M E M O R A N D U M

Date: October 26, 2011

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – September 2011**

Attached you will find financial statements for September 2011. 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 profit of $5 thousand compared to a budgeted profit of $52 thousand, and the Western Division had a net loss of $1,814 thousand compared to a budgeted net loss of $1,822 thousand.

A review of our cash and working capital position will show that cash generated from operations is approximately $1 million under budget. This is primarily due to the billing department falling behind during August due to higher than normal medical absences. The billing is now current and it is expected that the cash flow will normalize during October and November.

Combined Balance Sheets

Following is a discussion of significant assets and liabilities at September 30, 2011, and how the balances have changed from the prior year.

Other Miscellaneous Receivables

This balance represents three months of accrued utility bill receipts. There is a three month lag between the time utility bills are sent out to when the receipts are remitted to EMSA.

Due to Contractor

The due to contractor balance represents our liability to Paramedics Plus for August and September 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 $657 thousand (3.5%) and Western exceeds budget by $927 thousand (4.7%).
Gross patient service revenue variances are primarily the result of differences between actual and budgeted transports for fiscal 2012. The Eastern Division had 386 more emergency transports than budgeted (2.7%); non-emergency transports were 156 less than budget (5.5%). The Western Division emergency transports were more than budget by 757 (4.5%) and non-emergencies were 325 less than budget (38%).

The year-to-date collection rate is 53% for the Eastern Division compared to a budget of 60% and an actual for fiscal 2011 of 73%. The year-to-date collection rate is 49% for the Western Division compared to a budget of 60% and an actual for fiscal 2011 of 76%.

cc: Stephen Williamson – EMSA
Angela Lehman - EMSA
Mike Albright – EMSA
Don Cannon – Tulsa City Council
Doug Dowler – City of Oklahoma City

EMSA
EMSA Combined
For the Three Months Ending September 30, 2011

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	$11,031,900.00	$11,210,833.33	-1.60%	$35,271,500.00	$33,632,499.99	4.87%
Non-emergency base rate	390,588.70	436,242.00	-10.47%	1,194,482.46	1,308,726.00	-8.73%
Mileage	623,511.00	652,516.50	-4.45%	1,957,095.00	1,957,549.50	-0.02%
Special events	55,612.50	19,041.67	192.06%	77,343.75	57,125.01	35.39%
Subscription membership	22,369.63	25,750.00	-13.13%	45,593.31	77,250.00	-40.98%
Other revenue	415,958.38	400,500.00	3.86%	1,272,734.14	1,201,500.00	5.93%
	12,539,940.21	12,744,883.50	-1.61%	39,818,748.66	38,234,650.50	4.14%
Deductions from revenue:						
Contractual allowances and bad debts	7,886,699.30	8,228,000.00	4.15%	25,518,078.65	24,684,000.00	-3.38%
Collection fees and expenses	71,109.19	47,916.67	-48.40%	205,207.53	143,750.01	-42.75%
	7,957,808.49	8,275,916.67	3.84%	25,723,286.18	24,827,750.01	-3.61%
Net patient service revenue	4,582,131.72	4,468,966.83	2.53%	14,095,462.48	13,406,900.49	5.14%
Operating expenses other than depreciation:						
Ambulance contract expense	3,820,527.36	3,792,500.00	-0.74%	12,024,203.80	11,377,500.00	-5.68%
Employee compensation & benefits	261,416.31	257,943.58	-1.35%	778,934.34	773,830.74	-0.66%
Medical supplies	122,308.37	117,125.00	-4.43%	377,196.75	351,375.00	-7.35%
Building rent, utilities and maintenance	75,047.88	76,258.33	1.59%	234,365.89	228,774.99	-2.44%
Equipment maintenance	137,932.47	106,833.33	-29.11%	314,161.90	320,499.99	1.98%
TotalCare campaign	2,617.17	4,916.67	46.77%	7,326.54	14,750.01	50.33%
Quality assurance fees	61,791.67	61,791.67	0.00%	185,375.01	185,375.01	0.00%
Telephone	62,739.67	67,666.67	7.28%	193,453.17	203,000.01	4.70%
Professional services	22,357.83	17,549.99	-27.40%	93,020.14	52,649.97	-76.68%
Miscellaneous supplies	30,092.63	26,250.00	-14.64%	85,399.48	78,750.00	-8.44%
Postage and courier service	4,750.19	7,550.00	37.08%	20,539.71	22,650.00	9.32%
Equipment lease	8,284.54	9,566.68	13.40%	28,834.99	28,700.04	-0.47%
Other fees and expenses	102,801.16	110,458.33	6.93%	338,278.01	331,374.99	-2.08%
Community relations	14,150.70	8,699.99	-62.65%	35,947.18	26,099.97	-37.73%
Office supplies	4,461.44	4,291.66	-3.96%	12,018.19	12,874.98	6.65%
Insurance	14,146.71	10,751.52	-31.58%	34,995.09	32,254.56	-8.50%
Travel, meals, and training	17,630.68	8,624.99	-104.41%	31,107.36	25,874.97	-20.22%
	4,763,056.78	4,688,778.41	-1.58%	14,795,157.55	14,066,335.23	-5.18%
Operating inc. (loss) before depr.	(180,925.06)	(219,811.58)	17.69%	(699,695.07)	(659,434.74)	-6.11%
Depreciation	367,833.00	367,833.33	0.00%	1,103,499.00	1,103,499.99	0.00%
Operating income (loss)	(548,758.06)	(587,644.91)	6.62%	(1,803,194.07)	(1,762,934.73)	-2.28%
Nonoperating expense:						
Interest expense	5,107.88	3,166.67	-61.30%	11,174.81	9,500.01	-17.63%

EMSA
EMSA Combined
For the Three Months Ending September 30, 2011

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	$5,107.88	$3,166.67	-61.30%	$11,174.81	$9,500.01	-17.63%
Nonoperating income - interest income	3,279.34	416.67	687.04%	5,685.86	1,250.01	354.87%
Net income (loss)	(550,586.60)	(590,394.91)	6.74%	(1,808,683.02)	(1,771,184.73)	-2.12%

EMSA
EMSA Eastern Division
For the Three Months Ending September 30, 2011

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	$5,035,800.00	$5,133,333.33	-1.90%	$16,018,200.00	$15,399,999.99	4.01%
Non-emergency base rate	320,661.94	324,875.00	-1.30%	954,650.00	974,625.00	-2.05%
Mileage	307,899.00	319,002.00	-3.48%	938,232.00	957,006.00	-1.96%
Special events	18,222.50	7,791.67	133.87%	32,453.75	23,375.01	38.84%
Subscription membership	7,098.09	7,833.33	-9.39%	20,113.18	23,499.99	-14.41%
Other revenue	415,847.38	400,000.00	3.96%	1,272,545.64	1,200,000.00	6.05%
	6,105,528.91	6,192,835.33	-1.41%	19,236,194.57	18,578,505.99	3.54%
Deductions from revenue:						
Contractual allowances and bad debts	3,680,080.48	3,850,000.00	4.41%	11,835,445.25	11,550,000.00	-2.47%
Collection fees and expenses	38,497.87	16,666.67	-130.99%	102,782.42	50,000.01	-105.56%
	3,718,578.35	3,866,666.67	3.83%	11,938,227.67	11,600,000.01	-2.92%
Net patient service revenue	2,386,950.56	2,326,168.66	2.61%	7,297,966.90	6,978,505.98	4.58%
Operating expenses other than depreciation:						
Ambulance contract expense	1,675,784.10	1,666,666.67	-0.55%	5,288,651.51	5,000,000.01	-5.77%
Employee compensation & benefits	123,565.23	118,654.00	-4.14%	369,553.14	355,962.00	-3.82%
Medical supplies	83,593.01	70,108.34	-19.23%	223,091.60	210,325.02	-6.07%
Building rent, utilities and maintenance	21,483.06	22,608.32	4.98%	77,012.22	67,824.96	-13.55%
Equipment maintenance	62,426.72	50,333.33	-24.03%	148,412.53	150,999.99	1.71%
TotalCare campaign	1,143.12	2,000.00	42.84%	3,406.64	6,000.00	43.22%
Quality assurance fees	29,725.00	29,725.00	0.00%	89,175.00	89,175.00	0.00%
Telephone	28,321.23	28,166.67	-0.55%	90,929.48	84,500.01	-7.61%
Professional services	10,693.02	8,249.99	-29.61%	43,802.59	24,749.97	-76.98%
Miscellaneous supplies	15,236.21	12,208.33	-24.80%	36,047.07	36,624.99	1.58%
Postage and courier service	2,224.45	3,166.67	29.75%	9,495.22	9,500.01	0.05%
Equipment lease	1,784.94	2,233.34	20.08%	7,322.13	6,700.02	-9.29%
Other fees and expenses	75,359.16	79,125.00	4.76%	255,106.53	237,375.00	-7.47%
Community relations	8,596.39	4,991.66	-72.22%	18,718.99	14,974.98	-25.00%
Office supplies	2,061.32	1,916.66	-7.55%	5,459.10	5,749.98	5.06%
Insurance	7,292.77	5,725.09	-27.38%	18,927.01	17,175.27	-10.20%
Travel, meals, and training	8,180.56	3,916.67	-108.87%	14,287.05	11,750.01	-21.59%
	2,157,470.29	2,109,795.74	-2.26%	6,699,397.81	6,329,387.22	-5.85%
Operating inc. (loss) before depr.	229,480.27	216,372.92	6.06%	598,569.09	649,118.76	-7.79%
Depreciation	199,583.00	199,583.33	0.00%	598,749.00	598,749.99	0.00%
Operating income (loss)	29,897.27	16,789.59	78.07%	(179.91)	50,368.77	-100.36%
Nonoperating expense:						

EMSA
EMSA Eastern Division
For the Three Months Ending September 30, 2011

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating income - interest income	$3,158.37	$416.67	658.00%	$5,360.10	$1,250.01	328.80%
Net income (loss)	33,055.64	17,206.26	-92.11%	5,180.19	51,618.78	89.96%

EMSA Western
EMSA Western Division
For the Three Months Ending September 30, 2011

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	$5,996,100.00	$6,077,500.00	-1.34%	$19,253,300.00	$18,232,500.00	5.60%
Non-emergency base rate	69,926.76	111,367.00	-37.21%	239,832.46	334,101.00	-28.22%
Mileage	315,612.00	333,514.50	-5.37%	1,018,863.00	1,000,543.50	1.83%
Special events	37,390.00	11,250.00	232.36%	44,890.00	33,750.00	33.01%
Subscription membership	15,271.54	17,916.67	-14.76%	25,480.13	53,750.01	-52.60%
Other revenue	111.00	500.00	-77.80%	188.50	1,500.00	-87.43%
	6,434,411.30	6,552,048.17	-1.80%	20,582,554.09	19,656,144.51	4.71%
Deductions from revenue:						
Contractual allowances and bad debts	4,206,618.82	4,378,000.00	3.91%	13,682,633.40	13,134,000.00	-4.18%
Collection fees and expenses	32,611.32	31,250.00	-4.36%	102,425.11	93,750.00	-9.25%
	4,239,230.14	4,409,250.00	3.86%	13,785,058.51	13,227,750.00	-4.21%
Net patient service revenue	2,195,181.16	2,142,798.17	2.44%	6,797,495.58	6,428,394.51	5.74%
Operating expenses other than depreciation:						
Ambulance contract expense	2,144,743.26	2,125,833.33	-0.89%	6,735,552.29	6,377,499.99	-5.61%
Employee compensation & benefits	137,851.08	139,289.58	1.03%	409,381.20	417,868.74	2.03%
Medical supplies	38,715.36	47,016.66	17.66%	154,105.15	141,049.98	-9.26%
Building rent, utilities and maintenance	53,564.82	53,650.01	0.16%	157,353.67	160,950.03	2.23%
Equipment maintenance	75,505.75	56,500.00	-33.64%	165,749.37	169,500.00	2.21%
TotalCare campaign	1,474.05	2,916.67	49.46%	3,919.90	8,750.01	55.20%
Quality assurance fees	32,066.67	32,066.67	0.00%	96,200.01	96,200.01	0.00%
Telephone	34,418.44	39,500.00	12.86%	102,523.69	118,500.00	13.48%
Professional services	11,664.81	9,300.00	-25.43%	49,217.55	27,900.00	-76.41%
Miscellaneous supplies	14,856.42	14,041.67	-5.80%	49,352.41	42,125.01	-17.16%
Postage and courier service	2,525.74	4,383.33	42.38%	11,044.49	13,149.99	16.01%
Equipment lease	6,499.60	7,333.34	11.37%	21,512.86	22,000.02	2.21%
Other fees and expenses	27,442.00	31,333.33	12.42%	83,171.48	93,999.99	11.52%
Community relations	5,554.31	3,708.33	-49.78%	17,228.19	11,124.99	-54.86%
Office supplies	2,400.12	2,375.00	-1.06%	6,559.09	7,125.00	7.94%
Insurance	6,853.94	5,026.43	-36.36%	16,068.08	15,079.29	-6.56%
Travel, meals, and training	9,450.12	4,708.32	-100.71%	16,820.31	14,124.96	-19.08%
	2,605,586.49	2,578,982.67	-1.03%	8,095,759.74	7,736,948.01	-4.64%
Operating inc. (loss) before depr.	(410,405.33)	(436,184.50)	5.91%	(1,298,264.16)	(1,308,553.50)	0.79%
Depreciation	168,250.00	168,250.00	0.00%	504,750.00	504,750.00	0.00%
Operating income (loss)	(578,655.33)	(604,434.50)	4.27%	(1,803,014.16)	(1,813,303.50)	0.57%
Nonoperating expense:						
Interest expense	5,107.88	3,166.67	-61.30%	11,174.81	9,500.01	-17.63%

EMSA Western
EMSA Western Division
For the Three Months Ending September 30, 2011

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	$5,107.88	$3,166.67	-61.30%	$11,174.81	$9,500.01	-17.63%
Nonoperating income - interest income	120.97		0.00%	325.76		0.00%
Net income (loss)	(583,642.24)	(607,601.17)	3.94%	(1,813,863.21)	(1,822,803.51)	0.49%

EMSA
EMSA Combined
For the Three Months Ending September 30, 2011

	2012	2011
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	($1,022,194.92)	$104,500.70
Petty cash	1,200.00	1,700.00
Invested cash	5,106,195.97	5,839,371.63
	4,085,201.05	5,945,572.33
Patient accounts receivable:		
Patient accounts receivable	22,616,605.25	17,832,279.72
Receivables in collection	24,268,999.68	19,053,999.68
	46,885,604.93	36,886,279.40
Less allowance for contractual allowances and bad debts	32,840,291.00	25,979,291.00
Net patient accounts receivable	14,045,313.93	10,906,988.40
Other receivables:		
Due from contractor	449,050.46	777,023.54
Due from collection agency	19,418.89	35,448.68
Other miscellaneous receivables	1,488,437.00	1,227,600.49
	1,956,906.35	2,040,072.71
Other current assets:		
Prepaid assets	332,670.42	298,689.89
Other, principally funds held by trustee	(6,614.87)	(11,412.02)
	326,055.55	287,277.87
Total current assets	20,413,476.88	19,179,911.31
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	920,262.64	1,117,878.11
Capital Lease	739,910.29	739,910.29
	32,481,303.42	27,277,279.45
Less accumulated depreciation	18,566,552.11	15,490,645.89
Net property and equipment	13,914,751.31	11,786,633.56
Other assets	14,676.67	14,676.67
Total assets	34,342,904.86	30,981,221.54

EMSA
EMSA Combined
For the Three Months Ending September 30, 2011

	2012	2011
Liabilities and Division Capital		
Current liabilites:		
Accounts payable and accrued liabilities	$921,111.42	$1,622,784.93
Due to contractor	8,773,041.60	8,009,572.39
Due to Quality Assurance Fund	59,251.14	179,196.72
Accrued retirement	64,828.39	62,100.26
Accrued salaries and wages	220,271.37	235,316.94
Current installments of long-term debt	620,000.00	830,000.00
Accrued interest payable	12.21	
Deferred revenue	1,351,328.72	994,619.94
Total current liabilities	12,009,844.85	11,933,591.18
Other liabilities	21,752.22	21,752.22
Total liabilities	12,031,597.07	11,955,343.40
Division capital:		
Contributed capital	44,098,181.45	35,894,275.55
Retained earnings (deficit)	(19,978,190.64)	(15,963,608.60)
Current year earnings (loss)	(1,808,683.02)	(904,788.81)
Total division capital	22,311,307.79	19,025,878.14
Total liabilities & division capital	34,342,904.86	30,981,221.54

EMSA
EMSA Eastern Division
For the Three Months Ending September 30, 2011

	2012	2011
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	($1,250,681.40)	($102,181.41)
Petty cash	600.00	600.00
Invested cash	2,539,308.87	3,658,083.53
	1,289,227.47	3,556,502.12
Patient accounts receivable:		
Patient accounts receivable	10,107,880.44	8,404,665.43
Receivables in collection	10,995,999.82	8,133,999.82
	21,103,880.26	16,538,665.25
Less allowance for contractual allowances and bad debts	15,147,710.00	11,948,710.00
Net patient accounts receivable	5,956,170.26	4,589,955.25
Other receivables:		
Due from contractor	449,050.46	525,023.54
Due from collection agency	9,855.80	9,913.20
Other miscellaneous receivables	1,488,437.00	1,227,600.49
	1,947,343.26	1,762,537.23
Other current assets:		
Prepaid assets	153,531.60	143,262.42
Other, principally funds held by trustee	(166,546.12)	51,789.79
	(13,014.52)	195,052.21
Total current assets	9,179,726.47	10,104,046.81
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	667,255.47	666,496.97
Capital Lease	338,087.66	338,087.66
	18,347,232.54	15,955,960.99
Less accumulated depreciation	10,403,800.58	8,672,481.08
Net property and equipment	7,943,431.96	7,283,479.91
Other assets	10,698.65	10,698.65
Total assets	17,133,857.08	17,398,225.37

EMSA
EMSA Eastern Division
For the Three Months Ending September 30, 2011

	2012	2011
Liabilities and Division Capital		
Current liabilites:		
Accounts payable and accrued liabilities	($2,986,124.55)	($1,697,171.82)
Due to contractor	3,848,421.31	3,612,903.76
Due to Quality Assurance Fund	59,251.14	179,196.72
Accrued retirement	34,102.86	33,314.92
Accrued salaries and wages	105,894.38	107,769.16
Accrued interest payable	12.21	
Deferred revenue	393,883.86	407,698.46
Total current liabilities	1,455,441.21	2,643,711.20
Other liabilities	21,752.22	21,752.22
Total liabilities	1,477,193.43	2,665,463.42
Division capital:		
Contributed capital	4,964,586.56	4,743,433.66
Retained earnings (deficit)	10,686,896.90	9,799,408.17
Current year earnings (loss)	5,180.19	189,920.12
Total division capital	15,656,663.65	14,732,761.95
Total liabilities & division capital	17,133,857.08	17,398,225.37

EMSA Western
EMSA Western Division
For the Three Months Ending September 30, 2011

Assets

	2012	2011
Current assets:		
Cash and cash equivalents:		
Cash in banks	$228,486.48	$206,682.11
Petty cash	600.00	1,100.00
Invested cash	2,566,887.10	2,181,288.10
	2,795,973.58	2,389,070.21
Patient accounts receivable:		
Patient accounts receivable	12,508,724.81	9,427,614.29
Receivables in collection	13,272,999.86	10,919,999.86
	25,781,724.67	20,347,614.15
Less allowance for contractual allowances and bad debts	17,692,581.00	14,030,581.00
Net patient accounts receivable	8,089,143.67	6,317,033.15
Other receivables:		
Due from contractor		252,000.00
Due from collection agency	9,563.09	25,535.48
	9,563.09	277,535.48
Other current assets:		
Prepaid assets	179,138.82	155,427.47
Other, principally funds held by trustee	159,931.25	(63,201.81)
	339,070.07	92,225.66
Total current assets	11,233,750.41	9,075,864.50
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	253,007.17	451,381.14
Capital Lease	401,822.63	401,822.63
	14,134,070.88	11,321,318.46
Less accumulated depreciation	8,162,751.53	6,818,164.81
Net property and equipment	5,971,319.35	4,503,153.65
Other assets	3,978.02	3,978.02
Total assets	17,209,047.78	13,582,996.17

EMSA Western
EMSA Western Division
For the Three Months Ending September 30, 2011

	2012	2011
Liabilities and Division Capital		
Current liabilites:		
Accounts payable and accrued liabilities	$3,907,235.97	$3,319,956.75
Due to contractor	4,924,620.29	4,396,668.63
Accrued retirement	30,725.53	28,785.34
Accrued salaries and wages	114,376.99	127,547.78
Current installments of long-term debt	620,000.00	830,000.00
Deferred revenue	957,444.86	586,921.48
Total current liabilities	10,554,403.64	9,289,879.98
Total liabilities	10,554,403.64	9,289,879.98
Division capital:		
Contributed capital	39,133,594.89	31,150,841.89
Retained earnings (deficit)	(30,665,087.54)	(25,763,016.77)
Current year earnings (loss)	(1,813,863.21)	(1,094,708.93)
Total division capital	6,654,644.14	4,293,116.19
Total liabilities & division capital	17,209,047.78	13,582,996.17

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	5,416,000	5,822,000	(406,000)	5,778,657	6,427,000	(648,343)	11,194,657	12,249,000	(1,054,343)
Utility bill receipts	1,678,467	1,200,000	478,467				1,678,467	1,200,000	478,467
TotalCare proceeds	14,769	-	14,769	162,773	215,000	(52,227)	177,542	215,000	(37,458)
Payment to contractor	(4,910,394)	(5,038,000)	127,606	(6,232,921)	(6,430,000)	197,079	(11,143,315)	(11,468,000)	324,685
Operating expenses/changes in WC	(1,891,380)	(1,334,000)	(557,380)	(1,610,966)	(1,402,000)	(208,966)	(3,502,346)	(2,736,000)	(766,346)
Capital expenditures	(1,055,175)	(913,000)	(142,175)	(774,909)	(822,000)	47,091	(1,830,084)	(1,735,000)	(95,084)
Net debt proceeds/(reduction)			-		(70,000)	70,000	-	(70,000)	70,000
Interest/other income	2,791	-	2,791	121		121	2,912	-	2,912
Other	(2)	123,000	(123,000)	2,093,548	(1) 2,093,548	-	2,093,548	2,216,548	(123,000)
Balance at September 30, 2011	4,885,754	5,490,676	(604,922)	(800,482)	(205,237)	(595,245)	4,085,272	5,285,439	(1,200,167)

(1) 26,997 - '11 Other Western Subsidy
0 - '12 Edmond Subsidy
216,763 -'12 Other Western Subsidy
1,849,788- '12 Oklahoma City Subsidy
2,093,548

(2) - - '12 Other Eastern Subsidy

West - Cash	2,795,974
A/P	(3,596,456)
Net	(800,482)

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

EMSA
Statement of Cash Flows
Three Months Ended 9/30/11

Eastern Division

Net Income (loss)		5,180
Add: Depreciation	598,749	
Increase in allowance for doubtful accounts	979,000	
Increase in deferred revenue	323,893	1,901,642
Changes in working capital:		
Increase in patient receivables	(1,760,194)	
Decrease in other receivables	761,774	
Decrease in other assets	131,083	
Decrease in accounts payable	(2,169,661)	
Decrease in accrued liabilities	(76,630)	(3,113,628)
Net Property Additions:		(667,256)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		(10,552)
Change in cash and cash equivalents:		(1,884,614)

Cash balance @6/30/11	3,173,841
Cash balance @9/30/11	1,289,227
Change in cash	(1,884,614)

EMSA
Statement of Cash Flows
Three Months Ended 9/30/11

Western Division

Net income (loss)		(1,813,863)
Add: Depreciation	504,750	
Increase in allowance for doubtful accounts	1,284,000	
Increase in deferred revenue	556,725	2,345,475
Changes in working capital:		
Increase in patient receivables	(2,132,530)	
Increase in other receivables	(2,002)	
Increase in other assets	(198,005)	
Increase in accounts payable	582,817	
Decrease in accrued liabilities	(66,509)	(1,816,229)
Net Property (Additions)/Dispositions		(253,007)
Debt Service/Loan proceeds		-
Contributed Capital		2,093,548
Change in cash and cash equivalents:		555,924

Cash balance @6/30/11	2,240,050
Cash balance @9/30/12	2,795,974
Change in cash	555,924

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

Through September

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
2012 remount project (nine)			
New units	1,460,000	431,287	1,028,713
Support vehicle	30,000		30,000
Bariatric upgrade	20,000		20,000
Miscellaneous	20,000		20,000
On board equipment:			
Power cots	582,100	291,048	291,052
Lifepack 15's	202,000	100,900	101,100
First responder equipment	203,000	8	202,992
Equipment for new units	64,000		64,000
Ventilators	260,000	41,980	218,020
Miscellaneous	28,000		28,000
CAD and radio equipment:			
Base station upgrade	50,000		50,000
Saber III portables	19,200		19,200
Equipment for new units	78,100		78,100
Clinical conputer pads	180,000		180,000
			-
Building expenses:			
Garage	15,000		15,000
Lansing remodel	281,000	167,589	113,411
Miscellaneous	38,000	4,100	33,900
Computer equipment:			
Serverupgrade (network)	40,000	10,612	29,388
Billing/CAD system hardware	10,000		10,000
Web site development	15,000	1,889	13,111
UPS batteries	5,000		5,000
Miscellaneous	50,000	5,762	44,238
TOTAL	3,650,400	1,055,175	2,595,225

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

Through September

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
2012 remount project (ten)			
New units	1,440,000	138,561	1,301,439
Bariatric upgrade	20,000		20,000
Miscellaneous	20,000	38,424	(18,424)
On board equipment:			
Power cots	657,000	328,203	328,797
Lifepack 15's	404,000	201,830	202,170
Equipment for new units	64,000		64,000
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	8	74,992
Base station upgrade	40,000		40,000
Clinical computer pads	150,000		150,000
Radio infrastructure (NG911)	163,000	40,668	122,332
			-
Building expenses:			
Parking lot and grounds	5,000		5,000
Office furniture	10,000	1,474	8,526
Miscellaneous	42,000	4,496	37,504
Computer equipment:			
Web site development	15,000	2,182	12,818
UPS batteries	8,000		8,000
Server upgrade	47,000	12,348	34,652
Miscellaneous	50,000	6,715	43,285
TOTAL	3,288,000	774,909	2,513,091

EMSA

Key Financial Indicators

Fiscal Year Ending June 30, 2012

Eastern Division

	Jul-11	Aug-11	Sep-11	Year-to-date	Prior Year	Budget
Transports:						
Emergency	4,966	4,963	4,572	14,501	13,971	14,115
Non-emergency	909	880	904	2,693	2,739	2,849
Total	5,875	5,843	5,476	17,194	16,710	16,964
Unit hours	14,165	14,162	13,911	42,238	42,152	
% of total system hours	46.5%	46.1%	46.3%	46.3%	47.2%	46.0%
Gross revenue by payor:						
Medicare	43%	42%	45%	43%	42%	
Medicaid	17%	18%	18%	17%	16%	
Private insurance	14%	15%	14%	14%	14%	
Uninsured and other	26%	25%	23%	26%	28%	
	100%	100%	100%	100%	100%	
Collection rate	45.8%	60.0%	55.9%	53.6%	75.3%	60.0%
Net income (loss)	$ (180,121)	$ 152,246	$ 33,056	$ 5,181	$ 189,920	$ 51,619
Days in A/R	75.7	80.1	86.5	N/A	73.6	
Past due A/R	$ 1,779,000	$ 1,826,000	$ 1,842,000	N/A	$ 1,278,000	
Current ratio	3.54	3.40	6.31	N/A	3.82	

EMSA
Key Financial Indicators
Fiscal Year Ending June 30, 2012

Western Division

	Jul-11	Aug-11	Sep-11	Year-to-date	Prior Year	Budget
Transports:						
Emergency	5,918	6,053	5,497	17,468	16,210	16,711
Non-emergency	180	192	160	532	943	857
Total	6,098	6,245	5,657	18,000	17,153	17,568
Unit hours	18,500	18,772	18,272	55,544	53,664	
% of total system hours	53.5%	53.9%	53.7%	53.7%	52.8%	54.0%
% of gross revenue by payor:						
Medicare	43%	42%	42%	42%	42%	
Medicaid	16%	16%	16%	16%	17%	
Private insurance	14%	15%	15%	15%	14%	
Uninsured and other	27%	27%	27%	27%	27%	
	100%	100%	100%	100%	100%	
Collection rate	43.9%	56.0%	48.6%	49.4%	78.0%	60.0%
Net income (loss)	$ (536,182)	$ (694,039)	$ (583,642)	$ (1,813,863)	$ (1,094,709)	$ (1,822,804)
Days in A/R	82.0	80.6	93.9	N/A	77.0	
Past due A/R	$ 2,268,000	$ 2,197,000	$ 2,317,000	N/A	$ 1,530,000	
Current ratio	0.98	1.05	1.06	N/A	0.98	

EMSA Eastern Division

Transports and Requests for Service

Fiscal Year Ending June 30, 2012

	Jul-11	Aug-11	Sep-11	Y-T-D	Budget	Variance #	Variance %
Transports:							
Code 1	1,894	1,868	1,754	5,516			
Code 2	3,072	3,095	2,818	8,985			
Total emergencies	4,966	4,963	4,572	14,501	14,115	386	2.7%
Code 3	886	850	885	2,621			
Code 4	23	30	19	72			
Total non-emergencies	909	880	904	2,693	2,849	(156)	(5.5%)
Total transports	5,875	5,843	5,476	17,194	16,964	230	1.4%
Cancelled calls	234	245	198	677			
No hauls	1,848	1,790	1,687	5,325			
Total requests for service	7,957	7,878	7,361	23,196			
Transports/day:							
Emergencies	160.2	160.1	152.4	157.6	153.4	4.2	
Non-emergencies	29.3	28.4	30.1	29.3	31.0	(1.7)	
	189.5	188.5	182.5	186.9	184.4	2.5	
Percent of total transports:							
Emergencies	84.5%	84.9%	83.5%	84.3%	83.2%		
Non-emergencies	15.5%	15.1%	16.5%	15.7%	16.8%		
	100.0%	100.0%	100.0%	100.0%	100.0%		
Unit hours	14,165	14,162	13,911	42,238			
				-			
Percent of total unit hours:				-			
Eastern Division	46.5%	46.1%	46.3%	46.3%	46.0%		
Western Division	53.5%	53.9%	53.7%	53.7%	54.0%		
	100.0%	100.0%	100.0%	100.0%	100.0%		

EMSA Western Division

Transports and Requests for Service

Fiscal Year Ending June 30, 2012

	Jul-11	Aug-11	Sep-11	Y-T-D	Budget	Variance #	Variance %
Transports:							
Code 1	2,331	2,310	2,215	6,856			
Code 2	3,587	3,743	3,282	10,612			
Total emergencies	5,918	6,053	5,497	17,468	16,711	757	4.5%
Code 3	177	189	157	523			
Code 4	3	3	3	9			
Total non-emergencies	180	192	160	532	857	(325)	(37.9%)
Total transports	6,098	6,245	5,657	18,000	17,568	432	2.5%
Cancelled calls	365	353	295	1,013			
No hauls	1,568	1,598	1,434	4,600			
Total requests for service	8,031	8,196	7,386	23,613			
Transports/day:							
Emergencies	190.9	195.3	183.2	189.9	181.6	8.2	
Non-emergencies	5.8	6.2	5.3	5.8	9.3	(3.5)	
	196.7	201.5	188.6	195.7	191.0	4.7	
Percent of total transports:							
Emergencies	97.0%	96.9%	97.2%	97.0%	95.1%		
Non-emergencies	3.0%	3.1%	2.8%	3.0%	4.9%		
	100.0%	100.0%	100.0%	100.0%	100.0%		
Unit hours	16,310	16,582	16,153	49,045			
Percent of total unit hours:							
Eastern Division	46.5%	46.1%	46.3%	46.3%	46.0%		
Western Division	53.5%	53.9%	53.7%	53.7%	54.0%		
	100.0%	100.0%	100.0%	100.0%	100.0%		