	\$12,172.98	AMEX	Physio	TFD - Semi-Annual For Maintenance 4/13/12-10/12/12	\$12,172.98			
4/30/2012	\$40,871.00	69431	ACOG	2nd Qtr Service Agreement		\$40,871.00		
4/30/2012	\$25,578.00	69439	Att08	Landline Phones	\$4,843.97	\$11,132.07	\$68.47	\$68.65
4/30/2012	\$10,800.00	69443	Balboa Peaks	Export Software For Imaging	\$5,065.47	\$5,734.53		
4/30/2012	\$11,270.00	69464	Hovertech	Hoverjack & Hovermatt for Bariatric Units		\$11,270.00		
4/30/2012	\$23,100.00	69477	Medusa	Quarterly Support 4/1/12-6/30/12	\$10,834.49	\$12,265.51		
4/30/2012	\$12,312.00	69494	United Ford	Engine Unit #6	\$12,128.40			
4/30/2012	\$14,940.00	69498	Voice Products	8 ViOP Channel Upgrades	\$6,955.40	\$7,984.60		
4/30/2012	\$24,558.00	69445	BD Eddie	Classen Rent		\$24,558.00		