

MEMORANDUM

Date: April 25, 2012

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – March 2012**

Attached you will find financial statements for March 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 net income of \$140 thousand compared to a budgeted profit of \$155 thousand, and the Western Division had a net loss of \$5,815 thousand compared to a budgeted net loss of \$5,468 thousand.

There is no net interdivisional payable/receivable as of 3/31/12.

Combined Balance Sheets

Following is a discussion of significant assets and liabilities at March 31, 2012, and how the balances have changed from the prior year.

Other Miscellaneous Receivables

This balance represents five 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 and March 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 February and March 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 \$1,218 thousand (2.2%) and Western exceeds budget by \$2,239 thousand (3.8%).

Gross patient service revenue variances are primarily the result of differences between actual and budgeted transports for fiscal 2012. The Eastern Division had 1,025 more emergency transports than budgeted (2.4%); non-emergency transports were 898 less than budget (10.6%). The Western Division emergency transports were more than budget by 2,147 (4.3%) and non-emergencies were 576 less than budget (23%).

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 66%. 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 \$47,000 due to legal costs associated with Johnson et al vs. EMSA et al suit.

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 Nine Months Ending March 31, 2012

	Month of March			For the 9 Months Ended March		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$12,700,600.00	\$11,210,833.33	13.29%	\$104,500,000.00	\$100,897,499.97	3.57%
Non-emergency base rate	417,798.30	436,242.00	-4.23%	3,524,073.42	3,926,178.00	-10.24%
Mileage	720,882.00	652,516.50	10.48%	5,840,955.00	5,872,648.50	-0.54%
Special events	24,650.00	19,041.67	29.45%	172,052.50	171,375.03	0.40%
Subscription membership	26,049.91	25,750.00	1.16%	193,891.39	231,750.00	-16.34%
Other revenue	431,469.01	400,500.00	7.73%	3,930,410.61	3,604,500.00	9.04%
	<u>14,321,449.22</u>	<u>12,744,883.50</u>	<u>12.37%</u>	<u>118,161,382.92</u>	<u>114,703,951.50</u>	<u>3.01%</u>
Deductions from revenue:						
Contractual allowances and bad debts	9,821,161.18	8,228,000.00	-19.36%	76,476,790.88	74,052,000.00	-3.27%
Collection fees and expenses	73,765.50	47,916.67	-53.95%	634,918.28	431,250.03	-47.23%
	<u>9,894,926.68</u>	<u>8,275,916.67</u>	<u>-19.56%</u>	<u>77,111,709.16</u>	<u>74,483,250.03</u>	<u>-3.53%</u>
Net patient service revenue	<u>4,426,522.54</u>	<u>4,468,966.83</u>	<u>-0.95%</u>	<u>41,049,673.76</u>	<u>40,220,701.47</u>	<u>2.06%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	4,149,593.77	3,792,500.00	-9.42%	35,066,067.91	34,132,500.00	-2.74%
Employee compensation & benefits	279,604.04	257,943.58	-8.40%	2,364,508.57	2,321,492.22	-1.85%
Medical supplies	140,196.14	117,125.00	-19.70%	1,138,107.12	1,054,125.00	-7.97%
Building rent, utilities and maintenance	65,098.66	76,258.33	14.63%	648,277.12	686,324.97	5.54%
Equipment maintenance	130,065.18	106,833.33	-21.75%	1,070,143.37	961,499.97	-11.30%
TotalCare campaign	2,938.58	4,916.67	40.23%	25,673.02	44,250.03	41.98%
Quality assurance fees	61,791.67	61,791.67	0.00%	556,125.03	556,125.03	0.00%
Telephone	75,789.47	67,666.67	-12.00%	580,919.22	609,000.03	4.61%
Professional services	63,552.54	17,549.99	-262.12%	263,090.13	157,949.91	-66.57%
Miscellaneous supplies	26,190.30	26,250.00	0.23%	249,029.25	236,250.00	-5.41%
Postage and courier service	3,672.55	7,550.00	51.36%	53,056.16	67,950.00	21.92%
Equipment lease	8,316.99	9,566.68	13.06%	79,543.84	86,100.12	7.61%
Other fees and expenses	116,090.81	110,458.33	-5.10%	1,003,550.79	994,124.97	-0.95%
Community relations	18,365.00	8,699.99	-111.09%	96,573.96	78,299.91	-23.34%
Office supplies	3,106.49	4,291.66	27.62%	30,843.84	38,624.94	20.15%
Insurance	10,936.25	10,751.52	-1.72%	100,549.84	96,763.68	-3.91%
Travel, meals, and training	3,993.44	8,624.99	53.70%	71,320.28	77,624.91	8.12%
	<u>5,159,301.88</u>	<u>4,688,778.41</u>	<u>-10.04%</u>	<u>43,397,379.45</u>	<u>42,199,005.69</u>	<u>-2.84%</u>
Operating inc. (loss) before depr.	<u>(732,779.34)</u>	<u>(219,811.58)</u>	<u>-233.37%</u>	<u>(2,347,705.69)</u>	<u>(1,978,304.22)</u>	<u>-18.67%</u>
Depreciation	<u>367,833.00</u>	<u>367,833.33</u>	<u>0.00%</u>	<u>3,310,497.00</u>	<u>3,310,499.97</u>	<u>0.00%</u>
Operating income (loss)	<u>(1,100,612.34)</u>	<u>(587,644.91)</u>	<u>-87.29%</u>	<u>(5,658,202.69)</u>	<u>(5,288,804.19)</u>	<u>-6.98%</u>
Nonoperating expense:						
Interest expense	<u>2,746.94</u>	<u>3,166.67</u>	<u>13.25%</u>	<u>29,312.82</u>	<u>28,500.03</u>	<u>-2.85%</u>

EMSA
EMSA Combined
For the Nine Months Ending March 31, 2012

	Month of March			For the 9 Months Ended March		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	\$2,746.94	\$3,166.67	13.25%	\$29,312.82	\$28,500.03	-2.85%
Nonoperating income - interest income	1,131.00	416.67	171.44%	11,869.08	3,750.03	216.51%
Net income (loss)	<u>(1,102,228.28)</u>	<u>(590,394.91)</u>	<u>-86.69%</u>	<u>(5,675,646.43)</u>	<u>(5,313,554.19)</u>	<u>-6.81%</u>

EMSA
EMSA Eastern Division
For the Nine Months Ending March 31, 2012

	Month of March			For the 9 Months Ended March		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$5,696,900.00	\$5,133,333.33	10.98%	\$47,482,600.00	\$46,199,999.97	2.78%
Non-emergency base rate	274,655.00	324,875.00	-15.46%	2,680,385.30	2,923,875.00	-8.33%
Mileage	321,930.00	319,002.00	0.92%	2,757,465.00	2,871,018.00	-3.96%
Special events	10,025.00	7,791.67	28.66%	79,978.75	70,125.03	14.05%
Subscription membership	8,204.48	7,833.33	4.74%	66,047.46	70,499.97	-6.32%
Other revenue	431,689.49	400,000.00	7.92%	3,887,472.31	3,600,000.00	7.99%
	<u>6,743,403.97</u>	<u>6,192,835.33</u>	<u>8.89%</u>	<u>56,953,948.82</u>	<u>55,735,517.97</u>	<u>2.19%</u>
Deductions from revenue:						
Contractual allowances and bad debts	4,207,958.08	3,850,000.00	-9.30%	35,032,295.38	34,650,000.00	-1.10%
Collection fees and expenses	33,541.40	16,666.67	-101.25%	310,862.51	150,000.03	-107.24%
	<u>4,241,499.48</u>	<u>3,866,666.67</u>	<u>-9.69%</u>	<u>35,343,157.89</u>	<u>34,800,000.03</u>	<u>-1.56%</u>
Net patient service revenue	<u>2,501,904.49</u>	<u>2,326,168.66</u>	<u>7.55%</u>	<u>21,610,790.93</u>	<u>20,935,517.94</u>	<u>3.23%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	1,835,538.00	1,666,666.67	-10.13%	15,426,308.16	15,000,000.03	-2.84%
Employee compensation & benefits	132,440.55	118,654.00	-11.62%	1,114,482.30	1,067,886.00	-4.36%
Medical supplies	81,234.69	70,108.34	-15.87%	693,268.85	630,975.06	-9.87%
Building rent, utilities and maintenance	19,247.84	22,608.32	14.86%	200,843.49	203,474.88	1.29%
Equipment maintenance	61,233.63	50,333.33	-21.66%	503,469.95	452,999.97	-11.14%
TotalCare campaign	1,143.12	2,000.00	42.84%	10,590.36	18,000.00	41.16%
Quality assurance fees	29,725.00	29,725.00	0.00%	267,525.00	267,525.00	0.00%
Telephone	35,239.95	28,166.67	-25.11%	269,348.86	253,500.03	-6.25%
Professional services	30,453.37	8,249.99	-269.13%	125,653.88	74,249.91	-69.23%
Miscellaneous supplies	16,439.05	12,208.33	-34.65%	118,415.68	109,874.97	-7.77%
Postage and courier service	1,735.88	3,166.67	45.18%	24,504.36	28,500.03	14.02%
Equipment lease	1,781.39	2,233.34	20.24%	21,333.60	20,100.06	-6.14%
Other fees and expenses	87,767.69	79,125.00	-10.92%	759,252.82	712,125.00	-6.62%
Community relations	8,613.63	4,991.66	-72.56%	50,081.67	44,924.94	-11.48%
Office supplies	1,462.50	1,916.66	23.70%	14,170.29	17,249.94	17.85%
Insurance	5,829.36	5,725.09	-1.82%	53,784.74	51,525.81	-4.38%
Travel, meals, and training	1,922.62	3,916.67	50.91%	33,254.13	35,250.03	5.66%
	<u>2,351,808.27</u>	<u>2,109,795.74</u>	<u>-11.47%</u>	<u>19,686,288.14</u>	<u>18,988,161.66</u>	<u>-3.68%</u>
Operating inc. (loss) before depr.	150,096.22	216,372.92	-30.63%	1,924,502.79	1,947,356.28	-1.17%
Depreciation	<u>199,583.00</u>	<u>199,583.33</u>	<u>0.00%</u>	<u>1,796,247.00</u>	<u>1,796,249.97</u>	<u>0.00%</u>
Operating income (loss)	<u>(49,486.78)</u>	<u>16,789.59</u>	<u>-394.75%</u>	<u>128,255.79</u>	<u>151,106.31</u>	<u>-15.12%</u>
Nonoperating expense:						

EMSA
EMSA Eastern Division
For the Nine Months Ending March 31, 2012

	Month of March			For the 9 Months Ended March		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating income - interest income	<u>\$1,057.92</u>	<u>\$416.67</u>	<u>153.90%</u>	<u>\$11,366.22</u>	<u>\$3,750.03</u>	<u>203.10%</u>
Net income (loss)	<u><u>(48,428.86)</u></u>	<u><u>17,206.26</u></u>	<u><u>381.46%</u></u>	<u><u>139,622.01</u></u>	<u><u>154,856.34</u></u>	<u><u>9.84%</u></u>

EMSA Western
EMSA Western Division
For the Nine Months Ending March 31, 2012

	Month of March			For the 9 Months Ended March		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	\$7,003,700.00	\$6,077,500.00	15.24%	\$57,017,400.00	\$54,697,500.00	4.24%
Non-emergency base rate	143,143.30	111,367.00	28.53%	843,688.12	1,002,303.00	-15.83%
Mileage	398,952.00	333,514.50	19.62%	3,083,490.00	3,001,630.50	2.73%
Special events	14,625.00	11,250.00	30.00%	92,073.75	101,250.00	-9.06%
Subscription membership	17,845.43	17,916.67	-0.40%	127,843.93	161,250.03	-20.72%
Other revenue	(220.48)	500.00	-144.10%	42,938.30	4,500.00	854.18%
	<u>7,578,045.25</u>	<u>6,552,048.17</u>	<u>15.66%</u>	<u>61,207,434.10</u>	<u>58,968,433.53</u>	<u>3.80%</u>
Deductions from revenue:						
Contractual allowances and bad debts	5,613,203.10	4,378,000.00	-28.21%	41,444,495.50	39,402,000.00	-5.18%
Collection fees and expenses	40,224.10	31,250.00	-28.72%	324,055.77	281,250.00	-15.22%
	<u>5,653,427.20</u>	<u>4,409,250.00</u>	<u>-28.22%</u>	<u>41,768,551.27</u>	<u>39,683,250.00</u>	<u>-5.25%</u>
Net patient service revenue	<u>1,924,618.05</u>	<u>2,142,798.17</u>	<u>-10.18%</u>	<u>19,438,882.83</u>	<u>19,285,183.53</u>	<u>0.80%</u>
Operating expenses other than depreciation:						
Ambulance contract expense	2,314,055.77	2,125,833.33	-8.85%	19,639,759.75	19,132,499.97	-2.65%
Employee compensation & benefits	147,163.49	139,289.58	-5.65%	1,250,026.27	1,253,606.22	0.29%
Medical supplies	58,961.45	47,016.66	-25.41%	444,838.27	423,149.94	-5.13%
Building rent, utilities and maintenance	45,850.82	53,650.01	14.54%	447,433.63	482,850.09	7.33%
Equipment maintenance	68,831.55	56,500.00	-21.83%	566,673.42	508,500.00	-11.44%
TotalCare campaign	1,795.46	2,916.67	38.44%	15,082.66	26,250.03	42.54%
Quality assurance fees	32,066.67	32,066.67	0.00%	288,600.03	288,600.03	0.00%
Telephone	40,549.52	39,500.00	-2.66%	311,570.36	355,500.00	12.36%
Professional services	33,099.17	9,300.00	-255.91%	137,436.25	83,700.00	-64.20%
Miscellaneous supplies	9,751.25	14,041.67	30.55%	130,613.57	126,375.03	-3.35%
Postage and courier service	1,936.67	4,383.33	55.82%	28,551.80	39,449.97	27.63%
Equipment lease	6,535.60	7,333.34	10.88%	58,210.24	66,000.06	11.80%
Other fees and expenses	28,323.12	31,333.33	9.61%	244,297.97	281,999.97	13.37%
Community relations	9,751.37	3,708.33	-162.96%	46,492.29	33,374.97	-39.30%
Office supplies	1,643.99	2,375.00	30.78%	16,673.55	21,375.00	22.00%
Insurance	5,106.89	5,026.43	-1.60%	46,765.10	45,237.87	-3.38%
Travel, meals, and training	2,070.82	4,708.32	56.02%	38,066.15	42,374.88	10.17%
	<u>2,807,493.61</u>	<u>2,578,982.67</u>	<u>-8.86%</u>	<u>23,711,091.31</u>	<u>23,210,844.03</u>	<u>-2.16%</u>
Operating inc. (loss) before depr.	<u>(882,875.56)</u>	<u>(436,184.50)</u>	<u>-102.41%</u>	<u>(4,272,208.48)</u>	<u>(3,925,660.50)</u>	<u>-8.83%</u>
Depreciation	<u>168,250.00</u>	<u>168,250.00</u>	<u>0.00%</u>	<u>1,514,250.00</u>	<u>1,514,250.00</u>	<u>0.00%</u>
Operating income (loss)	<u>(1,051,125.56)</u>	<u>(604,434.50)</u>	<u>-73.90%</u>	<u>(5,786,458.48)</u>	<u>(5,439,910.50)</u>	<u>-6.37%</u>
Nonoperating expense:						
Interest expense	<u>2,746.94</u>	<u>3,166.67</u>	<u>13.25%</u>	<u>29,312.82</u>	<u>28,500.03</u>	<u>-2.85%</u>

EMSA Western
EMSA Western Division
For the Nine Months Ending March 31, 2012

	Month of March			For the 9 Months Ended March		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	\$2,746.94	\$3,166.67	13.25%	\$29,312.82	\$28,500.03	-2.85%
Nonoperating income - interest income	73.08		0.00%	502.86		0.00%
Net income (loss)	<u>(1,053,799.42)</u>	<u>(607,601.17)</u>	<u>-73.44%</u>	<u>(5,815,268.44)</u>	<u>(5,468,410.53)</u>	<u>-6.34%</u>

EMSA
EMSA Combined
For the Nine Months Ending March 31, 2012

	2012	2011
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$598,378.09)	\$249,651.39
Petty cash	1,200.00	1,700.00
Invested cash	<u>4,606,605.89</u>	<u>7,074,096.83</u>
	4,009,427.80	7,325,448.22
Patient accounts receivable:		
Patient accounts receivable	22,874,734.67	19,204,010.18
Receivables in collection	<u>26,192,999.68</u>	<u>21,666,999.68</u>
	49,067,734.35	40,871,009.86
Less allowance for contractual allowances and bad debts	<u>35,140,291.00</u>	<u>28,854,291.00</u>
Net patient accounts receivable	<u>13,927,443.35</u>	<u>12,016,718.86</u>
Other receivables:		
Due from contractor	655,922.42	358,654.83
Due from collection agency	23,097.06	25,933.69
Other miscellaneous receivables	<u>2,359,023.37</u>	<u>1,273,413.95</u>
	<u>3,038,042.85</u>	<u>1,658,002.47</u>
Other current assets:		
Prepaid assets	301,828.75	446,701.30
Other, principally funds held by trustee	<u>(22,107.07)</u>	<u>(45,671.55)</u>
	<u>279,721.68</u>	<u>401,029.75</u>
Total current assets	<u>21,254,635.68</u>	<u>21,401,199.30</u>
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	4,181,014.56	3,305,057.34
Capital Lease	<u>739,910.29</u>	<u>739,910.29</u>
	35,742,055.34	29,464,458.68
Less accumulated depreciation	<u>20,773,550.11</u>	<u>17,649,649.89</u>
Net property and equipment	14,968,505.23	11,814,808.79
Other assets	<u>12,960.00</u>	<u>14,676.67</u>
Total assets	<u>36,236,100.91</u>	<u>33,230,684.76</u>

EMSA
EMSA Combined
For the Nine Months Ending March 31, 2012

	2012	2011
Liabilities and Division Capital		
Current liabilities:		
Accounts payable and accrued liabilities	\$484,355.78	\$1,315,727.49
Due to contractor	8,677,044.29	8,211,422.32
Due to Quality Assurance Fund	61,278.06	40,482.88
Accrued retirement	195,240.24	178,617.22
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	20.80	123.41
Deferred revenue	1,388,081.37	1,577,639.07
Total current liabilities	11,646,291.91	12,249,329.33
Other liabilities	21,752.22	21,752.22
Total liabilities	11,668,044.13	12,271,081.55
Division capital:		
Contributed capital	50,221,893.85	40,898,323.25
Retained earnings (deficit)	(19,978,190.64)	(15,963,608.60)
Current year earnings (loss)	(5,675,646.43)	(3,975,111.44)
Total division capital	24,568,056.78	20,959,603.21
Total liabilities & division capital	36,236,100.91	33,230,684.76

EMSA
EMSA Eastern Division
For the Nine Months Ending March 31, 2012

	2012	2011
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	(\$767,255.07)	\$186,180.99
Petty cash	600.00	600.00
Invested cash	<u>4,584,976.68</u>	<u>4,758,146.35</u>
	3,818,321.61	4,944,927.34
Patient accounts receivable:		
Patient accounts receivable	10,361,479.26	8,533,657.75
Receivables in collection	<u>11,198,999.82</u>	<u>9,908,999.82</u>
	21,560,479.08	18,442,657.57
Less allowance for contractual allowances and bad debts	<u>15,472,710.00</u>	<u>13,468,710.00</u>
Net patient accounts receivable	<u>6,087,769.08</u>	<u>4,973,947.57</u>
Other receivables:		
Due from contractor	655,922.42	358,654.83
Due from collection agency	12,890.55	7,925.40
Other miscellaneous receivables	<u>2,359,003.20</u>	<u>1,273,413.95</u>
	<u>3,027,816.17</u>	<u>1,639,994.18</u>
Other current assets:		
Prepaid assets	132,554.44	205,025.87
Other, principally funds held by trustee	<u>(84,367.34)</u>	<u>(13,238.07)</u>
	<u>48,187.10</u>	<u>191,787.80</u>
Total current assets	<u>12,982,093.96</u>	<u>11,750,656.89</u>
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	2,327,085.38	1,574,304.13
Capital Lease	<u>338,087.66</u>	<u>338,087.66</u>
	20,007,062.45	16,863,768.15
Less accumulated depreciation	<u>11,601,298.58</u>	<u>9,837,981.08</u>
Net property and equipment	8,405,763.87	7,025,787.07
Other assets	<u>10,698.65</u>	<u>10,698.65</u>
Total assets	<u>21,398,556.48</u>	<u>18,787,142.61</u>

EMSA
EMSA Eastern Division
For the Nine Months Ending March 31, 2012

	2012	2011
Liabilities and Division Capital		
Current liabilities:		
Accounts payable and accrued liabilities	\$871,439.73	(\$536,113.75)
Due to contractor	3,847,521.36	3,707,127.83
Due to Quality Assurance Fund	61,278.06	40,482.88
Accrued retirement	102,192.24	96,138.25
Accrued salaries and wages	105,894.38	107,769.16
Accrued interest payable	20.80	123.41
Deferred revenue	432,023.82	503,139.22
Total current liabilities	5,420,370.39	3,918,667.00
Other liabilities	21,752.22	21,752.22
Total liabilities	5,442,122.61	3,940,419.22
Division capital:		
Contributed capital	5,129,914.96	4,885,550.36
Retained earnings (deficit)	10,686,896.90	9,799,408.17
Current year earnings (loss)	139,622.01	161,764.86
Total division capital	15,956,433.87	14,846,723.39
Total liabilities & division capital	21,398,556.48	18,787,142.61

EMSA Western
EMSA Western Division
For the Nine Months Ending March 31, 2012

	2012	2011
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	\$168,876.98	\$63,470.40
Petty cash	600.00	1,100.00
Invested cash	21,629.21	2,315,950.48
	191,106.19	2,380,520.88
Patient accounts receivable:		
Patient accounts receivable	12,513,255.41	10,670,352.43
Receivables in collection	14,993,999.86	11,757,999.86
	27,507,255.27	22,428,352.29
Less allowance for contractual allowances and bad debts	19,667,581.00	15,385,581.00
Net patient accounts receivable	7,839,674.27	7,042,771.29
Other receivables:		
Due from collection agency	10,206.51	18,008.29
Other miscellaneous receivables	20.17	
	10,226.68	18,008.29
Other current assets:		
Prepaid assets	169,274.31	241,675.43
Other, principally funds held by trustee	62,260.27	(32,433.48)
	231,534.58	209,241.95
Total current assets	8,272,541.72	9,650,542.41
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	1,853,929.18	1,730,753.21
Capital Lease	401,822.63	401,822.63
	15,734,992.89	12,600,690.53
Less accumulated depreciation	9,172,251.53	7,811,668.81
Net property and equipment	6,562,741.36	4,789,021.72
Other assets		
	2,261.35	3,978.02
Total assets	14,837,544.43	14,443,542.15

EMSA Western
EMSA Western Division
For the Nine Months Ending March 31, 2012

	2012	2011
Liabilities and Division Capital		
Current liabilities:		
Accounts payable and accrued liabilities	(\$387,083.95)	\$1,851,841.24
Due to contractor	4,829,522.93	4,504,294.49
Accrued retirement	93,048.00	82,478.97
Accrued salaries and wages	114,376.99	127,547.78
Current installments of long-term debt	620,000.00	690,000.00
Deferred revenue	956,057.55	1,074,499.85
Total current liabilities	6,225,921.52	8,330,662.33
Total liabilities	6,225,921.52	8,330,662.33
Division capital:		
Contributed capital	45,091,978.89	36,012,772.89
Retained earnings (deficit)	(30,665,087.54)	(25,763,016.77)
Current year earnings (loss)	(5,815,268.44)	(4,136,876.30)
Total division capital	8,611,622.91	6,112,879.82
Total liabilities & division capital	14,837,544.43	14,443,542.15

EMSA
Cash Rollforward
Year Ending June 30, 2012

	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	\$ 5,630,676	\$ 5,630,676	-	(216,785)	(216,785)	-	5,413,891	5,413,891	-
Net revenue collected	16,800,000	17,340,822	(540,822)	18,699,000	19,142,466	(443,466)	35,499,000	36,483,288	(984,288)
Utility bill receipts	3,384,701	3,600,000	(215,299)				3,384,701	3,600,000	(215,299)
TotalCare proceeds	21,618	-	21,618	182,556	215,000	(32,444)	204,174	215,000	(10,826)
Payment to contractor	(14,801,585)	(15,013,698)	212,113	(19,349,961)	(19,149,973)	(199,988)	(34,151,546)	(34,163,671)	12,125
Operating expenses/changes in WC	(4,769,674)	(3,972,532)	(797,142)	(3,992,270)	(4,107,466)	115,196	(8,761,944)	(8,079,998)	(681,946)
Capital expenditures	(3,141,800)	(2,737,503)	(404,297)	(2,796,463)	(2,466,000)	(330,463)	(5,938,263)	(5,203,503)	(734,760)
Net debt proceeds/(reduction)			-		(209,250)	209,250	-	(209,250)	209,250
Interest/other income	7,734	3,753	3,981	181		181	7,915	3,753	4,162
Other	299,568 (2)	369,747	(70,179)	8,051,932 (1)	8,051,932	-	8,351,500	8,421,679	(70,179)
Balance at March 31, 2012	<u>3,431,238</u>	<u>5,221,265</u>	<u>(1,790,027)</u>	<u>578,190</u>	<u>1,259,924</u>	<u>(681,734)</u>	<u>4,009,428</u>	<u>6,481,189</u>	<u>(2,471,761)</u>

(1) 26,997 - '11 Other Western Subsidy (2) 299,568 - '12 Other Eastern Subsidy

747,333 - '12 Edmond Subsidy
694,834 - '12 Other Western Subsidy
6,582,768- '12 Oklahoma City Subsidy
8,051,932

West - Cash 191,106
A/R 387,084

Net 578,190

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

EMSA
Statement of Cash Flows
Nine Months Ended 3/31/12

Eastern Division

Net Income (loss)		139,622
Add:		
Depreciation	1,796,247	
Increase in allowance for doubtful accounts	1,304,000	
Increase in deferred revenue	362,033	3,462,280
Changes in working capital:		
Increase in patient receivables	(2,216,793)	
Increase in other receivables	(318,699)	
Decrease in other assets	69,881	
Increase in accounts payable	1,689,031	
Decrease in accrued liabilities	(8,532)	(785,112)
Net Property Additions:		(2,327,085)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		154,776
Change in cash and cash equivalents:		644,481
Cash balance @6/30/11		3,173,841
Cash balance @3/31/12		3,818,322
Change in cash		644,481

EMSA
Statement of Cash Flows
Nine Months Ended 3/31/12

Western Division

Net income (loss)		(5,815,268)
Add: Depreciation	1,514,250	
Increase in allowance for doubtful accounts	3,259,000	
Increase in deferred revenue	555,338	<u>5,328,588</u>
Changes in working capital:		
Increase in patient receivables	(3,858,060)	
Increase in other receivables	(2,666)	
Increase in other assets	(90,472)	
Decrease in accounts payable	(3,806,600)	
Decrease in accrued liabilities	(4,186)	<u>(7,761,984)</u>
Net Property (Additions)/Dispositions		(1,853,929)
Change in other non-current assets		1,717
Debt Service/Loan proceeds		-
Contributed Capital		8,051,932
Change in cash and cash equivalents:		<u>(2,048,944)</u>
Cash balance @6/30/11		2,240,050
Cash balance @3/31/12		191,106
Change in cash		<u>(2,048,944)</u>

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

Through March

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
2012 Ambulances (nine)			
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	49,801	(29,801)
On board equipment:			
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
CAD and radio equipment:			
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
			-
Building expenses:			
Garage	15,000		15,000
Lansing remodel	381,000	380,834	166
Miscellaneous	38,000	29,108	8,892
Computer equipment:			
Serverupgrade (network)	40,000	12,724	27,276
Billing/CAD system hardware	10,000		10,000
Web site development	15,000	6,292	8,708
UPS batteries	5,000		5,000
Miscellaneous	50,000	5,762	44,238
TOTAL	4,268,400	3,483,816	784,584
Budgeted Previous Year Paid Previous Year	618,000	245,000	
Budgeted Current Year Paid Previous Year		97,016	
Current Year Expenditures		3,141,800	
Budgeted Previous Year Paid Current Year		311,178	
Current Year Budget	<u>3,650,400</u>	<u>2,830,622</u>	<u>819,778</u>

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

Through March

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
<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)
On board equipment:			
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		35,000
CAD and radio equipment:			
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	122,004	40,996
			-
Building expenses:			
Parking lot and grounds	5,000		5,000
Office furniture	10,000	18,969	(8,969)
Miscellaneous	42,000	6,832	35,168
Computer equipment:			
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	6,715	43,285
TOTAL	3,288,000	2,905,864	382,136
Budgeted Current Year Paid Prior Year		109,401	
Current Year Expenditures	3,288,000	2,796,463	491,537

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>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	43,063	40,996	42,038
Non-emergency	909	880	904	770	825	868	869	781	778	7,584	8,108	8,482
Total	5,875	5,843	5,476	5,617	5,349	5,472	5,582	5,465	5,968	50,647	49,104	50,520
Unit hours	14,165	14,162	13,911	13,514	13,402	14,376	14,150	13,295	14,057	125,032	124,785	
% of total system hours	46.5%	46.1%	46.3%	45.0%	45.4%	46.4%	46.8%	46.9%	46.6%	46.2%	47.0%	46.0%
<i>Gross revenue by payor:</i>												
Medicare	43%	42%	45%	42%	43%	46%	44%	44%	43%	43%	44%	
Medicaid	17%	18%	18%	18%	17%	15%	18%	18%	17%	17%	17%	
Private insurance	14%	15%	14%	16%	15%	15%	15%	16%	15%	15%	13%	
Uninsured and other	26%	25%	23%	24%	25%	24%	23%	22%	25%	25%	26%	
	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%	58.9%	66.8%	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)	\$ 139,622	\$ 161,765	\$ 154,856
<i>Days in A/R</i>	75.7	80.1	86.5	77.1	77.4	80.8	79.5	78.6	82.4	N/A	75.5	
<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	N/A	\$ 1,577,000	
<i>Current ratio</i>	3.54	3.40	6.31	2.58	2.52	2.45	2.65	2.41	2.40	N/A	3.00	

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>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	51,918	48,631	49,771
Non-emergency	180	192	160	196	165	216	228	288	352	1,977	2,696	2,553
Total	6,098	6,245	5,657	5,921	5,701	5,856	5,968	5,926	6,523	53,895	51,327	52,324
Unit hours	18,500	18,772	18,272	18,699	18,224	18,821	18,293	17,100	18,327	165,008	159,944	
% of total system hours	53.5%	53.9%	53.7%	55.0%	54.6%	53.6%	53.2%	53.1%	53.4%	53.8%	53.0%	54.0%
<i>% of gross revenue by payor:</i>												
Medicare	43%	42%	42%	42%	43%	44%	44%	44%	44%	43%	45%	
Medicaid	16%	16%	16%	17%	18%	16%	16%	17%	16%	16%	16%	
Private insurance	14%	15%	15%	15%	14%	16%	16%	16%	16%	15%	14%	
Uninsured and other	27%	27%	27%	26%	25%	24%	24%	23%	24%	26%	25%	
	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%	57.6%	66.6%	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)	\$ (5,815,268)	\$ (3,663,692)	\$ (5,468,411)
<i>Days in A/R</i>	82.0	80.6	93.9	85.3	83.1	83.6	84.7	82.3	88.6	N/A	83.1	
<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	N/A	\$ 2,170,000	
<i>Current ratio</i>	0.98	1.05	1.06	1.04	1.13	1.21	1.23	1.35	1.33	N/A	0.87	

