

CSA 17

1st QUARTER

FINANCIAL OVERVIEW



November 12, 2019



CPSM
Center for Public Safety Management, LLC

Revenue:

	Actual [Projected]	2018-19	[2019-20]	% Change
Ambulance Transports		5,086	5,460	7.35%
<i>Resident Transports</i>		3,626	3,900	7.56%
<i>Non-Resident Transports</i>		1,460	1,560	6.85%
Revenue				
Ambulance Transport Revenue		\$1,899,312	\$2,174,545	14.49%
<i>Resident Ambulance Revenue</i>		\$1,131,720	\$1,225,732	8.31%
<i>Non-Resident Ambulance Revenue</i>		\$767,591	\$948,813	23.61%
Property Tax		\$1,390,637	\$1,417,754	1.95%
Benefit Fee		\$1,630,281	\$1,655,375	1.54%
Other (GEMT, Interest, Other Rev.)		\$177,664	\$181,484	2.15%
GEMT-QAF (\$220.80 per Medi-Cal Trip)			\$120,557	
Non-Transport Related Revenue		\$3,198,582	\$3,254,613	1.75%
Total Revenue		\$5,097,894	\$5,429,159	6.5%



Expense:

Expense	2018-19	[2019-20]	% Change
AMR	\$ 3,988,936	\$ 4,126,930	3.5%
City of Del Mar	\$ 15,087	\$ 47,359	213.9%
City of Encinitas	\$ 96,613	\$ 201,510	108.6%
City of Rancho Santa Fe	\$ 63,385	\$ 134,609	112.4%
City of Solana Beach	\$ 30,055	\$ 66,740	122.1%
Wittman Enterprises	\$ 78,864	\$ 97,855	24.1%
North County Dispatch	\$ 22,629	\$ 30,776	36.0%
Sacramento Fire	\$ -	\$ 5,000	
Willdan	\$ 6,718	\$ 7,500	11.6%
County Admin Services	\$ 145,609	\$ 200,000	37.4%
Mutual Aid	\$ -	\$ 20,000	
DPC	\$ 32,933	\$ 32,933	3.0%
CSA Business Consultant	\$ 30,950	\$ 56,050	81.1%
GEMTQAF (\$26.07 fee per transport)	\$ 155,921	\$ 142,342	-8.7%
Total Expenses	\$ 4,667,699	\$ 5,169,603	10.8%



Operations Analysis:

Actual [Projected]	2018-19	[2019-20]	% Change
Total Revenue	\$ 5,097,894	\$ 5,429,159	6.5%
Total Expenses	\$ 4,667,699	\$ 5,169,603	10.8%
Net from Operations	\$ 430,194	\$ 259,556	-39.7%



Operations Analysis:

	2018-19	[2019-20]
Transport Revenue per Transport	\$ 373.44	\$ 372.58
Other Revenue per Transport	\$ 628.90	\$ 622.97
Total Revenue per Transport	\$ 1,002.34	\$ 995.54
Transport Expense per Transport	\$ 784.30	\$ 790.97
First Response Expense per Transport	\$ 40.33	\$ 86.18
Other Expense per Transport	\$ 93.12	\$ 110.26
Total Expense per Transport	\$ 917.75	\$ 987.41
Revenue over Expenses	\$ 84.58	\$ 8.13



Reserve Analysis:

Reserve Analysis

	2018-19	[2019-20]	% Change
Beginning Balance	\$ 5,808,691	\$ 6,238,885	7.4%
Credit (Debit) Amount	\$ 430,194	\$ 259,556	-39.7%
New Balance	\$ 6,238,885	\$ 6,498,441	4.2%
Required Reserve	\$ 2,548,947	\$ 2,584,802	1.4%
Excess Reserve	\$ 3,689,939	\$ 3,913,640	6.1%

