

MEMORANDUM

Date: August 23, 2017

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – June 2017**

Attached you will find financial statements for June 2017. 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 net loss of \$2,367 thousand compared to a budgeted loss of \$1,949 thousand, and the Western Division had a net loss of \$4,865 thousand compared to a budgeted net loss of \$5,899 thousand.

There is no net interdivisional payable/receivable as of 6/30/17.

Combined Balance Sheets

Following is a discussion of significant assets and liabilities at June 30, 2017, 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. The West balance represents assets that have been paid for by the Authority that will be included as part of the West subsidy.

Due to Contractor

The due to contractor balance represents our liability to American Medical Response for June and May services. This balance usually includes two months of contractor billings.

Deferred Revenue

The deferred revenue balance consists of EMSAcare revenue that has not yet been amortized.

Income Statements

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

Patient Service Revenue

Eastern division patient revenue (excluding utility fund revenue) is more than budget by \$3,987 thousand (4.5%) and Western is more than budget by \$310 thousand (.3%).

Gross patient service revenue variances are partly attributable to differences between actual and budgeted transports for fiscal 2017. The Eastern Division had 2,313 more emergency transports than budgeted (3.7%); non-emergency transports were 1,819 more than budget (21%). The Western Division emergency transports were less than budget by 1,369 (1.9%) and non-emergencies were 3,081 more than budget (45%).

The year-to-date collection rate is 52% for the Eastern Division compared to a budget of 50% and an actual for fiscal 2016 of 52%. The year-to-date collection rate is 55% for the Western Division compared to a budget of 51% and an actual for fiscal 2016 of 52%.

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 Twelve Months Ending June 30, 2017

| | Month of June | | | For the 12 Months Ended June | | |
|---|----------------------|----------------------|----------------|------------------------------|-----------------------|---------------|
| | Actual | Budget | Variance | Actual | Budget | Variance |
| Patient service revenue: | | | | | | |
| Emergency base rate | \$14,505,400.00 | \$14,392,603.00 | 0.78% | \$175,624,800.00 | \$175,110,000.00 | 0.29% |
| Non-emergency base rate | 751,385.82 | 469,217.00 | 60.14% | 8,512,092.40 | 5,708,810.00 | 49.10% |
| Mileage | 1,000,968.00 | 925,324.00 | 8.17% | 12,194,732.00 | 11,258,107.00 | 8.32% |
| Special events | 29,690.00 | 28,333.37 | 4.79% | 345,395.50 | 340,000.00 | 1.59% |
| Subscription membership | 26,786.08 | 16,666.74 | 60.72% | 234,128.74 | 200,000.00 | 17.06% |
| Other revenue | 171.69 | 466,666.63 | -99.96% | 3,601,295.88 | 5,600,000.00 | -35.69% |
| | <u>16,314,401.59</u> | <u>16,298,810.74</u> | <u>0.10%</u> | <u>200,512,444.52</u> | <u>198,216,917.00</u> | <u>1.16%</u> |
| Deductions from revenue: | | | | | | |
| Contractual allowances and bad debts | 11,226,812.94 | 11,636,666.74 | 3.52% | 138,344,121.06 | 139,640,000.00 | 0.93% |
| Collection fees and expenses | 89,196.82 | 71,666.74 | -24.46% | 855,440.65 | 860,000.00 | 0.53% |
| | <u>11,316,009.76</u> | <u>11,708,333.48</u> | <u>3.35%</u> | <u>139,199,561.71</u> | <u>140,500,000.00</u> | <u>0.93%</u> |
| Net patient service revenue | <u>4,998,391.83</u> | <u>4,590,477.26</u> | <u>8.89%</u> | <u>61,312,882.81</u> | <u>57,716,917.00</u> | <u>6.23%</u> |
| Operating expenses other than depreciation: | | | | | | |
| Ambulance contract expense | 4,266,245.97 | 4,304,333.37 | 0.88% | 51,641,144.94 | 50,500,000.00 | -2.26% |
| Employee compensation & benefits | 349,507.34 | 342,414.24 | -2.07% | 4,118,823.15 | 4,108,970.00 | -0.24% |
| Medical supplies | 32,192.71 | 41,233.37 | 21.93% | 337,164.07 | 494,800.00 | 31.86% |
| Building rent, utilities and maintenance | 100,259.06 | 89,008.15 | -12.64% | 1,057,410.53 | 1,068,100.00 | 1.00% |
| Equipment maintenance | 151,304.51 | 127,500.00 | -18.67% | 1,683,257.31 | 1,530,000.00 | -10.02% |
| TotalCare campaign | 7,152.93 | 3,750.00 | -90.74% | 50,126.01 | 45,000.00 | -11.39% |
| Quality assurance fees | 69,625.17 | 69,666.74 | 0.06% | 835,502.04 | 836,000.00 | 0.06% |
| Telephone | 41,833.78 | 61,583.37 | 32.07% | 881,142.82 | 739,000.00 | -19.23% |
| Professional services | 470,527.34 | 47,666.74 | -887.12% | 2,264,021.94 | 572,000.00 | -295.81% |
| Miscellaneous supplies | 46,115.50 | 35,650.00 | -29.36% | 542,478.70 | 427,800.00 | -26.81% |
| Postage and courier service | 6,163.48 | 5,775.00 | -6.73% | 77,253.25 | 69,300.00 | -11.48% |
| Equipment lease | 1,192.83 | 2,666.63 | 55.27% | 37,441.85 | 32,000.00 | -17.01% |
| Other fees and expenses | 142,600.79 | 55,791.52 | -155.60% | 1,041,457.11 | 669,500.00 | -55.56% |
| Community relations | 13,659.33 | 17,750.00 | 23.05% | 122,095.81 | 213,000.00 | 42.68% |
| Office supplies | 4,861.73 | 4,166.74 | -16.68% | 41,461.41 | 50,000.00 | 17.08% |
| Insurance | 15,733.14 | 16,416.63 | 4.16% | 170,968.27 | 197,000.00 | 13.21% |
| Travel, meals, and training | 26,115.30 | 4,583.37 | -469.78% | 79,138.43 | 55,000.00 | -43.89% |
| | <u>5,745,090.91</u> | <u>5,229,955.87</u> | <u>-9.85%</u> | <u>64,980,887.64</u> | <u>61,607,470.00</u> | <u>-5.48%</u> |
| Operating inc. (loss) before depr. | (746,699.08) | (639,478.61) | -16.77% | (3,668,004.83) | (3,890,553.00) | 5.72% |
| Depreciation | <u>(34,967.58)</u> | <u>325,000.00</u> | <u>110.76%</u> | <u>3,540,032.42</u> | <u>3,900,000.00</u> | <u>9.23%</u> |
| Operating income (loss) | <u>(711,731.50)</u> | <u>(964,478.61)</u> | <u>26.21%</u> | <u>(7,208,037.25)</u> | <u>(7,790,553.00)</u> | <u>7.48%</u> |
| Nonoperating expense: | | | | | | |
| Interest expense | | <u>4,750.00</u> | <u>100.00%</u> | <u>31,913.40</u> | <u>57,000.00</u> | <u>44.01%</u> |

EMSA
EMSA Combined
For the Twelve Months Ending June 30, 2017

| | Month of June | | | For the 12 Months Ended June | | |
|---------------------------------------|---------------------|---------------------|---------------|------------------------------|-----------------------|--------------|
| | Actual | Budget | Variance | Actual | Budget | Variance |
| Nonoperating expense | | \$4,750.00 | 100.00% | \$31,913.40 | \$57,000.00 | 44.01% |
| Nonoperating income - interest income | 828.94 | | 0.00% | 7,698.24 | | 0.00% |
| Net income (loss) | <u>(710,902.56)</u> | <u>(969,228.61)</u> | <u>26.65%</u> | <u>(7,232,252.41)</u> | <u>(7,847,553.00)</u> | <u>7.84%</u> |

EMSA
EMSA Eastern Division
For the Twelve Months Ending June 30, 2017

| | Month of June | | | For the 12 Months Ended June | | |
|---|---------------------|---------------------|----------------|------------------------------|-----------------------|----------------|
| | Actual | Budget | Variance | Actual | Budget | Variance |
| Patient service revenue: | | | | | | |
| Emergency base rate | \$6,878,300.00 | \$6,592,603.00 | 4.33% | \$82,882,800.00 | \$80,210,000.00 | 3.33% |
| Non-emergency base rate | 387,370.00 | 249,534.00 | 55.24% | 3,966,845.00 | 3,035,999.00 | 30.66% |
| Mileage | 470,040.00 | 413,729.00 | 13.61% | 5,424,576.00 | 5,033,703.00 | 7.77% |
| Special events | 14,340.00 | 15,833.37 | -9.43% | 173,743.00 | 190,000.00 | -8.56% |
| Subscription membership | 12,026.41 | 8,333.37 | 44.32% | 109,177.65 | 100,000.00 | 9.18% |
| Other revenue | 80.39 | 466,666.63 | -99.98% | 3,598,357.60 | 5,600,000.00 | -35.74% |
| | <u>7,762,156.80</u> | <u>7,746,699.37</u> | <u>0.20%</u> | <u>96,155,499.25</u> | <u>94,169,702.00</u> | <u>2.11%</u> |
| Deductions from revenue: | | | | | | |
| Contractual allowances and bad debts | 5,378,716.04 | 5,385,833.37 | 0.13% | 65,768,350.43 | 64,630,000.00 | -1.76% |
| Collection fees and expenses | 39,738.66 | 30,833.37 | -28.88% | 399,467.54 | 370,000.00 | -7.96% |
| | <u>5,418,454.70</u> | <u>5,416,666.74</u> | <u>-0.03%</u> | <u>66,167,817.97</u> | <u>65,000,000.00</u> | <u>-1.80%</u> |
| Net patient service revenue | <u>2,343,702.10</u> | <u>2,330,032.63</u> | <u>0.59%</u> | <u>29,987,681.28</u> | <u>29,169,702.00</u> | <u>2.80%</u> |
| Operating expenses other than depreciation: | | | | | | |
| Ambulance contract expense | 1,971,004.11 | 2,038,333.37 | 3.30% | 24,223,620.16 | 23,600,000.00 | -2.64% |
| Employee compensation & benefits | 163,087.71 | 160,934.74 | -1.34% | 1,939,779.63 | 1,931,216.00 | -0.44% |
| Medical supplies | 14,957.88 | 17,900.00 | 16.44% | 146,562.52 | 214,800.00 | 31.77% |
| Building rent, utilities and maintenance | 36,065.90 | 25,841.63 | -39.57% | 329,321.54 | 310,100.00 | -6.20% |
| Equipment maintenance | 62,601.00 | 60,333.26 | -3.76% | 767,651.07 | 724,000.00 | -6.03% |
| TotalCare campaign | 5,706.36 | 2,500.00 | -128.25% | 33,729.62 | 30,000.00 | -12.43% |
| Quality assurance fees | 34,087.50 | 34,083.37 | -0.01% | 409,050.00 | 409,000.00 | -0.01% |
| Telephone | 19,745.79 | 26,500.00 | 25.49% | 393,416.93 | 318,000.00 | -23.72% |
| Professional services | 214,963.56 | 22,333.37 | -862.52% | 1,049,486.72 | 268,000.00 | -291.60% |
| Miscellaneous supplies | 24,713.99 | 17,316.74 | -42.72% | 255,888.94 | 207,800.00 | -23.14% |
| Postage and courier service | 2,896.63 | 2,666.63 | -8.63% | 36,437.96 | 32,000.00 | -13.87% |
| Equipment lease | 1,192.83 | 1,916.63 | 37.76% | 28,279.42 | 23,000.00 | -22.95% |
| Other fees and expenses | 56,801.41 | 27,708.37 | -105.00% | 401,474.67 | 332,500.00 | -20.74% |
| Community relations | 7,119.05 | 11,333.37 | 37.19% | 77,103.45 | 136,000.00 | 43.31% |
| Office supplies | 2,344.53 | 2,000.00 | -17.23% | 21,250.25 | 24,000.00 | 11.46% |
| Insurance | 7,303.27 | 7,688.26 | 5.01% | 76,872.68 | 92,260.00 | 16.68% |
| Travel, meals, and training | 12,498.25 | 2,083.37 | -499.91% | 36,543.99 | 25,000.00 | -46.18% |
| | <u>2,637,089.77</u> | <u>2,461,473.11</u> | <u>-7.13%</u> | <u>30,226,469.55</u> | <u>28,677,676.00</u> | <u>-5.40%</u> |
| Operating inc. (loss) before depr. | (293,387.67) | (131,440.48) | -123.21% | (238,788.27) | 492,026.00 | -148.53% |
| Depreciation | <u>(84,917.19)</u> | <u>200,000.00</u> | <u>142.46%</u> | <u>2,115,082.81</u> | <u>2,400,000.00</u> | <u>11.87%</u> |
| Operating income (loss) | <u>(208,470.48)</u> | <u>(331,440.48)</u> | <u>37.10%</u> | <u>(2,353,871.08)</u> | <u>(1,907,974.00)</u> | <u>-23.37%</u> |
| Nonoperating expense: | | | | | | |
| Interest expense | | 3,416.63 | 100.00% | 16,104.20 | 41,000.00 | 60.72% |

EMSA
EMSA Eastern Division
For the Twelve Months Ending June 30, 2017

| | Month of June | | | For the 12 Months Ended June | | |
|---------------------------------------|---------------------|---------------------|---------------|------------------------------|-----------------------|----------------|
| | Actual | Budget | Variance | Actual | Budget | Variance |
| Nonoperating expense | | \$3,416.63 | 100.00% | \$16,104.20 | \$41,000.00 | 60.72% |
| Nonoperating income - interest income | 193.58 | | 0.00% | 2,489.90 | | 0.00% |
| Net income (loss) | <u>(208,276.90)</u> | <u>(334,857.11)</u> | <u>37.80%</u> | <u>(2,367,485.38)</u> | <u>(1,948,974.00)</u> | <u>-21.47%</u> |

EMSA Western
EMSA Western Division
For the Twelve Months Ending June 30, 2017

| | Month of June | | | For the 12 Months Ended June | | |
|---|---------------------|---------------------|----------------|------------------------------|-----------------------|---------------|
| | Actual | Budget | Variance | Actual | Budget | Variance |
| Patient service revenue: | | | | | | |
| Emergency base rate | \$7,627,100.00 | \$7,800,000.00 | -2.22% | \$92,742,000.00 | \$94,900,000.00 | -2.27% |
| Non-emergency base rate | 364,015.82 | 219,683.00 | 65.70% | 4,545,247.40 | 2,672,811.00 | 70.05% |
| Mileage | 530,928.00 | 511,595.00 | 3.78% | 6,770,156.00 | 6,224,404.00 | 8.77% |
| Special events | 15,350.00 | 12,500.00 | 22.80% | 171,652.50 | 150,000.00 | 14.44% |
| Subscription membership | 14,759.67 | 8,333.37 | 77.12% | 124,951.09 | 100,000.00 | 24.95% |
| Other revenue | 91.30 | | 0.00% | 2,938.28 | | 0.00% |
| | <u>8,552,244.79</u> | <u>8,552,111.37</u> | <u>0.00%</u> | <u>104,356,945.27</u> | <u>104,047,215.00</u> | <u>0.30%</u> |
| Deductions from revenue: | | | | | | |
| Contractual allowances and bad debts | 5,848,096.90 | 6,250,833.37 | 6.44% | 72,575,770.63 | 75,010,000.00 | 3.25% |
| Collection fees and expenses | 49,458.16 | 40,833.37 | -21.12% | 455,973.11 | 490,000.00 | 6.94% |
| | <u>5,897,555.06</u> | <u>6,291,666.74</u> | <u>6.26%</u> | <u>73,031,743.74</u> | <u>75,500,000.00</u> | <u>3.27%</u> |
| Net patient service revenue | <u>2,654,689.73</u> | <u>2,260,444.63</u> | <u>17.44%</u> | <u>31,325,201.53</u> | <u>28,547,215.00</u> | <u>9.73%</u> |
| Operating expenses other than depreciation: | | | | | | |
| Ambulance contract expense | 2,295,241.86 | 2,266,000.00 | -1.29% | 27,417,524.78 | 26,900,000.00 | -1.92% |
| Employee compensation & benefits | 186,419.63 | 181,479.50 | -2.72% | 2,179,043.52 | 2,177,754.00 | -0.06% |
| Medical supplies | 17,234.83 | 23,333.37 | 26.14% | 190,601.55 | 280,000.00 | 31.93% |
| Building rent, utilities and maintenance | 64,193.16 | 63,166.52 | -1.63% | 728,088.99 | 758,000.00 | 3.95% |
| Equipment maintenance | 88,703.51 | 67,166.74 | -32.06% | 915,606.24 | 806,000.00 | -13.60% |
| TotalCare campaign | 1,446.57 | 1,250.00 | -15.73% | 16,396.39 | 15,000.00 | -9.31% |
| Quality assurance fees | 35,537.67 | 35,583.37 | 0.13% | 426,452.04 | 427,000.00 | 0.13% |
| Telephone | 22,087.99 | 35,083.37 | 37.04% | 487,725.89 | 421,000.00 | -15.85% |
| Professional services | 255,563.78 | 25,333.37 | -908.80% | 1,214,535.22 | 304,000.00 | -299.52% |
| Miscellaneous supplies | 21,401.51 | 18,333.26 | -16.74% | 286,589.76 | 220,000.00 | -30.27% |
| Postage and courier service | 3,266.85 | 3,108.37 | -5.10% | 40,815.29 | 37,300.00 | -9.42% |
| Equipment lease | | 750.00 | 100.00% | 9,162.43 | 9,000.00 | -1.80% |
| Other fees and expenses | 85,799.38 | 28,083.15 | -205.52% | 639,982.44 | 337,000.00 | -89.91% |
| Community relations | 6,540.28 | 6,416.63 | -1.93% | 44,992.36 | 77,000.00 | 41.57% |
| Office supplies | 2,517.20 | 2,166.74 | -16.17% | 20,211.16 | 26,000.00 | 22.26% |
| Insurance | 8,429.87 | 8,728.37 | 3.42% | 94,095.59 | 104,740.00 | 10.16% |
| Travel, meals, and training | 13,617.05 | 2,500.00 | -444.68% | 42,594.44 | 30,000.00 | -41.98% |
| | <u>3,108,001.14</u> | <u>2,768,482.76</u> | <u>-12.26%</u> | <u>34,754,418.09</u> | <u>32,929,794.00</u> | <u>-5.54%</u> |
| Operating inc. (loss) before depr. | (453,311.41) | (508,038.13) | 10.77% | (3,429,216.56) | (4,382,579.00) | 21.75% |
| Depreciation | <u>49,949.61</u> | <u>125,000.00</u> | <u>60.04%</u> | <u>1,424,949.61</u> | <u>1,500,000.00</u> | <u>5.00%</u> |
| Operating income (loss) | <u>(503,261.02)</u> | <u>(633,038.13)</u> | <u>20.50%</u> | <u>(4,854,166.17)</u> | <u>(5,882,579.00)</u> | <u>17.48%</u> |
| Nonoperating expense: | | | | | | |
| Interest expense | | <u>1,333.37</u> | <u>100.00%</u> | <u>15,809.20</u> | <u>16,000.00</u> | <u>1.19%</u> |

EMSA Western
 EMSA Western Division
 For the Twelve Months Ending June 30, 2017

| | Month of June | | | For the 12 Months Ended June | | |
|---------------------------------------|---------------------|---------------------|---------------|------------------------------|-----------------------|---------------|
| | Actual | Budget | Variance | Actual | Budget | Variance |
| Nonoperating expense | | \$1,333.37 | 100.00% | \$15,809.20 | \$16,000.00 | 1.19% |
| Nonoperating income - interest income | 635.36 | | 0.00% | 5,208.34 | | 0.00% |
| Net income (loss) | <u>(502,625.66)</u> | <u>(634,371.50)</u> | <u>20.77%</u> | <u>(4,864,767.03)</u> | <u>(5,898,579.00)</u> | <u>17.53%</u> |

EMSA
EMSA Combined
For the Twelve Months Ending June 30, 2017

| | 2017 | 2016 |
|---|----------------|----------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents: | | |
| Cash in banks | \$38,191.71 | (\$233,260.49) |
| Petty cash | 1,200.00 | 1,200.00 |
| Invested cash | 11,027,128.63 | 9,953,250.01 |
| | 11,066,520.34 | 9,721,189.52 |
| Patient accounts receivable: | | |
| Patient accounts receivable | 23,335,310.93 | 24,519,514.17 |
| Receivables in collection | 76,797,000.19 | 71,291,000.19 |
| | 100,132,311.12 | 95,810,514.36 |
| Less allowance for contractual allowances and bad debts | 85,656,291.00 | 81,738,291.00 |
| Net patient accounts receivable | 14,476,020.12 | 14,072,223.36 |
| Other receivables: | | |
| Due from contractor | 626,700.18 | 548,537.37 |
| Due from collection agency | 28,290.87 | 17,581.63 |
| Other miscellaneous receivables | 681,431.14 | 397,645.34 |
| | 1,336,422.19 | 963,764.34 |
| Other current assets: | | |
| Prepaid assets | 601,781.38 | 462,895.53 |
| Other, principally funds held by trustee | | 60,916.00 |
| | 601,781.38 | 523,811.53 |
| Total current assets | 27,480,744.03 | 25,280,988.75 |
| Property and equipment: | | |
| Communication equipment | 9,489,481.00 | 9,242,155.67 |
| Buildings and leasehold improvements | 3,994,113.76 | 3,913,672.76 |
| Ambulances | 14,642,428.27 | 13,517,411.75 |
| Data processing equipment | 7,778,363.57 | 7,768,863.57 |
| On-board equipment | 8,322,963.92 | 7,879,842.70 |
| Office furniture and equipment | 1,391,368.16 | 1,391,368.16 |
| Miscellaneous other equipment | 1,681,973.44 | 1,575,047.44 |
| Land | 64,200.00 | 64,200.00 |
| Transportation equipment | 639,742.98 | 634,016.98 |
| Prepaid assets | 4,462,449.70 | 1,046,781.70 |
| Capital Lease | 739,910.29 | 739,910.29 |
| | 53,206,995.09 | 47,773,271.02 |
| Less accumulated depreciation | 40,005,509.02 | 36,465,476.60 |
| Net property and equipment | 13,201,486.07 | 11,307,794.42 |
| Other assets | | |
| | 9,734.50 | 9,734.50 |
| Total assets | 40,691,964.60 | 36,598,517.67 |

EMSA
EMSA Combined
For the Twelve Months Ending June 30, 2017

| | 2017 | 2016 |
|--|-------------------|-------------------|
| Liabilities and Division Capital | | |
| Current liabilities: | | |
| Accounts payable and accrued liabilities | \$2,449,094.92 | \$1,232,485.27 |
| Due to contractor | 8,790,902.42 | 8,282,136.03 |
| Due to Quality Assurance Fund | 282,303.88 | 291,435.87 |
| Accrued retirement | 338,154.26 | 320,246.38 |
| Accrued salaries and wages | 386,719.53 | 400,362.78 |
| Current installments of long-term debt | 821,859.79 | 382,184.00 |
| Total current liabilities | 13,069,034.80 | 10,908,850.33 |
| Long-term debt | 3,958,902.33 | 1,761,517.46 |
| Other liabilities | 21,752.22 | 21,752.22 |
| Total liabilities | 17,049,689.35 | 12,692,120.01 |
| Division capital: | | |
| Contributed capital | 86,023,856.77 | 79,055,726.77 |
| Retained earnings (deficit) | (55,149,329.11) | (50,564,179.01) |
| Current year earnings (loss) | (7,232,252.41) | (4,585,150.10) |
| Total division capital | 23,642,275.25 | 23,906,397.66 |
| Total liabilities & division capital | 40,691,964.60 | 36,598,517.67 |

EMSA
EMSA Eastern Division
For the Twelve Months Ending June 30, 2017

| | 2017 | 2016 |
|---|---------------|----------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents: | | |
| Cash in banks | (\$78,185.41) | (\$412,769.79) |
| Petty cash | 600.00 | 600.00 |
| Invested cash | 2,978,416.99 | 4,129,295.09 |
| | 2,900,831.58 | 3,717,125.30 |
| Patient accounts receivable: | | |
| Patient accounts receivable | 10,977,021.75 | 11,401,601.22 |
| Receivables in collection | 37,557,999.82 | 33,695,999.82 |
| | 48,535,021.57 | 45,097,601.04 |
| Less allowance for contractual allowances and bad debts | 42,053,710.00 | 38,841,710.00 |
| Net patient accounts receivable | 6,481,311.57 | 6,255,891.04 |
| Other receivables: | | |
| Due from contractor | 626,700.18 | 548,537.37 |
| Due from collection agency | 10,316.16 | 5,538.55 |
| Other miscellaneous receivables | 200,530.64 | 355,834.24 |
| | 837,546.98 | 909,910.16 |
| Other current assets: | | |
| Prepaid assets | 248,653.91 | 192,045.25 |
| Other, principally funds held by trustee | | 44,846.00 |
| | 248,653.91 | 236,891.25 |
| Total current assets | 10,468,344.04 | 11,119,817.75 |
| Property and equipment: | | |
| Communication equipment | 4,758,551.63 | 4,725,569.49 |
| Buildings and leasehold improvements | 3,331,474.35 | 3,319,637.35 |
| Ambulances | 8,847,058.56 | 8,173,887.78 |
| Data processing equipment | 3,913,089.51 | 3,913,089.51 |
| On-board equipment | 4,571,178.33 | 4,498,758.92 |
| Office furniture and equipment | 620,543.58 | 620,543.58 |
| Miscellaneous other equipment | 961,664.00 | 912,079.25 |
| Land | 64,200.00 | 64,200.00 |
| Transportation equipment | 405,776.04 | 400,050.04 |
| Prepaid assets | 4,182,309.77 | 816,957.32 |
| Capital Lease | 338,087.66 | 338,087.66 |
| | 31,993,933.43 | 27,782,860.90 |
| Less accumulated depreciation | 22,332,854.79 | 20,217,771.98 |
| Net property and equipment | 9,661,078.64 | 7,565,088.92 |
| Other assets | | |
| | 8,273.60 | 8,273.60 |
| Total assets | 20,137,696.28 | 18,693,180.27 |

EMSA
EMSA Eastern Division
For the Twelve Months Ending June 30, 2017

| | 2017 | 2016 |
|--|-------------------|-------------------|
| Liabilities and Division Capital | | |
| Current liabilities: | | |
| Accounts payable and accrued liabilities | \$1,705,965.28 | \$1,787,108.44 |
| Due to contractor | 4,068,504.88 | 3,858,522.09 |
| Due to Quality Assurance Fund | 282,303.88 | 291,435.87 |
| Accrued retirement | 175,334.79 | 165,920.44 |
| Accrued salaries and wages | 183,559.55 | 188,743.81 |
| Current installments of long-term debt | 649,587.79 | 192,850.00 |
| Total current liabilities | 7,065,256.17 | 6,484,580.65 |
| Long-term debt | 3,394,583.33 | 1,024,926.46 |
| Other liabilities | 21,752.22 | 21,752.22 |
| Total liabilities | 10,481,591.72 | 7,531,259.33 |
| Division capital: | | |
| Contributed capital | 8,554,302.23 | 7,692,633.23 |
| Retained earnings (deficit) | 3,469,287.71 | 4,603,283.39 |
| Current year earnings (loss) | (2,367,485.38) | (1,133,995.68) |
| Total division capital | 9,656,104.56 | 11,161,920.94 |
| Total liabilities & division capital | 20,137,696.28 | 18,693,180.27 |

EMSA Western
EMSA Western Division
For the Twelve Months Ending June 30, 2017

| | 2017 | 2016 |
|---|---------------|---------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents: | | |
| Cash in banks | \$116,377.12 | \$179,509.30 |
| Petty cash | 600.00 | 600.00 |
| Invested cash | 8,048,711.64 | 5,823,954.92 |
| | 8,165,688.76 | 6,004,064.22 |
| Patient accounts receivable: | | |
| Patient accounts receivable | 12,358,289.18 | 13,117,912.95 |
| Receivables in collection | 39,239,000.37 | 37,595,000.37 |
| | 51,597,289.55 | 50,712,913.32 |
| Less allowance for contractual allowances and bad debts | 43,602,581.00 | 42,896,581.00 |
| Net patient accounts receivable | 7,994,708.55 | 7,816,332.32 |
| Other receivables: | | |
| Due from collection agency | 17,974.71 | 12,043.08 |
| Other miscellaneous receivables | 480,900.50 | 41,811.10 |
| | 498,875.21 | 53,854.18 |
| Other current assets: | | |
| Prepaid assets | 353,127.47 | 270,850.28 |
| Other, principally funds held by trustee | | 16,070.00 |
| | 353,127.47 | 286,920.28 |
| Total current assets | 17,012,399.99 | 14,161,171.00 |
| Property and equipment: | | |
| Communication equipment | 4,730,929.37 | 4,516,586.18 |
| Buildings and leasehold improvements | 662,639.41 | 594,035.41 |
| Ambulances | 5,795,369.71 | 5,343,523.97 |
| Data processing equipment | 3,865,274.06 | 3,855,774.06 |
| On-board equipment | 3,751,785.59 | 3,381,083.78 |
| Office furniture and equipment | 770,824.58 | 770,824.58 |
| Miscellaneous other equipment | 720,309.44 | 662,968.19 |
| Transportation equipment | 233,966.94 | 233,966.94 |
| Prepaid assets | 280,139.93 | 229,824.38 |
| Capital Lease | 401,822.63 | 401,822.63 |
| | 21,213,061.66 | 19,990,410.12 |
| Less accumulated depreciation | 17,672,654.23 | 16,247,704.62 |
| Net property and equipment | 3,540,407.43 | 3,742,705.50 |
| Other assets | | |
| | 1,460.90 | 1,460.90 |
| Total assets | 20,554,268.32 | 17,905,337.40 |

EMSA Western
EMSA Western Division
For the Twelve Months Ending June 30, 2017

| | 2017 | 2016 |
|--|-------------------|-------------------|
| Liabilities and Division Capital | | |
| Current liabilities: | | |
| Accounts payable and accrued liabilities | \$743,129.64 | (\$554,623.17) |
| Due to contractor | 4,722,397.54 | 4,423,613.94 |
| Accrued retirement | 162,819.47 | 154,325.94 |
| Accrued salaries and wages | 203,159.98 | 211,618.97 |
| Current installments of long-term debt | 172,272.00 | 189,334.00 |
| Total current liabilities | 6,003,778.63 | 4,424,269.68 |
| Long-term debt | 564,319.00 | 736,591.00 |
| Total liabilities | 6,568,097.63 | 5,160,860.68 |
| Division capital: | | |
| Contributed capital | 77,469,554.54 | 71,363,093.54 |
| Retained earnings (deficit) | (58,618,616.82) | (55,167,462.40) |
| Current year earnings (loss) | (4,864,767.03) | (3,451,154.42) |
| Total division capital | 13,986,170.69 | 12,744,476.72 |
| Total liabilities & division capital | 20,554,268.32 | 17,905,337.40 |

EMSA
Cash Rollforward
Year Ending June 30, 2017

| | 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, 2016 | \$ 3,162,503 | \$ 3,162,503 | - | 6,558,687 | 6,558,687 | - | 9,721,190 | 9,721,190 | - |
| Net revenue collected | 26,044,000 | 24,500,000 | 1,544,000 | 31,062,000 | 29,000,000 | 2,062,000 | 57,106,000 | 53,500,000 | 3,606,000 |
| Utility bill receipts | 3,596,000 | 5,600,000 | (2,004,000) | | | | 3,596,000 | 5,600,000 | (2,004,000) |
| TotalCare proceeds | 107,525 | 100,000 | 7,525 | 123,076 | 100,000 | 23,076 | 230,601 | 200,000 | 30,601 |
| Payment to contractor | (24,089,040) | (23,600,000) | (489,040) | (27,207,992) | (26,900,000) | (307,992) | (51,297,032) | (50,500,000) | (797,032) |
| Operating expenses/changes in WC | (4,650,705) | (5,100,000) | 449,295 | (7,441,696) | (6,037,000) | (1,404,696) | (12,092,401) | (11,137,000) | (955,401) |
| Capital expenditures | (1,178,761) | (1,999,000) | 820,239 | (2,142,645) | (2,111,000) | (31,645) | (3,321,406) | (4,110,000) | 788,594 |
| Net debt proceeds/(reduction)&int | (210,817) | (250,000) | 39,183 | (205,138) | (205,000) | (138) | (415,955) | (455,000) | 39,045 |
| Interest/other income | 1,587 | | 1,587 | 5,350 | | 5,350 | 6,937 | - | 6,937 |
| Other | 861,669 (2) | 810,000 | 51,669 | 6,670,918 (1) | 6,670,918 | - | 7,532,587 | 7,480,918 | 51,669 |
| Balance at June 30, 2017 | <u>3,643,961</u> | <u>3,223,503</u> | <u>420,458</u> | <u>7,422,560</u> | <u>7,076,605</u> | <u>345,955</u> | <u>11,066,521</u> | <u>10,300,108</u> | <u>766,413</u> |

(1) 20,144 - '16 Other Western Subsidy
726,940 - '17 Edmond Subsidy
633,170 - '17 Other Western Subsidy
410,077 - '16 Oklahoma City Subsidy
4,880,587 - '17 Oklahoma City Subsidy
6,670,918

(2) 861,669 - '17 Other Eastern Subsidy

| | |
|-------------|-------------------------|
| West - Cash | 8,165,689 |
| A/P | (743,129) |
| Net | <u><u>7,422,560</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
Twelve Months Ended 6/30/17

Eastern Division

| | | |
|---|-------------|-------------------------|
| Net Income (loss) | | (2,367,485) |
| Add: Depreciation | 2,115,083 | |
| Increase in allowance for doubtful accounts | 3,212,000 | |
| Increase in deferred revenue | - | <u>5,327,083</u> |
| Changes in working capital: | | |
| Increase in patient receivables | (3,437,421) | |
| Decrease in other receivables | 72,363 | |
| Increase in other assets | (11,764) | |
| Increase in accounts payable | 119,708 | |
| Increase in accrued liabilities | 4,231 | <u>(3,252,883)</u> |
| Net Property Additions: | | (4,211,072) |
| Debt Service/ Loan Proceeds | | 2,826,395 |
| Net Contributed Capital | | 861,669 |
| Change in cash and cash equivalents: | | <u><u>(816,293)</u></u> |
| | | |
| Cash balance @6/30/16 | | 3,717,125 |
| Cash balance @6/30/17 | | 2,900,832 |
| Change in cash | | <u><u>(816,293)</u></u> |

EMSA
Statement of Cash Flows
Twelve Months Ended 6/30/17

Western Division

| | | |
|---|-----------------------|-------------------------|
| Net income (loss) | | (4,864,767) |
| Add: Depreciation | 1,424,949 | |
| Increase in allowance for doubtful accounts | 706,000 | |
| Increase in deferred revenue | - | <u>2,130,949</u> |
| Changes in working capital: | | |
| Increase in patient receivables | (884,377) | |
| Increase in other receivables | (445,021) | |
| Increase in other assets | (66,205) | |
| Increase in accounts payable | 1,596,537 | |
| Increase in accrued liabilities | 34 | <u>200,968</u> |
| Net Property (Additions)/Dispositions | | (1,222,652) |
| Debt Service/Loan proceeds | | (189,334) |
| Contributed Capital | | 6,106,461 |
| Change in cash and cash equivalents: | | <u><u>2,161,625</u></u> |
| | Cash balance @6/30/16 | 6,004,064 |
| | Cash balance @6/30/17 | 8,165,689 |
| | Change in cash | <u><u>2,161,625</u></u> |

**EMSA Eastern Division
Capital Expenditures Variance
Year Ending June 30, 2017**

Through June

| Description | Budget | Actual EMSA | Under (Over) Budget |
|----------------------------------|------------------|------------------|------------------------|
| Ambulances | | | |
| 2017 Ambulances (eleven) | | | |
| Replacement units | 1,269,000 | 254,649 | 1,014,351 |
| Repairs | 25,000 | 116,602 | (91,602) |
| New unit | 169,000 | | 169,000 |
| Miscellaneous | 20,000 | 14,642 | 5,358 |
| 2016 Ambulances (ten) | 1,100,000 | 1,066,964 | 33,036 |
| MTS units (one) | | 75,218 | (75,218) |
| On board equipment: | | | |
| Stair chairs | 5,000 | 5,369 | (369) |
| Equipment for new unit | 64,000 | | 64,000 |
| Computer tablets | 61,000 | | 61,000 |
| LP 15 for MTS | | 28,298 | (28,298) |
| Power cot for MTS | | 16,084 | (16,084) |
| Power load for MTS | | 22,669 | (22,669) |
| Miscellaneous | 31,000 | | 31,000 |
| CAD and radio equipment: | | | |
| Mobile data terminals | 67,000 | 44,619 | 22,381 |
| Equipment for new unit | 14,000 | | 14,000 |
| Recording system | 61,000 | | 61,000 |
| Radio equipment for MTS | | 14,607 | (14,607) |
| Building expenses: | | | |
| Garage equipment | 25,000 | 16,617 | 8,383 |
| Training room improvement | | 11,837 | (11,837) |
| Assembly sealing system | | 10,305 | (10,305) |
| Video conferencing equipment | | 14,131 | (14,131) |
| Miscellaneous | 42,000 | 29,220 | 12,780 |
| Computer equipment: | | | |
| Firewall and network security | 47,000 | | 47,000 |
| UPS batteries | 5,000 | | 5,000 |
| Miscellaneous | 94,000 | 18,376 | 75,624 |
| TOTAL | 3,099,000 | 1,760,207 | 1,338,793 |
| Less 2016 incurred previous year | | 581,446 | |
| Current year expenditures | | 1,178,761 | |
| Less 2016 incurred current year | 1,100,000 | 318,274 | |
| Current year budget | 1,999,000 | 860,487 | 1,138,513 |

**EMSA Western Division
Capital Expenditures Variance
Year Ending June 30, 2017**

Through June

| Description | Budget | Actual OKC | Actual EMSA | Under (Over) Budget |
|--|------------------|------------------|------------------|------------------------|
| Ambulances | | | | |
| 2017 Ambulances (eleven) | | | | |
| Replacement units | 1,269,000 | 463,076 | | 805,924 |
| Repairs | 25,000 | | 75,755 | (50,755) |
| New unit | 169,000 | | | 169,000 |
| Miscellaneous | 20,000 | | | 20,000 |
| 2016 Ambulances (ten) | 1,100,000 | 799,915 | | 300,085 |
| MTS units (five) | | | 376,090 | (376,090) |
| On board equipment: | | | | |
| Stair chairs | 5,000 | | | 5,000 |
| Equipment for new unit | 64,000 | | | 64,000 |
| Computer tablets | 69,000 | | | 69,000 |
| LP 15(5) for MTS | | | 141,488 | (141,488) |
| Vents and pumps for MTS | | | 47,351 | (47,351) |
| Power cots(5) for MTS | | | 80,418 | (80,418) |
| Power loaders (5) for MTS | | | 101,445 | (101,445) |
| Miscellaneous | 39,000 | | | 39,000 |
| CAD and radio equipment: | | | | |
| Mobile data terminals | 76,000 | | 50,315 | 25,685 |
| Equipment for new unit | 14,000 | | | 14,000 |
| Radio infrastructure (NG911) | 55,040 | | 113,792 | (58,752) |
| Radio infrastructure (NG911)(2016) | 27,520 | | 27,520 | - |
| Radio equipment for MTS | | | 73,033 | (73,033) |
| Recording system | 69,000 | | | 69,000 |
| Building expenses: | | | | |
| Bldg improvements | 11,000 | | | 11,000 |
| Security installation at Edmond station | | | 17,807 | (17,807) |
| Floor epoxy at Edmond station | | | 15,900 | (15,900) |
| Security installation at Melrose station | | | 23,908 | (23,908) |
| Garage equipment | | | 22,617 | (22,617) |
| Assembly sealing system | | | 11,425 | (11,425) |
| Video conferencing equipment | | | 14,131 | (14,131) |
| Miscellaneous | 47,000 | | 4,989 | 42,011 |
| Computer equipment: | | | | |
| Firewall and network security | 73,000 | | | 73,000 |
| Miscellaneous | 106,000 | | 12,250 | 93,750 |
| TOTAL | <u>3,238,560</u> | <u>1,262,991</u> | <u>1,210,234</u> | <u>765,335</u> |
| Less 2016 incurred previous year | | 330,580 | | |
| Current year expenditures | | 932,411 | 1,210,234 | 2,142,645 |
| Less 2016 incurred current year | 1,127,520 | 469,335 | 27,520 | |
| Current year budget | <u>2,111,040</u> | <u>463,076</u> | <u>1,182,714</u> | <u>465,250</u> |

EMSA
Key Financial Indicators
Fiscal Year Ending June 30, 2017

Eastern Division

| | <u>Jul-16</u> | <u>Aug-16</u> | <u>Sep-16</u> | <u>Oct-16</u> | <u>Nov-16</u> | <u>Dec-16</u> | <u>Jan-17</u> | <u>Feb-17</u> | <u>Mar-17</u> | <u>Apr-17</u> | <u>May-17</u> | <u>Jun-17</u> | <u>Year-to-date</u> | <u>Prior Year</u> | <u>Budget</u> |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------------|-------------------|----------------|
| <i>Transports:</i> | | | | | | | | | | | | | | | |
| Emergency | 5,417 | 5,371 | 5,439 | 5,205 | 5,059 | 5,384 | 5,700 | 5,014 | 5,399 | 5,232 | 5,475 | 5,318 | 64,013 | 62,156 | 61,700 |
| Non-emergency | 745 | 831 | 845 | 812 | 799 | 910 | 963 | 837 | 919 | 953 | 1,001 | 1,004 | 10,619 | 8,862 | 8,800 |
| Total | 6,162 | 6,202 | 6,284 | 6,017 | 5,858 | 6,294 | 6,663 | 5,851 | 6,318 | 6,185 | 6,476 | 6,322 | 74,632 | 71,018 | 70,500 |
| Unit hours | 15,315 | 15,698 | 15,208 | 15,609 | 15,071 | 15,412 | 15,970 | 14,128 | 15,067 | 14,300 | 14,451 | 14,035 | 180,264 | 176,341 | |
| % of total system hours | 47.1% | 47.3% | 47.5% | 47.0% | 46.0% | 46.2% | 47.8% | 46.4% | 46.0% | 46.4% | 45.3% | 46.3% | 46.6% | 46.4% | 47.0% |
| <i>Gross revenue by payor:</i> | | | | | | | | | | | | | | | |
| Medicare | 43% | 43% | 42% | 44% | 43% | 43% | 46% | 46% | 43% | 45% | 44% | 44% | 44% | 44% | 44% |
| Medicaid | 18% | 17% | 18% | 17% | 18% | 18% | 18% | 18% | 18% | 18% | 18% | 18% | 18% | 18% | 18% |
| Private insurance | 16% | 18% | 17% | 17% | 17% | 17% | 16% | 17% | 17% | 18% | 16% | 17% | 17% | 16% | 16% |
| Uninsured and other | 23% | 22% | 23% | 22% | 22% | 22% | 20% | 19% | 22% | 19% | 22% | 21% | 21% | 22% | 22% |
| | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| <i>Collection rate</i> | 42.3% | 60.7% | 44.1% | 54.6% | 52.1% | 49.4% | 44.3% | 56.2% | 63.1% | 45.7% | 55.4% | 52.7% | 51.6% | 51.5% | 50.0% |
| <i>Net income (loss)</i> | \$ (606,641) | \$ (278,939) | \$ 1,038,358 | \$ (794,077) | \$ (660,502) | \$ (413,625) | \$ 59,751 | \$ 192,941 | \$ (541,394) | \$ 183,622 | \$ (338,702) | \$ (208,277) | \$ (2,367,485) | \$ (1,133,993) | \$ (1,948,974) |
| <i>Days in A/R</i> | 88.4 | 80.4 | 76.5 | 89.5 | 82.9 | 83.4 | 79.4 | 83.4 | 81.3 | 81.8 | 75.9 | 77.1 | N/A | 85.5 | |
| <i>Past due A/R</i> | \$ 2,834,000 | \$ 2,589,000 | \$ 2,538,000 | \$ 2,616,000 | \$ 2,661,000 | \$ 2,626,000 | \$ 2,673,000 | \$ 2,712,000 | \$ 2,644,000 | \$ 2,599,000 | \$ 2,290,000 | \$ 2,281,000 | N/A | \$ 2,811,000 | |
| <i>Current ratio</i> | 1.68 | 1.68 | 1.88 | 1.76 | 1.71 | 1.70 | 1.74 | 1.81 | 1.78 | 1.90 | 1.76 | 1.48 | N/A | 1.71 | |

EMSA
Key Financial Indicators
Fiscal Year Ending June 30, 2017

Western Division

| | <u>Jul-16</u> | <u>Aug-16</u> | <u>Sep-16</u> | <u>Oct-16</u> | <u>Nov-16</u> | <u>Dec-16</u> | <u>Jan-17</u> | <u>Feb-17</u> | <u>Mar-17</u> | <u>Apr-17</u> | <u>May-17</u> | <u>Jun-17</u> | <u>Year-to-date</u> | <u>Prior Year</u> | <u>Budget</u> |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------------|-------------------|----------------|
| <i>Transports:</i> | | | | | | | | | | | | | | | |
| Emergency | 6,110 | 6,351 | 6,008 | 5,923 | 5,560 | 5,995 | 6,331 | 5,908 | 5,873 | 5,686 | 6,023 | 5,863 | 71,631 | 72,471 | 73,000 |
| Non-emergency | 823 | 812 | 756 | 751 | 821 | 909 | 927 | 816 | 876 | 821 | 790 | 779 | 9,881 | 7,371 | 6,800 |
| Total | 6,933 | 7,163 | 6,764 | 6,674 | 6,381 | 6,904 | 7,258 | 6,724 | 6,749 | 6,507 | 6,813 | 6,642 | 81,512 | 79,842 | 79,800 |
| Unit hours | 17,222 | 17,515 | 16,821 | 17,584 | 17,673 | 17,944 | 17,473 | 16,321 | 17,689 | 16,534 | 17,427 | 16,256 | 206,459 | 204,071 | |
| % of total system hours | 52.9% | 52.7% | 52.5% | 53.0% | 54.0% | 53.8% | 52.2% | 53.6% | 54.0% | 53.6% | 54.7% | 53.7% | 53.4% | 53.6% | 53.0% |
| <i>% of gross revenue by payor:</i> | | | | | | | | | | | | | | | |
| Medicare | 44% | 44% | 44% | 45% | 47% | 47% | 49% | 49% | 48% | 46% | 47% | 46% | 46% | 45% | |
| Medicaid | 14% | 15% | 16% | 16% | 15% | 15% | 15% | 15% | 15% | 16% | 15% | 16% | 15% | 15% | |
| Private insurance | 20% | 19% | 19% | 19% | 18% | 19% | 18% | 18% | 19% | 19% | 19% | 18% | 19% | 18% | |
| Uninsured and other | 22% | 22% | 21% | 20% | 20% | 19% | 18% | 18% | 18% | 19% | 19% | 20% | 20% | 22% | |
| | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | |
| <i>Collection rate</i> | 46.2% | 52.6% | 54.8% | 55.7% | 59.0% | 56.3% | 47.0% | 55.3% | 62.7% | 50.7% | 56.6% | 56.3% | 54.8% | 52.0% | 51.1% |
| <i>Net income (loss)</i> | \$ (333,629) | \$ (388,909) | \$ (220,676) | \$ (386,658) | \$ (507,752) | \$ (342,239) | \$ (317,206) | \$ (187,423) | \$ (564,257) | \$ (356,328) | \$ (757,065) | \$ (502,626) | \$ (4,864,768) | \$ (3,451,154) | \$ (5,898,579) |
| <i>Days in A/R</i> | 86.6 | 76.9 | 81.0 | 85.2 | 85.9 | 80.0 | 81.4 | 81.7 | 85.9 | 85.3 | 80.6 | 81.9 | N/A | 83.9 | |
| <i>Past due A/R</i> | \$ 3,499,000 | \$ 3,309,000 | \$ 3,166,000 | \$ 3,261,000 | \$ 3,340,000 | \$ 3,186,000 | \$ 3,225,000 | \$ 3,136,000 | \$ 3,221,000 | \$ 3,221,000 | \$ 2,911,000 | \$ 2,897,000 | N/A | \$ 3,442,000 | |
| <i>Current ratio</i> | 2.95 | 3.12 | 3.34 | 3.26 | 3.28 | 3.27 | 3.28 | 3.14 | 3.12 | 3.00 | 2.89 | 2.83 | N/A | 3.20 | |

EMSA Western Division
 Transports and Requests for Service
 Fiscal Year Ending June 30, 2017

| | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Y-T-D | Budget | Variance | |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--------|----------|--------|
| | | | | | | | | | | | | | | | # | % |
| Transports: | | | | | | | | | | | | | | | | |
| Code 1 | 2,418 | 2,546 | 2,413 | 2,369 | 2,277 | 2,379 | 2,553 | 2,355 | 2,388 | 2,208 | 2,338 | 2,272 | 28,516 | | | |
| Code 2 | 3,692 | 3,805 | 3,595 | 3,554 | 3,283 | 3,616 | 3,778 | 3,553 | 3,485 | 3,478 | 3,685 | 3,591 | 43,115 | | | |
| Total emergencies | 6,110 | 6,351 | 6,008 | 5,923 | 5,560 | 5,995 | 6,331 | 5,908 | 5,873 | 5,686 | 6,023 | 5,863 | 71,631 | 73,000 | (1,369) | (1.9%) |
| Code 3 | 802 | 781 | 747 | 736 | 786 | 885 | 916 | 806 | 867 | 812 | 786 | 752 | 9,676 | | | |
| Code 4 | 21 | 31 | 9 | 15 | 35 | 24 | 11 | 10 | 9 | 9 | 4 | 27 | 205 | | | |
| Total non-emergencies | 823 | 812 | 756 | 751 | 821 | 909 | 927 | 816 | 876 | 821 | 790 | 779 | 9,881 | 6,800 | 3,081 | 45.3% |
| Total transports | 6,933 | 7,163 | 6,764 | 6,674 | 6,381 | 6,904 | 7,258 | 6,724 | 6,749 | 6,507 | 6,813 | 6,642 | 81,512 | 79,800 | 1,712 | 2.1% |
| Cancelled calls | 593 | 548 | 539 | 526 | 523 | 569 | 510 | 469 | 571 | 560 | 626 | 604 | 6,638 | | | |
| No hauls | 2,006 | 1,794 | 1,733 | 1,883 | 1,761 | 1,835 | 1,585 | 1,635 | 1,775 | 1,767 | 1,782 | 1,887 | 21,443 | | | |
| Total requests for service | 9,532 | 9,505 | 9,036 | 9,083 | 8,665 | 9,308 | 9,353 | 8,828 | 9,095 | 8,834 | 9,221 | 9,133 | 109,593 | | | |
| Transports/day: | | | | | | | | | | | | | | | | |
| Emergencies | 197.1 | 204.9 | 200.3 | 191.1 | 185.3 | 193.4 | 204.2 | 211.0 | 189.5 | 189.5 | 194.3 | 195.4 | 196.2 | 200.0 | (3.8) | |
| Non-emergencies | 26.5 | 26.2 | 25.2 | 24.2 | 27.4 | 29.3 | 29.9 | 29.1 | 28.3 | 27.4 | 25.5 | 26.0 | 27.1 | 18.6 | 8.4 | |
| | 223.6 | 231.1 | 225.5 | 215.3 | 212.7 | 222.7 | 234.1 | 240.1 | 217.7 | 216.9 | 219.8 | 221.4 | 223.3 | 218.6 | 4.7 | |
| Percent of total transports: | | | | | | | | | | | | | | | | |
| Emergencies | 88.1% | 88.7% | 88.8% | 88.7% | 87.1% | 86.8% | 87.2% | 87.9% | 87.0% | 87.4% | 88.4% | 88.3% | 87.9% | 91.5% | | |
| Non-emergencies | 11.9% | 11.3% | 11.2% | 11.3% | 12.9% | 13.2% | 12.8% | 12.1% | 13.0% | 12.6% | 11.6% | 11.7% | 12.1% | 8.5% | | |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | | |
| Unit hours | 17,222 | 17,515 | 16,821 | 17,584 | 17,673 | 17,944 | 17,473 | 16,321 | 17,689 | 16,534 | 17,427 | 16,256 | 206,459 | | | |
| Percent of total unit hours: | | | | | | | | | | | | | | | | |
| Eastern Division | 47.1% | 47.3% | 47.5% | 47.0% | 46.0% | 46.2% | 47.8% | 46.4% | 46.0% | 46.4% | 45.3% | 46.3% | 46.6% | 47.0% | | |
| Western Division | 52.9% | 52.7% | 52.5% | 53.0% | 54.0% | 53.8% | 52.2% | 53.6% | 54.0% | 53.6% | 54.7% | 53.7% | 53.4% | 53.0% | | |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | | |