

NorthStar EMS

Profit and Loss Statement

(Excludes NorthStar Lifeline Program)

	<u>FY 2008</u>	<u>FY 2009</u>	<u>Prelim FY 2010</u>	<u>Budget FY 2011</u>	<u>Difference</u>	
Revenue						
Gross Revenue from Patient Transports	4,683,616	4,773,300	5,250,255	5,270,702	20,447	0.4%
Less Contractual Allowances ¹	<u>(1,945,581)</u> ²	<u>(1,835,811)</u>	<u>(2,100,187)</u>	<u>(2,160,988)</u>	<u>(60,801)</u>	<u>2.9%</u>
Net Revenue from Patient Transports	2,738,035	2,937,489	3,150,068	3,109,714	(40,354)	-1.3%
Other Revenues (Events, Donations, Misc.)	<u>22,951</u>	<u>9,020</u>	<u>11,230</u>	<u>5,400</u>	<u>(5,830)</u>	<u>-51.9%</u>
Total Net Operating Revenue	2,760,986	2,946,509	3,161,298	3,115,114	(46,184)	-1.5%
Expenses						
<u>Direct Expenses</u>						
Salary Expense	1,943,168	1,948,405	1,973,520 ³	2,134,617	161,097	8.2%
Benefits/Taxes	542,372	549,099	564,053	614,150	50,097	8.9%
Workers Comp	<u>25,076</u>	<u>22,979</u>	<u>26,076</u>	<u>36,151</u>	<u>10,075</u>	<u>38.6%</u>
Salary and Benefits	2,510,616	2,520,483	2,563,649	2,784,918	221,269	8.6%
Oxygen/Gases	10,445	10,732	11,725	12,293	568	4.8%
Expensed Equipment	6,940	7,793	12,793	10,250	(2,543)	-19.9%
Office Supplies	5,864	3,478	9,225	4,625	(4,600)	-49.9%
Medical/Other Supplies	84,722	84,384	76,909	74,300	(2,609)	-3.4%
Uniforms	13,243	6,761	14,750	9,400	(5,350)	-36.3%
Local Utilities	25,285	23,575	25,104	26,850	1,746	7.0%
Purchased Repairs & Maintenance	65,806	66,225	69,317	66,668	(2,649)	-3.8%
Other Purchased Services & Rent	68,117	52,415	58,350	70,341	11,991	20.6%
Dues/Subscriptions/Fees	2,112	4,592	3,519	4,322	803	22.8%
Fuel/Other Vehicle Fluids	96,208	80,009	80,996	97,000	16,004	19.8%
Travel/Training/Meetings	35,763	35,676	31,090	37,825	6,735	21.7%
Other Expenses	<u>12,368</u>	<u>13,662</u>	<u>5,667</u>	<u>9,975</u>	<u>4,308</u>	<u>76.0%</u>
Total Direct Expenses	426,873	389,302	399,445	423,849	24,404	6.1%
<u>FMH Allocated Direct NorthStar Expenses</u>						
Depreciation (Vehicles)	208,547	199,200	212,659	220,000	7,341	3.5%
Depreciation (Building/Property)	18,824	19,449	19,980	20,324	344	1.7%
Insurance (Vehicles & Property)	<u>48,890</u>	<u>47,250</u>	<u>46,758</u>	<u>47,491</u>	<u>733</u>	<u>1.6%</u>
Total Allocated Direct Expenses	276,261	265,899	279,397	287,815	8,418	3.0%
<u>FMH Allocated Indirect Expenses (Prorated)</u>						
Education	24,000	28,742	39,752	27,438	(12,314)	-31.0%
On Line Medical Control	15,500	16,295	15,975	19,375	3,400	21.3%
Materials Management	17,500	15,983	22,177	17,903	(4,274)	-19.3%
ProRata Stanley (Farm. Base) Maint+Utilities	21,000	49,029	50,156 ⁴	38,206	(11,950)	-23.8%
Biomed Support	11,000	3,313	4,886	3,323	(1,563)	-32.0%
Medical Records	23,000	19,935	23,252	19,713	(3,539)	-15.2%
General Accounting/Payroll	31,000	33,892	31,390	27,189	(4,201)	-13.4%
Billing	49,000	49,999	45,825	58,652	12,827	28.0%
Information Systems	49,000	68,268	66,806	71,528	4,722	7.1%
Human Resources	44,000	49,534	38,026	37,267	(759)	-2.0%
Other (eg: Inf control, Registration, Laundry,...)	<u>82,000</u>	<u>73,567</u>	<u>55,559</u>	<u>63,621</u>	<u>8,062</u>	<u>14.5%</u>
Total Indirect Allocations	367,000	408,557	393,804	384,215	(9,589)	-2.4%
Total Expenses	3,580,750	3,584,241	3,636,295	3,880,797	244,502	6.7%
Total Net Gain/Loss from Ops	(819,764)	(637,732)	(474,997)	(765,683)	(290,686)	61.2%
Town/UT Support	737,689	768,218	800,784	819,334	18,550	2.3%
Net Gain/Loss after support²	(82,075)	130,486	325,787	53,651	(272,136)	
FTEs at end of FY	52.42	50.40	51.00	51.00	0	0.0%
Total Billable Runs in FY	4,147	3,919	3,924	3,981	57	1.5%
Total Runs in FY	5,158	5,021	5,027	5,100	73	1.5%

Note 1. Contractual allowances for Medicare, MaineCare, Insurance fee structures, charity care and other writeoffs

Note 2. Contractual allowances in 2008 thereafter include Medicare Bad Debt (\$53,400/year) transferred to, but not paid by, MaineCare.

Note 3. Salaries frozen in Calendar Year 2009 (affecting 1/2 FY2010); FY2011 includes Laddering adjustments.

Note 4. Stanley Utilities included in Local Utilities above after 2010

7/22/2010