

COLUSA AMBULANCE FORECAST
For The Fiscal Year Ending June 30.

FY22 Jan YTD / Account				FY23 / Account				FY24 / Account				FY25 / Account			
(Annualized)				(Forecast)				(Forecast)				(Forecast)			
Billed Accounts	814			828				842				856			
Worked Hours	17,600	22		17,600	21			17,600	21			17,600	21		
PTO/ESL Hours	2,258	3		2,258	3			2,258	3			2,258	3		
Total Hours	19,858	24		19,858	24			19,858	24			19,858	23		
Worked FTE	8.5			8.5				8.5				8.5			
Total FTE	9.5			9.5				9.5				9.5			
REVENUE															
Gross Revenue	\$ 3,975,969	\$ 4,883		\$ 4,106,864	\$ 4,961			\$ 4,242,068	\$ 5,040			\$ 4,381,723	\$ 5,121		
Net Revenue	\$ 482,755	\$ 593		\$ 498,648	\$ 602			\$ 515,064	\$ 612			\$ 532,021	\$ 622		
Estimated Collection Percentage	12.1%			12.1%				12.1%				12.1%			
Other Revenue	\$ 10,815	\$ 13		\$ 10,996	\$ 13			\$ 11,179	\$ 13			\$ 11,365	\$ 13		
TOTAL NET REVENUE	\$ 493,570	\$ 606		\$ 509,644	\$ 616			\$ 526,243	\$ 625			\$ 543,386	\$ 635		
EXPENSE															
Salaries and Wages	\$ 602,050	\$ 739		\$ 617,765	\$ 746			\$ 639,386	\$ 760			\$ 661,765	\$ 773		
Employee Benefits	299,821	368		307,647	372			318,414	378			329,559	385		
Supplies	40,495	50		43,228	52			46,146	55			49,261	58		
Dispatch	76,824	94		82,010	99			87,546	104			93,455	109		
Insurance & Registration	5,355	7		5,623	7			5,904	7			6,199	7		
Other Expenses	1,428	2		1,524	2			1,627	2			1,737	2		
TOTAL DIRECT EXPENSE	\$ 1,025,973	\$ 1,260		\$ 1,102,611	\$ 1,332			\$ 1,143,838	\$ 1,359			\$ 1,186,790	\$ 1,387		
CONTRIBUTION MARGIN															
Contribution Margin Percentage	\$ (\$532,403)	\$ (654)		\$ (\$592,967)	\$ (716)			\$ (617,595)	\$ (734)			\$ (643,404)	\$ (752)		
Indirect Support Services	-107.9%			-116.3%				-117.4%				-118.4%			
	\$ 297,767			\$ 307,570				\$ 317,696				\$ 328,155			
NET CONTRIBUTION MARGIN	\$ (830,170)	\$ (1,020)		\$ (900,537)	\$ (1,088)			\$ (935,291)	\$ (1,111)			\$ (971,559)	\$ (1,135)		
Net Contribution Margin Percentage	-168.2%			-176.7%				-177.7%				-178.8%			

3 Year Projection

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COLUSA AMBULANCE ANALYSIS AND FORECAST

For The Fiscal Year Ending June 30.

OVERVIEW

The purpose of this analysis is to assess the current financial status of operating resources related to ambulance coverage, estimate the cost of adding additional 24/7 ambulance, and forecast the marginal impact over three years. The analysis only represents Colusa Ambulance's direct operational impact and does not follow the patient population through the hospital. Therefore, ignoring the marginal impact of treatment at Enloe Medical Center. Colusa staffs one ambulance 24/7 with one Paramedic and one EMT.

FINANCIAL ASSUMPTIONS

FY22 Financial Data contains information on 7 months of operations and is annualized to show a baseline for the 3-year projection.

Transport statistics were forecasted using the Percent Over Last Year approach, which assumed a 1.67% increase per fiscal year. A 3-year average substituted the FY21 statistic since volumes were directly affected by the COVID-19 pandemic lockdowns.

FY22 worked hours were used to estimate worked hours over the next three years.

The actual PTO rate was used to calculate PTO hours.

Gross Revenue was calculated on a per-account basis and was forecasted using the Percent Over Last Year approach, which assumed a 1.60% increase per fiscal year. Net Revenue was calculated using the FY22 estimated collection percentage on zero balance accounts.

Other Revenue includes lump sum payments received by Dispatch for providing services to First Responder and is allocated based on total transports for each ambulance cost center. This revenue is not expected to increase.

Salary and Wages is based on the average hourly rate in FY22 and assuming a 3.5% increase per fiscal year.

Employee Benefits include additional allocated benefits to capture the cost of all employee benefits such as, but not limited to, PTO, FICA, Health/Dental Insurance, and Life Insurance.

Insurance premiums assume a 5% increase per fiscal year.

All other expenses are considered variable and calculated on a per-account basis, with a 5% increase per fiscal year.

Indirect Support Services were estimated using cost-to-charge ratios, which include allocated benefits.