

EMSA

Budget for Year Ending
June 30, 2019



Assumptions

Year Ending June 30, 2019

- Western emergency and non-emergency transport volumes are held constant.
- All transport and mileage rates remain unchanged.
- Payer and service mix approximates 2018 actuals
- Joint costs allocated on the basis of unit hours, resulting in 48/52 split between East and West



Assumptions

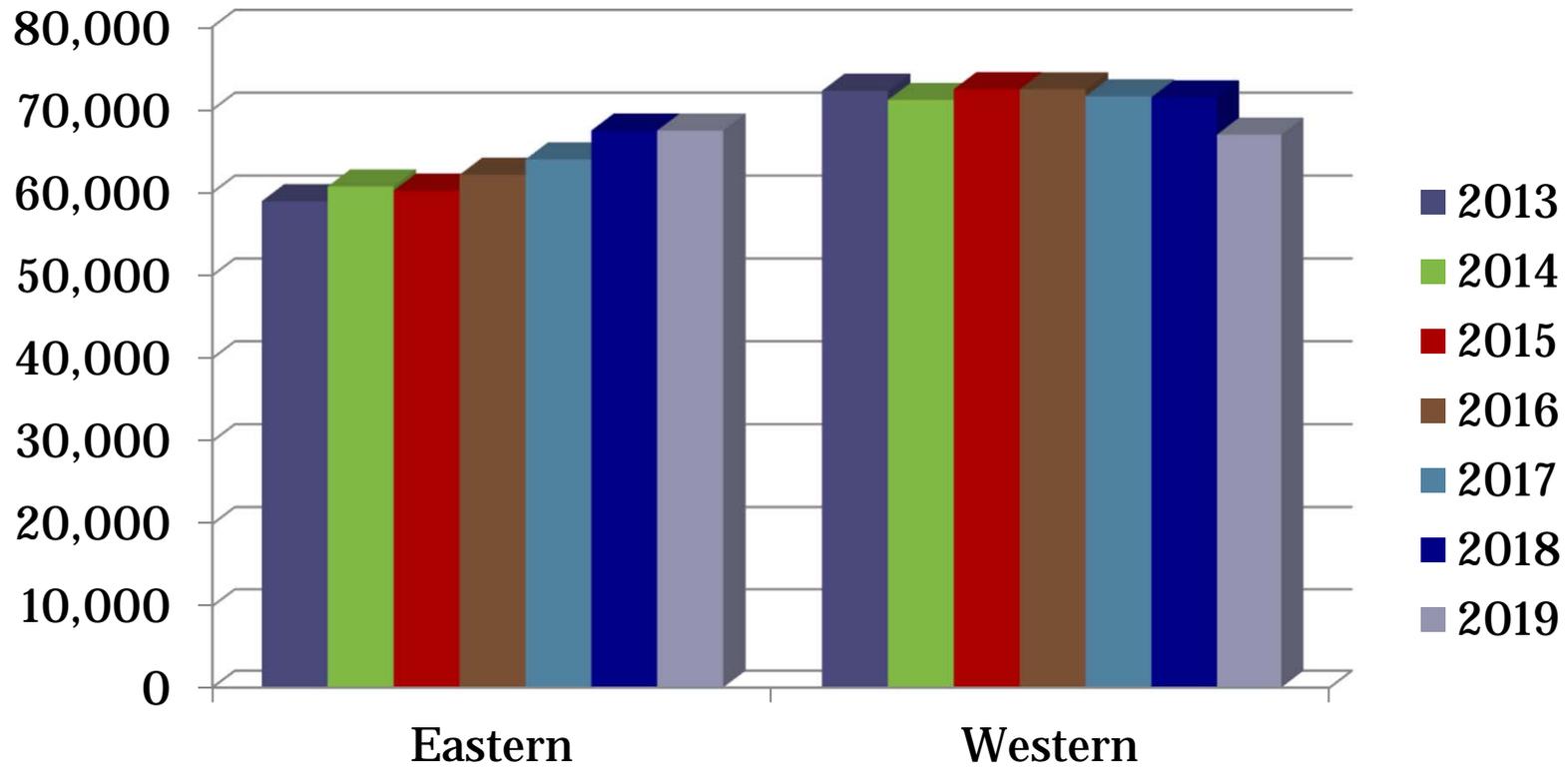
Year Ending June 30, 2019

- In the East, utility bill revenue reflects 103,000 water taps at \$5.45 per month per tap.
- Collection rates are assumed to be the same as in the prior period.
- Contractor costs are increased 1.5% per year.
- Contractor costs reflect the receipt of \$6.4 million of previously earned profit cap funds

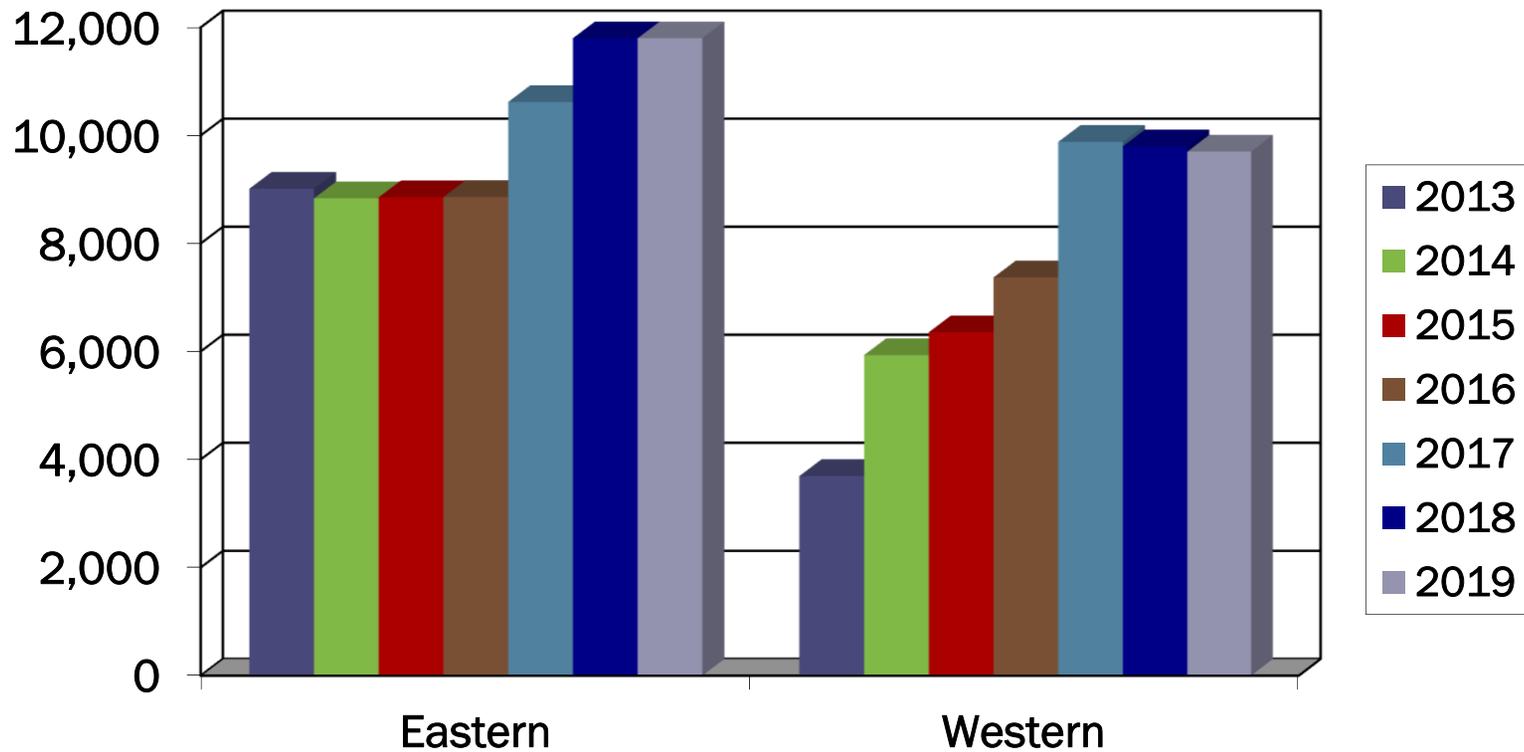
Budget vs. Actual Comparisons

- \$5.6 million (10%) decrease in contractor cost reflecting a 1.5% increase in the contractual rate and receipt of \$6.4 million of previously accrued profit cap monies
- \$1.7 million (12%) decrease in other operating expenses
 - Legal fees decreased \$2.4 million reflecting settlement of certain lawsuits
 - Equipment maintenance expense increases \$384 thousand reflecting new equipment coming off of original warranty and support costs associated with new projects

Emergency Transports



Non-emergency Transports



Patient Service Revenue

Eastern Division

	2019	2018
Patient service revenue	\$102,793	102,164
Deductions from revenue	(69,600)	(68,630)
Net patient service revenue	33,193	33,534

\$ in thousands

Expense & Net Income Summary

Eastern Division

	2019	2018
Operating expenses	\$29,000	32,287
Depreciation	3,000	2,494
Non-operating expenses (income)	135	56
Net income (loss)	1,058	(1,303)

\$ in thousands

Patient Service Revenue

Western Division

	2019	2018
Patient service revenue	\$97,380	105,170
Deductions from revenue	(67,200)	(72,387)
Net patient service revenue	30,180	32,783

\$ in thousands

Expense & Net Income Summary

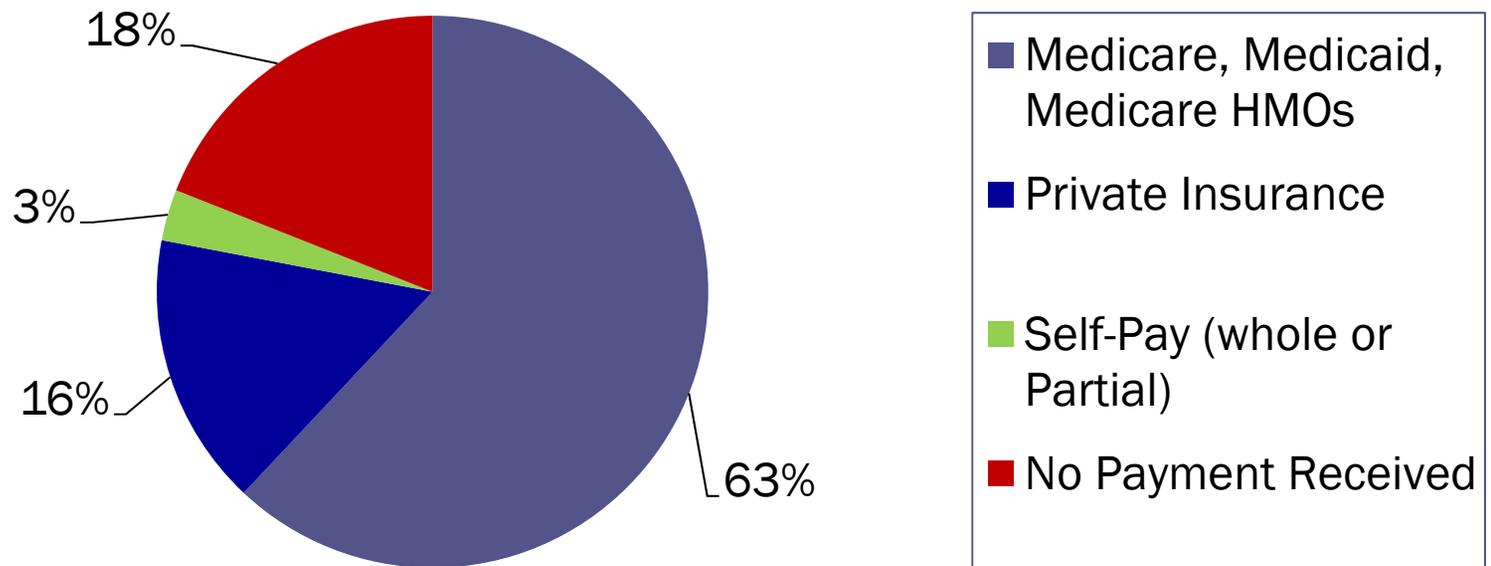
Western Division

	2019	2018
Operating expenses	\$31,466	35,496
Depreciation	1,000	1,701
Non-operating expenses (income)	25	18
Net income (loss)	(2,311)	(4,432)

\$ in thousands

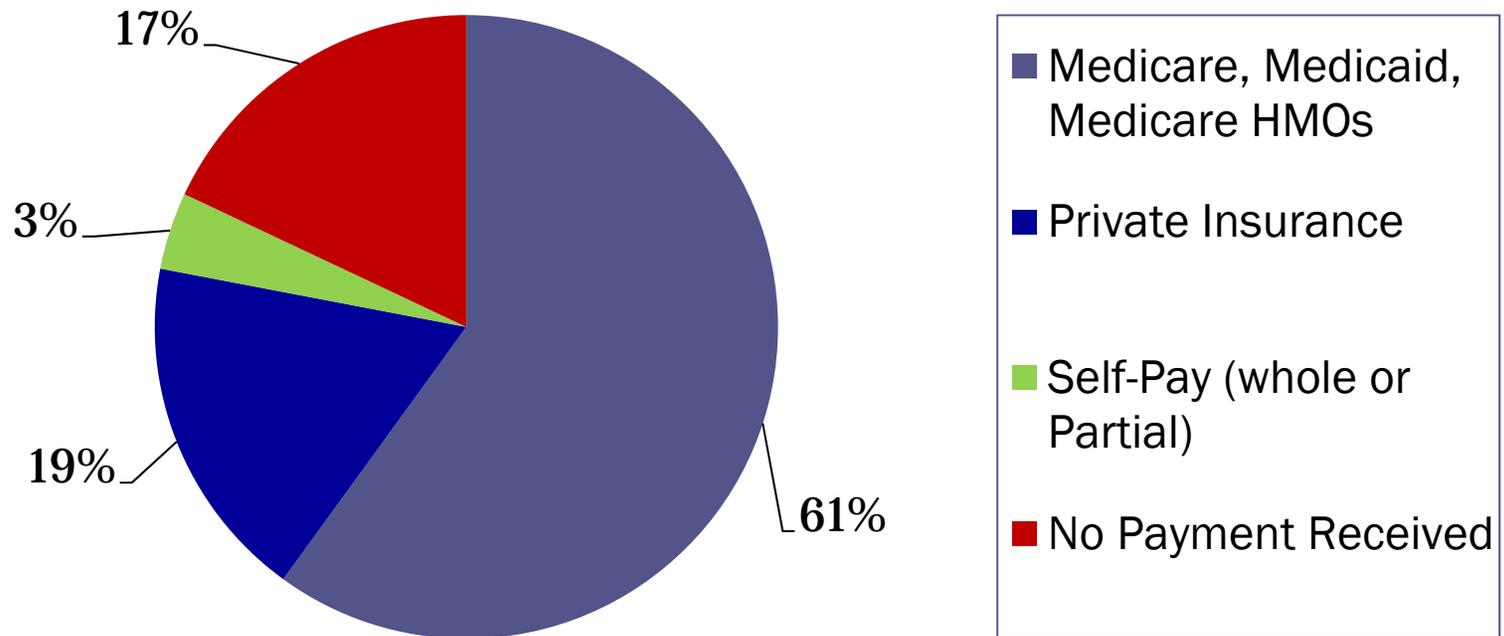
Payor Mix - Billing

Current & Assumption, Eastern Division



Payor Mix - Billing

Current & Assumption, Western Division



Forecast Assumptions

2019 through 2023

- Transports are held constant throughout the period
- No change in payer or service mix
- Emergency rate in East increased \$400 to \$1700 in 2020. All other transport rates held constant throughout the period
- Eastern utility rate held constant at \$5.45 throughout the period
- The contractor rate is increased 1.5% per year
- Non-contractor operating expenses are increased 3% per year
- Joint costs split 48/52 between East and West for the five year period

Cash Projections

Eastern Division

	2019	2020	2021	2022	2023
Increase (decrease) for the year	(39)	(9)	(17)	(388)	(731)
Cash Balance	3,261	3,252	3,235	2,847	2,116

\$ in thousands



Cash Projections

Western Division

	2019	2020	2021	2022	2023
Total	(5,386)	(8,341)	(9,325)	(12,277)	(10,024)

\$ in thousands