M E M O R A N D U M

Date: October 27, 2010

To: Board of Trustees

From: Kent Torrence

Subject: **FINANCIAL REVIEW – September 2010**

Attached you will find financial statements for September 2010. 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 $190 thousand compared to a budgeted loss of $400 thousand, and the Western Division had a net loss of $1,095 thousand compared to a budgeted net loss of $1,865 thousand.

A review of our cash and working capital position will show that cash generated from operations is approximately $2.5 million over budget. This is primarily due to the "catch-up" effect on patient receipts as billing becomes current, retroactive Medicare payments for an increase in rate effective 1/1/10 and a prepayment made against the estimated 2011 contractor rebate.

Combined Balance Sheets

Following is a discussion of significant assets and liabilities at September 30, 2010, 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 $789 thousand (4%) and Western exceeds budget by $1,221 thousand (7%).
Gross patient service revenue variances are primarily the result of differences between actual and budgeted transports for fiscal 2011. The Eastern Division had 486 more emergency transports than budgeted (4%); non-emergency transports were 71 less than budget (2%). The Western Division emergency transports were more than budget by 834 (5%) and non-emergencies were 318 less than budget (25%).

The year-to-date collection rate is 75% for the Eastern Division compared to a budget of 63% and an actual for fiscal 2010 of 68%. The year-to-date collection rate is 78% for the Western Division compared to a budget of 63% and an actual for fiscal 2010 of 56%.

As previously mentioned, cash receipts were higher than budget due to a certain amount of catching up that occurred. It is expected that this will occur for the next couple of months and then patient receipts and collection rates will return to levels closer to budgeted figures.

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

EMSA
EMSA Combined
For the Three Months Ending September 30, 2010

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	$10,994,119.71	$10,495,833.34	4.75%	$33,539,000.00	$31,487,500.02	6.52%
Non-emergency base rate	441,631.50	484,337.50	-8.82%	1,305,071.58	1,453,012.50	-10.18%
Mileage	649,089.00	619,379.67	4.80%	1,937,914.75	1,858,139.01	4.29%
Special events	46,915.00	20,833.33	125.19%	69,815.00	62,499.99	11.70%
Subscription membership	27,179.99	28,750.00	-5.46%	55,909.43	86,250.00	-35.18%
Other revenue	416,398.14	400,500.00	3.97%	1,251,251.67	1,201,500.00	4.14%
	12,575,333.34	12,049,633.84	4.36%	38,158,962.43	36,148,901.52	5.56%
Deductions from revenue:						
Contractual allowances and bad debts	7,446,127.69	7,637,500.00	2.51%	23,751,910.34	22,912,500.00	-3.66%
Collection fees and expenses	55,024.52	45,833.33	-20.05%	185,422.65	137,499.99	-34.85%
	7,501,152.21	7,683,333.33	2.37%	23,937,332.99	23,049,999.99	-3.85%
Net patient service revenue	5,074,181.13	4,366,300.51	16.21%	14,221,629.44	13,098,901.53	8.57%
Operating expenses other than depreciation:						
Ambulance contract expense	3,600,339.23	3,858,374.42	6.69%	11,084,067.26	11,575,123.26	4.24%
Employee compensation & benefits	237,565.93	220,990.58	-7.50%	750,046.80	662,971.74	-13.13%
Medical supplies	142,220.64	112,500.00	-26.42%	381,996.68	337,500.00	-13.18%
Building rent, utilities and maintenance	88,541.97	74,516.66	-18.82%	229,010.43	223,549.98	-2.44%
Equipment maintenance	67,152.26	72,016.65	6.75%	179,388.33	216,049.95	16.97%
TotalCare campaign	3,485.55	5,333.33	34.65%	9,989.21	15,999.99	37.57%
Quality assurance fees	57,233.83	53,916.67	-6.15%	171,701.49	161,750.01	-6.15%
Telephone	57,701.42	70,416.67	18.06%	221,186.90	211,250.01	-4.70%
Professional services	29,524.41	28,191.67	-4.73%	84,137.96	84,575.01	0.52%
Miscellaneous supplies	33,990.38	23,999.99	-41.63%	91,716.92	71,999.97	-27.38%
Postage and courier service	9,099.16	5,875.01	-54.88%	24,629.75	17,625.03	-39.74%
Equipment lease	7,338.95	9,233.34	20.52%	27,325.36	27,700.02	1.35%
Other fees and expenses	251,604.00	197,166.67	-27.61%	692,339.23	591,500.01	-17.05%
Community relations	15,538.24	6,483.33	-139.66%	22,464.90	19,449.99	-15.50%
Office supplies	6,474.93	3,750.00	-72.66%	13,757.69	11,250.00	-22.29%
Insurance	9,907.78	8,991.67	-10.19%	20,548.86	26,975.01	23.82%
Travel, meals, and training	7,476.50	9,916.67	24.61%	32,788.69	29,750.01	-10.21%
	4,625,195.18	4,761,673.33	2.87%	14,037,096.46	14,285,019.99	1.74%
Operating inc. (loss) before depr.	448,985.95	(395,372.82)	213.56%	184,532.98	(1,186,118.46)	115.56%
Depreciation	359,834.00	359,833.33	0.00%	1,079,502.00	1,079,499.99	0.00%
Operating income (loss)	89,151.95	(755,206.15)	111.80%	(894,969.02)	(2,265,618.45)	60.50%
Nonoperating expense:						
Interest expense	5,075.68	4,100.00	-23.80%	26,698.70	12,300.00	-117.06%

EMSA
EMSA Combined
For the Three Months Ending September 30, 2010

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	$5,075.68	$4,100.00	-23.80%	$26,698.70	$12,300.00	-117.06%
Nonoperating income - interest income	2,015.70	4,166.67	-51.62%	16,878.91	12,500.01	35.03%
Net income (loss)	86,091.97	(755,139.48)	111.40%	(904,788.81)	(2,265,418.44)	60.06%

EMSA
EMSA Eastern Division
For the Three Months Ending September 30, 2010

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	$5,082,000.00	$4,904,166.67	3.63%	$15,469,300.00	$14,712,500.01	5.14%
Non-emergency base rate	301,520.00	320,562.50	-5.94%	914,128.06	961,687.50	-4.95%
Mileage	318,384.00	304,016.67	4.73%	943,767.00	912,050.01	3.48%
Special events	7,625.00	8,333.33	-8.50%	23,175.00	24,999.99	-7.30%
Subscription membership	8,633.16	7,916.67	9.05%	24,828.42	23,750.01	4.54%
Other revenue	415,670.14	400,000.00	3.92%	1,248,736.89	1,200,000.00	4.06%
	6,133,832.30	5,944,995.84	3.18%	18,623,935.37	17,834,987.52	4.42%
Deductions from revenue:						
Contractual allowances and bad debts	3,331,915.49	3,670,833.33	9.23%	11,158,714.31	11,012,499.99	-1.33%
Collection fees and expenses	23,127.29	20,833.33	-11.01%	73,196.70	62,499.99	-17.11%
	3,355,042.78	3,691,666.66	9.12%	11,231,911.01	11,074,999.98	-1.42%
Net patient service revenue	2,778,789.52	2,253,329.18	23.32%	7,392,024.36	6,759,987.54	9.35%
Operating expenses other than depreciation:						
Ambulance contract expense	1,613,576.53	1,700,000.00	5.08%	4,984,135.43	5,100,000.00	2.27%
Employee compensation & benefits	115,411.27	101,655.67	-13.53%	361,219.21	304,967.01	-18.45%
Medical supplies	57,325.83	69,750.00	17.81%	207,364.26	209,250.00	0.90%
Building rent, utilities and maintenance	35,244.73	21,683.33	-62.54%	77,008.70	65,049.99	-18.38%
Equipment maintenance	29,649.29	32,233.33	8.02%	83,840.79	96,699.99	13.30%
TotalCare campaign	1,945.41	2,000.00	2.73%	5,635.49	6,000.00	6.08%
Quality assurance fees	26,899.90	27,250.00	1.28%	80,699.70	81,750.00	1.28%
Telephone	25,275.54	28,750.00	12.09%	95,721.01	86,250.00	-10.98%
Professional services	13,848.51	13,000.00	-6.53%	38,503.83	39,000.00	1.27%
Miscellaneous supplies	13,732.65	11,083.33	-23.90%	40,194.36	33,249.99	-20.89%
Postage and courier service	1,798.90	2,833.34	36.51%	9,067.92	8,500.02	-6.68%
Equipment lease	938.80	2,233.34	57.96%	6,142.68	6,700.02	8.32%
Other fees and expenses	220,131.84	169,791.67	-29.65%	598,344.19	509,375.01	-17.47%
Community relations	11,489.87	3,466.66	-231.44%	14,771.32	10,399.98	-42.03%
Office supplies	3,072.65	1,583.33	-94.06%	6,764.56	4,749.99	-42.41%
Insurance	5,811.83	4,991.67	-16.43%	10,712.94	14,975.01	28.46%
Travel, meals, and training	4,179.21	4,416.67	5.38%	15,478.43	13,250.01	-16.82%
	2,180,332.76	2,196,722.34	0.75%	6,635,604.82	6,590,167.02	-0.69%
Operating inc. (loss) before depr.	598,456.76	56,606.84	957.22%	756,419.54	169,820.52	345.42%
Depreciation	194,250.00	194,250.00	0.00%	582,750.00	582,750.00	0.00%
Operating income (loss)	404,206.76	(137,643.16)	393.66%	173,669.54	(412,929.48)	142.06%
Nonoperating expense:						
Interest expense	14.34		0.00%	38.04		0.00%

EMSA
EMSA Eastern Division
For the Three Months Ending September 30, 2010

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	$14.34		0.00%	$38.04		0.00%
Nonoperating income - interest income	1,725.45	4,166.67	-58.59%	16,288.62	12,500.01	30.31%
Net income (loss)	405,917.87	(133,476.49)	404.11%	189,920.12	(400,429.47)	147.43%

EMSA Western
EMSA Western Division
For the Three Months Ending September 30, 2010

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Patient service revenue:						
Emergency base rate	$5,912,119.71	$5,591,666.67	5.73%	$18,069,700.00	$16,775,000.01	7.72%
Non-emergency base rate	140,111.50	163,775.00	-14.45%	390,943.52	491,325.00	-20.43%
Mileage	330,705.00	315,363.00	4.86%	994,147.75	946,089.00	5.08%
Special events	39,290.00	12,500.00	214.32%	46,640.00	37,500.00	24.37%
Subscription membership	18,546.83	20,833.33	-10.98%	31,081.01	62,499.99	-50.27%
Other revenue	728.00	500.00	45.60%	2,514.78	1,500.00	67.65%
	6,441,501.04	6,104,638.00	5.52%	19,535,027.06	18,313,914.00	6.67%
Deductions from revenue:						
Contractual allowances and bad debts	4,114,212.20	3,966,666.67	-3.72%	12,593,196.03	11,900,000.01	-5.83%
Collection fees and expenses	31,897.23	25,000.00	-27.59%	112,225.95	75,000.00	-49.63%
	4,146,109.43	3,991,666.67	-3.87%	12,705,421.98	11,975,000.01	-6.10%
Net patient service revenue	2,295,391.61	2,112,971.33	8.63%	6,829,605.08	6,338,913.99	7.74%
Operating expenses other than depreciation:						
Ambulance contract expense	1,986,762.70	2,158,374.42	7.95%	6,099,931.83	6,475,123.26	5.79%
Employee compensation & benefits	122,154.66	119,334.91	-2.36%	388,827.59	358,004.73	-8.61%
Medical supplies	84,894.81	42,750.00	-98.58%	174,632.42	128,250.00	-36.17%
Building rent, utilities and maintenance	53,297.24	52,833.33	-0.88%	152,001.73	158,499.99	4.10%
Equipment maintenance	37,502.97	39,783.32	5.73%	95,547.54	119,349.96	19.94%
TotalCare campaign	1,540.14	3,333.33	53.80%	4,353.72	9,999.99	56.46%
Quality assurance fees	30,333.93	26,666.67	-13.75%	91,001.79	80,000.01	-13.75%
Telephone	32,425.88	41,666.67	22.18%	125,465.89	125,000.01	-0.37%
Professional services	15,675.90	15,191.67	-3.19%	45,634.13	45,575.01	-0.13%
Miscellaneous supplies	20,257.73	12,916.66	-56.83%	51,522.56	38,749.98	-32.96%
Postage and courier service	7,300.26	3,041.67	-140.01%	15,561.83	9,125.01	-70.54%
Equipment lease	6,400.15	7,000.00	8.57%	21,182.68	21,000.00	-0.87%
Other fees and expenses	31,472.16	27,375.00	-14.97%	93,995.04	82,125.00	-14.45%
Community relations	4,048.37	3,016.67	-34.20%	7,693.58	9,050.01	14.99%
Office supplies	3,402.28	2,166.67	-57.03%	6,993.13	6,500.01	-7.59%
Insurance	4,095.95	4,000.00	-2.40%	9,835.92	12,000.00	18.03%
Travel, meals, and training	3,297.29	5,500.00	40.05%	17,310.26	16,500.00	-4.91%
	2,444,862.42	2,564,950.99	4.68%	7,401,491.64	7,694,852.97	3.81%
Operating inc. (loss) before depr.	(149,470.81)	(451,979.66)	66.93%	(571,886.56)	(1,355,938.98)	57.82%
Depreciation	165,584.00	165,583.33	0.00%	496,752.00	496,749.99	0.00%
Operating income (loss)	(315,054.81)	(617,562.99)	48.98%	(1,068,638.56)	(1,852,688.97)	42.32%
Nonoperating expense:						
Interest expense	5,061.34	4,100.00	-23.45%	26,660.66	12,300.00	-116.75%

EMSA Western
EMSA Western Division
For the Three Months Ending September 30, 2010

	Month of September			For the 3 Months Ended September		
	Actual	Budget	Variance	Actual	Budget	Variance
Nonoperating expense	$5,061.34	$4,100.00	-23.45%	$26,660.66	$12,300.00	-116.75%
Nonoperating income - interest income	290.25		0.00%	590.29		0.00%
Net income (loss)	(319,825.90)	(621,662.99)	48.55%	(1,094,708.93)	(1,864,988.97)	41.30%

EMSA
EMSA Combined
For the Three Months Ending September 30, 2010

	2011	2010
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	$104,500.70	$1,002,471.67
Petty cash	1,700.00	1,700.00
Invested cash	5,839,371.63	7,102,716.92
	5,945,572.33	8,106,888.59
Patient accounts receivable:		
Patient accounts receivable	17,832,279.72	14,854,955.74
Receivables in collection	19,053,999.68	22,846,999.68
	36,886,279.40	37,701,955.42
Less allowance for contractual allowances and bad debts	25,979,291.00	27,824,291.00
Net patient accounts receivable	10,906,988.40	9,877,664.42
Other receivables:		
Due from contractor	777,023.54	350,589.63
Due from collection agency	35,448.68	19,113.67
Other miscellaneous receivables	1,227,600.49	1,254,891.99
	2,040,072.71	1,624,595.29
Other current assets:		
Prepaid assets	298,689.89	401,086.52
Other, principally funds held by trustee	(11,412.02)	(23,363.54)
	287,277.87	377,722.98
Total current assets	19,179,911.31	19,986,871.28
Property and equipment:		
Communication equipment	5,026,601.57	4,428,295.74
Buildings and leasehold improvements	3,346,201.18	3,021,642.70
Ambulances	4,360,860.73	1,799,734.51
Data processing equipment	6,495,488.80	3,882,503.80
On-board equipment	3,931,142.73	1,575,244.77
Office furniture and equipment	980,299.36	857,062.81
Miscellaneous other equipment	875,669.44	749,257.64
Land	64,200.00	64,200.00
Transportation equipment	339,027.24	268,899.69
Prepaid assets	1,117,878.11	2,247,822.76
Capital Lease	739,910.29	739,910.29
	27,277,279.45	19,634,574.71
Less accumulated depreciation	15,490,645.89	12,681,773.19
Net property and equipment	11,786,633.56	6,952,801.52
Other assets	14,676.67	14,676.67
Total assets	30,981,221.54	26,954,349.47

EMSA
EMSA Combined
For the Three Months Ending September 30, 2010

	2011	2010
Liabilities and Division Capital		
Current liabilites:		
Accounts payable and accrued liabilities	$1,622,784.93	$711,727.34
Due to contractor	8,009,572.39	7,130,004.78
Due to Quality Assurance Fund	179,196.72	70,853.20
Accrued retirement	62,100.26	54,373.22
Accrued salaries and wages	235,316.94	226,558.06
Current installments of long-term debt	830,000.00	600,000.00
Accrued interest payable		22,193.88
Deferred revenue	994,619.94	953,197.85
Total current liabilities	11,933,591.18	9,768,908.33
Other liabilities	21,752.22	21,752.22
Total liabilities	11,955,343.40	9,790,660.55
Division capital:		
Contributed capital	35,894,275.55	28,068,722.12
Retained earnings (deficit)	(15,963,608.60)	(10,675,120.48)
Current year earnings (loss)	(904,788.81)	(229,912.72)
Total division capital	19,025,878.14	17,163,688.92
Total liabilities & division capital	30,981,221.54	26,954,349.47

EMSA
EMSA Eastern Division
For the Three Months Ending September 30, 2010

	2011	2010
Assets		
Current assets:		
Cash and cash equivalents:		
Cash in banks	($102,181.41)	$464,913.74
Petty cash	600.00	600.00
Invested cash	3,658,083.53	5,882,735.00
	3,556,502.12	6,348,248.74
Patient accounts receivable:		
Patient accounts receivable	8,404,665.43	6,799,307.22
Receivables in collection	8,133,999.82	9,139,999.82
	16,538,665.25	15,939,307.04
Less allowance for contractual allowances and bad debts	11,948,710.00	11,694,710.00
Net patient accounts receivable	4,589,955.25	4,244,597.04
Other receivables:		
Due from contractor	525,023.54	293,589.63
Due from collection agency	9,913.20	11,934.77
Other miscellaneous receivables	1,227,600.49	1,254,891.99
	1,762,537.23	1,560,416.39
Other current assets:		
Prepaid assets	143,262.42	168,402.10
Other, principally funds held by trustee	51,789.79	95,018.57
	195,052.21	263,420.67
Total current assets	10,104,046.81	12,416,682.84
Property and equipment:		
Communication equipment	2,628,203.98	2,352,517.77
Buildings and leasehold improvements	2,881,219.77	2,556,661.29
Ambulances	2,750,183.20	1,777,041.20
Data processing equipment	3,399,432.35	2,172,822.13
On-board equipment	2,104,684.88	937,948.95
Office furniture and equipment	399,260.95	321,648.85
Miscellaneous other equipment	462,086.43	395,431.72
Land	64,200.00	64,200.00
Transportation equipment	262,104.80	220,977.25
Prepaid assets	666,496.97	1,164,198.21
Capital Lease	338,087.66	338,087.66
	15,955,960.99	12,301,535.03
Less accumulated depreciation	8,672,481.08	7,059,644.55
Net property and equipment	7,283,479.91	5,241,890.48
Other assets	10,698.65	10,698.65
Total assets	17,398,225.37	17,669,271.97

EMSA
EMSA Eastern Division
For the Three Months Ending September 30, 2010

	2011	2010
Liabilities and Division Capital		
Current liabilites:		
Accounts payable and accrued liabilities	($1,697,171.82)	($698,353.49)
Due to contractor	3,612,903.76	2,982,552.02
Due to Quality Assurance Fund	179,196.72	70,853.20
Accrued retirement	33,314.92	36,279.21
Accrued salaries and wages	107,769.16	107,257.70
Accrued interest payable		22,193.88
Deferred revenue	407,698.46	341,925.70
Total current liabilities	2,643,711.20	2,862,708.22
Other liabilities	21,752.22	21,752.22
Total liabilities	2,665,463.42	2,884,460.44
Division capital:		
Contributed capital	4,743,433.66	4,376,312.89
Retained earnings (deficit)	9,799,408.17	9,499,135.51
Current year earnings (loss)	189,920.12	909,363.13
Total division capital	14,732,761.95	14,784,811.53
Total liabilities & division capital	17,398,225.37	17,669,271.97

EMSA Western
EMSA Western Division
For the Three Months Ending September 30, 2010

Assets

	2011	2010
Current assets:		
Cash and cash equivalents:		
Cash in banks	$206,682.11	$537,557.93
Petty cash	1,100.00	1,100.00
Invested cash	2,181,288.10	1,219,981.92
	2,389,070.21	1,758,639.85
Patient accounts receivable:		
Patient accounts receivable	9,427,614.29	8,055,648.52
Receivables in collection	10,919,999.86	13,706,999.86
	20,347,614.15	21,762,648.38
Less allowance for contractual allowances and bad debts	14,030,581.00	16,129,581.00
Net patient accounts receivable	6,317,033.15	5,633,067.38
Other receivables:		
Due from contractor	252,000.00	57,000.00
Due from collection agency	25,535.48	7,178.90
	277,535.48	64,178.90
Other current assets:		
Prepaid assets	155,427.47	232,684.42
Other, principally funds held by trustee	(63,201.81)	(118,382.11)
	92,225.66	114,302.31
Total current assets	9,075,864.50	7,570,188.44
Property and equipment:		
Communication equipment	2,398,397.59	2,075,777.97
Buildings and leasehold improvements	464,981.41	464,981.41
Ambulances	1,610,677.53	22,693.31
Data processing equipment	3,096,056.45	1,709,681.67
On-board equipment	1,826,457.85	637,295.82
Office furniture and equipment	581,038.41	535,413.96
Miscellaneous other equipment	413,583.01	353,825.92
Transportation equipment	76,922.44	47,922.44
Prepaid assets	451,381.14	1,083,624.55
Capital Lease	401,822.63	401,822.63
	11,321,318.46	7,333,039.68
Less accumulated depreciation	6,818,164.81	5,622,128.64
Net property and equipment	4,503,153.65	1,710,911.04
Other assets	3,978.02	3,978.02
Total assets	13,582,996.17	9,285,077.50

EMSA Western
EMSA Western Division
For the Three Months Ending September 30, 2010

	2011	2010
Liabilities and Division Capital		
Current liabilites:		
Accounts payable and accrued liabilities	$3,319,956.75	$1,410,080.83
Due to contractor	4,396,668.63	4,147,452.76
Accrued retirement	28,785.34	18,094.01
Accrued salaries and wages	127,547.78	119,300.36
Current installments of long-term debt	830,000.00	600,000.00
Deferred revenue	586,921.48	611,272.15
Total current liabilities	9,289,879.98	6,906,200.11
Total liabilities	9,289,879.98	6,906,200.11
Division capital:		
Contributed capital	31,150,841.89	23,692,409.23
Retained earnings (deficit)	(25,763,016.77)	(20,174,255.99)
Current year earnings (loss)	(1,094,708.93)	(1,139,275.85)
Total division capital	4,293,116.19	2,378,877.39
Total liabilities & division capital	13,582,996.17	9,285,077.50

EMSA
Cash Rollforward
Year Ending June 30, 2011

	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, 2009	$ 5,511,059	$ 5,511,059	-	(2,019,135)	(2,019,135)	-	3,491,924	3,491,924	-
Net revenue collected	6,515,162	5,608,219	906,943	7,335,643	6,301,371	1,034,272	13,850,805	11,909,590	1,941,215
Utility bill receipts	1,248,188	1,200,000	48,188				1,248,188	1,200,000	48,188
TotalCare proceeds	15,853		15,853	205,880	250,000	(44,120)	221,733	250,000	(28,267)
Payment to contractor	(4,816,072)	(5,141,918)	325,846	(6,344,600)	(6,503,014)	158,414	(11,160,672)	(11,644,932)	484,260
Operating expenses/changes in WC	(838,337)	(1,496,142)	657,805	(1,483,504)	(1,259,694)	(223,810)	(2,321,841)	(2,755,836)	433,995
Capital expenditures	(1,175,231)	(738,999)	(436,232)	(926,798)	(756,000)	(170,798)	(2,102,029)	(1,494,999)	(607,030)
Net debt proceeds/(reduction)			-	(70,000)	(69,750)	(250)	(70,000)	(69,750)	(250)
Interest income	2,293	12,501	(10,208)	394		394	2,687	12,501	(9,814)
Other	93,946 (2)	123,999	(30,053)	2,690,831 (1)		2,690,831	2,784,777	123,999	2,660,778
Balance at September 30, 2010	6,556,861	5,078,719	1,478,142	(611,289)	(4,056,222)	3,444,933	5,945,572	1,022,497	4,923,075

(1) 22,028 - '10 Other Western Subsidy
227,250 - '11 Edmond Subsidy
197,721 -'11 Other Western Subsidy
2,243,832 - '11 Oklahoma City Subsidy
2,690,831

(2) 93,946 - '11 Other Eastern Subsidy

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 9/30/10

Eastern Division

Net Income (loss)		189,920
Add: Depreciation	582,750	
Increase in allowance for doubtful accounts	150,000	
Increase in deferred revenue	320,218	1,052,968
Changes in working capital:		
Decrease in patient receivables	308,336	
Decrease in other receivables	533,271	
Increase in other assets	(117,036)	
Decrease in accounts payable	(531,298)	
Decrease in accrued liabilities	(83,466)	109,807
Net Property Additions:		(666,497)
Debt Service/ Loan Proceeds		-
Net Contributed Capital		93,946
Change in cash and cash equivalents:		780,144

Cash balance @6/30/10	2,776,358
Cash balance @9/30/10	3,556,502
Change in cash	780,144

EMSA
Statement of Cash Flows
Three Months Ended 9/30/10

Western Division

Net income (loss)		(1,094,709)
Add: Depreciation	496,752	
Decrease in allowance for doubtful accounts	(1,650,000)	
Increase in deferred revenue	586,921	(566,327)
Changes in working capital:		
Decrease in patient receivables	2,089,386	
Increase in other receivables	(249,359)	
Decrease in other assets	907	
Decrease in accounts payable	(609,531)	
Decrease in accrued liabilities	(66,313)	1,165,090
Net Property (Additions)/Dispositions:		(451,381)
Debt Service/Loan proceeds		(70,000)
Contributed Capital:		2,690,831
Change in cash and cash equivalents:		1,673,504

Cash balance @6/30/10	715,566
Cash balance @9/30/10	2,389,070
Change in cash	1,673,504

EMSA Eastern Division
Capital Expenditures Variance
Year Ending June 30, 2011

Through September

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
2011 remount project (nine)			
New units	1,254,000	565,219	688,781
Common use vehicle	35,000	31,965	3,035
Miscellaneous	20,000	22,234	(2,234)
On board equipment:			
Lifepack 12's/15's	1,015,000	496,400	518,600
First responder equipment	203,000		203,000
Equipment for new units	64,000	13,291	50,709
Miscellaneous	27,000		27,000
CAD and radio equipment:			
Base station upgrade	50,000		50,000
Saber III portables	18,800		18,800
Equipment for new units	109,100	22,402	86,698
CAD		523	(523)
Analog recording system		62,419	(62,419)
Building expenses:			
Furniture	10,000	7,435	2,565
Security equipment	15,000		15,000
HVAC control system		17,911	(17,911)
Miscellaneous	37,000	16,342	20,658
Computer equipment:			
Disaster backup	33,000		33,000
Web site development	15,000	1,233	13,767
Miscellaneous	50,000	10,231	39,769
TOTAL	2,955,900	1,267,605	1,688,295
Current year budget item paid previous year	92,374	92,374	-
CASH FLOW TOTAL	$ 2,863,526	$ 1,175,231	$ 1,688,295

EMSA Western Division
Capital Expenditures Variance
Year Ending June 30, 2011

Through September

Description	Budget	Actual EMSA	Under (Over) Budget
Ambulances			
2011 remount project (ten)			
New units	1,358,000	329,894	1,028,106
Miscellaneous	20,000		20,000
On board equipment:			
Lifepack 12's/15's	1,015,000	498,160	516,840
Equipment for new units	64,000		64,000
Miscellaneous	34,000		34,000
CAD and radio equipment:			
Saber III portables	34,000		34,000
Equipment for new units	121,000	13,784	107,216
Base station upgrade	40,000		40,000
Clinical computer pads	150,000		150,000
Analog recording system		71,977	(71,977)
CAD		664	(664)
Building expenses:			
HVAC		5,680	(5,680)
Office furniture - Walker		21,504	(21,504)
Miscellaneous	41,000	19,359	21,641
Computer equipment:			
Web site development	15,000		15,000
Disaster backup	42,000		42,000
Server upgrade	20,000		20,000
Billing/CAD system hardware	20,000		20,000
Miscellaneous	50,000	11,963	38,037
TOTAL	3,024,000	972,985	2,051,015
Current year budget item paid previous year	46,187	46,187	-
CASH FLOW TOTAL	$ 2,977,813	$ 926,798	$ 2,051,015

EMSA

Key Financial Indicators

Fiscal Year Ending June 30, 2011

Eastern Division

	Jul-10	Aug-10	Sep-10	Year-to-date	Prior Year	Budget
Transports:						
Emergency	4,699	4,737	4,535	13,971	12,986	13,485
Non-emergency	948	921	870	2,739	2,763	2,810
Total	5,647	5,658	5,405	16,710	15,749	16,295
Unit hours	13,780	14,438	13,934	42,152	38,570	
% of total system hours	46.4%	47.7%	47.4%	47.2%	45.8%	46.0%
Gross revenue by payor:						
Medicare	42%	42%	42%	42%	41%	
Medicaid	17%	16%	16%	16%	16%	
Private insurance	14%	14%	14%	14%	15%	
Uninsured and other	27%	28%	28%	28%	28%	
	100%	100%	100%	100%	100%	
Collection rate	78.4%	68.7%	79.2%	75.3%	68.1%	63.0%
Net income (loss)	$ (144,751)	$ (71,247)	$ 405,918	$ 189,920	$ 909,362	$ (400,429)
Days in A/R	77.7	71.6	73.6	N/A	74.3	
Past due A/R	$ 1,057,000	$ 1,281,000	$ 1,278,000	N/A	$ 864,000	
Current ratio	3.55	3.02	3.82	N/A	4.34	
Assets purchased by COT	$ -	$ -	$ -	$ -	$ -	

EMSA
Key Financial Indicators
Fiscal Year Ending June 30, 2011

Western Division

	Jul-10	Aug-10	Sep-10	Year-to-date	Prior Year	Budget
Transports:						
Emergency	5,420	5,522	5,268	16,210	14,752	15,376
Non-emergency	354	287	302	943	1,281	1,261
Total	5,774	5,809	5,570	17,153	16,033	16,637
Unit hours	18,080	18,022	17,562	53,664	49,605	
% of total system hours	53.6%	52.3%	52.6%	52.8%	54.2%	54.0%
% of gross revenue by payor:						
Medicare	42%	42%	42%	42%	41%	
Medicaid	18%	16%	16%	17%	16%	
Private insurance	14%	15%	15%	14%	15%	
Uninsured and other	26%	27%	27%	27%	28%	
	100%	100%	100%	100%	100%	
Collection rate	81.4%	70.3%	83.0%	78.0%	55.4%	63.0%
Net income (loss)	$ (540,667)	$ (234,216)	$ (319,826)	$ (1,094,709)	$ (1,139,275)	$ (1,864,989)
Days in A/R	82.6	74.4	77.0	N/A	66.5	
Past due A/R	$ 1,545,000	$ 1,742,000	$ 1,530,000	N/A	$ 1,145,000	
Current ratio	0.83	0.94	0.98	N/A	1.10	

EMSA Eastern Division

Transports and Requests for Service

Fiscal Year Ending June 30, 2011

	Jul-10	Aug-10	Sep-10	Y-T-D	Budget	Variance #	Variance %
Transports:							
Code 1	1,798	1,836	1,754	5,388			
Code 2	2,901	2,901	2,781	8,583			
Total emergencies	4,699	4,737	4,535	13,971	13,485	486	3.6%
Code 3	929	898	842	2,669			
Code 4	19	23	28	70			
Total non-emergencies	948	921	870	2,739	2,810	(71)	(2.5%)
Total transports	5,647	5,658	5,405	16,710	16,295	415	2.5%
Cancelled calls	1,127	1,122	993	3,242			
No hauls	1,797	1,761	1,563	5,121			
Total requests for service	8,571	8,541	7,961	25,073			
Transports/day:							
Emergencies	151.6	152.8	151.2	151.9	146.6	5.3	
Non-emergencies	30.6	29.7	29.0	29.8	30.5	(0.8)	
	182.2	182.5	180.2	181.6	177.1	4.5	
Percent of total transports:							
Emergencies	83.2%	83.7%	83.9%	83.6%	82.8%		
Non-emergencies	16.8%	16.3%	16.1%	16.4%	17.2%		
	100.0%	100.0%	100.0%	100.0%	100.0%		
Unit hours	13,780	14,438	13,934	42,152			
				-			
Percent of total unit hours:				-			
Eastern Division	46.4%	47.7%	47.4%	47.2%	46.0%		
Western Division	53.6%	52.3%	52.6%	52.8%	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, 2011

	Jul-10	Aug-10	Sep-10	Y-T-D	Budget	Variance #	Variance %
Transports:							
Code 1	2,044	2,079	2,054	6,177			
Code 2	3,376	3,443	3,214	10,033			
Total emergencies	5,420	5,522	5,268	16,210	15,376	834	5.4%
Code 3	350	285	299	934			
Code 4	4	2	3	9			
Total non-emergencies	354	287	302	943	1,261	(318)	(25.2%)
Total transports	5,774	5,809	5,570	17,153	16,637	516	3.1%
Cancelled calls	726	780	805	2,311			
No hauls	1,569	1,646	1,564	4,779			
Total requests for service	8,069	8,235	7,939	24,243			
Transports/day:							
Emergencies	174.8	178.1	175.6	176.2	167.1	9.1	
Non-emergencies	11.4	9.3	10.1	10.3	13.7	(3.5)	
	186.3	187.4	185.7	186.4	180.8	5.6	
Percent of total transports:							
Emergencies	93.9%	95.1%	94.6%	94.5%	92.4%		
Non-emergencies	6.1%	4.9%	5.4%	5.5%	7.6%		
	100.0%	100.0%	100.0%	100.0%	100.0%		
Unit hours	15,890	15,832	15,443	47,165			
Percent of total unit hours:							
Eastern Division	46.4%	47.7%	47.4%	47.2%	46.0%		
Western Division	53.6%	52.3%	52.6%	52.8%	54.0%		
	100.0%	100.0%	100.0%	100.0%	100.0%		