

CSA-69 - FY 2018-19 YEAR END TOTALS & FINANCIAL PROJECTIONS



September 12, 2019 Presentation

Revised 09-07-19



CPSM
Center for Public Safety Management, LLC

Expenses – FY 2018-19 (Actual*):

Lakeside Ambulance Contract	\$ 3,383,330	(44.8%)
Santee Ambulance Contract	\$ 3,485,849	(46.1%)
Billing Services	\$ 175,613	(2.3%)
County Administration	\$ 175,345	(2.3%)
GEMT/QAF	\$ 300,565	(4.0%)
Other Expenses	\$ 35,653	(0.4%)
TOTAL Expenses	\$7,556,356	(100%)

NOTE: Actual as of 8-20-19



Revenues FY 2018-19 (Actual):

CSA Benefit Fees	\$ 2,634,078	(35.0%)
Property Tax Increment	\$ 632,910	(8.4%)
Resident Transport Revenue	\$ 2,936,270	(39.0%)
Non-Resident Transport Revenue	\$ 966,245	(12.8%)
GEMT/QAF*	\$ 98,957	(1.3%)
Other Revenue/Interest	\$ 294,577	(3.9%)
TOTAL Revenue	\$7,536,038	(100%)

	<u>FY 2017-18</u>	<u>FY 2018-19</u>
Ambulance Transports:	9,379	9,490

*NOTE: Additional FY 2018-19 GEMT/QAF revenue received in FY 2019-20



Unit Costs (Revenue and Expense):

		FY 2017-18	FY 2018-19	% Change
Revenue per Transport	\$	774.96	\$ 796.95	2.8%
Expense per Transport	\$	<u>716.77</u>	<u>\$ 796.24</u>	<u>11.1%</u>
Revenue over Expense	\$	58.19	\$ 0.70	-98.8%



Operations Analysis:

	FY 2017-18	FY 2018-19	% Change
Total Revenue	\$ 7,268,360	\$ 7,563,038	4.1%
Total Expenses	<u>\$ 6,722,564</u>	<u>\$ 7,556,356</u>	<u>12.4%</u>
Net from Operations	\$ 545,796	\$ 6,682	-98.8%



EXPENSE/REVENUE PROJECTIONS:

No Changes- (Deficit spending begins FY 2025-26)

	[2019-20]	[2020-21]	[2021-22]	[2022-23]
Total Revenue	\$ 8,108,461	\$ 8,282,709	\$ 8,462,287	\$ 8,647,410
Total Expenses	\$ 7,740,054	\$ 7,970,624	\$ 8,209,008	\$ 8,455,821
Operating Margin	\$ 368,406	\$ 312,085	\$ 253,280	\$ 191,589

	[2023-24]	[2024-25]	[2025-26]	[2026-27]
Total Revenue	\$ 8,838,302	\$ 9,035,198	\$ 9,238,344	\$ 9,447,997
Total Expenses	\$ 8,711,324	\$ 8,976,024	\$ 9,250,489	\$ 9,535,355
Operating Margin	\$ 126,978	\$ 59,174	\$ (12,145)	\$ (87,358)



EXPENSE/REVENUE PROJECTIONS:

CSA Proposed Rate Changes

	[2019-20]	[2020-21]	[2021-22]	[2022-23]
Total Revenue	\$ 8,656,827	\$ 8,962,392	\$ 9,291,735	\$ 9,590,398
Total Expenses	<u>\$ 7,764,731</u>	<u>\$ 8,001,210</u>	<u>\$ 8,246,333</u>	<u>\$ 8,498,256</u>
Difference - Current Deployment w/Rate Changes	\$ 892,096	\$ 961,183	\$ 1,045,402	\$ 1,092,142

	[2023-24]	[2024-25]	[2025-26]	[2026-27]
Total Revenue	\$ 10,075,064	\$ 10,362,158	\$ 10,742,298	\$ 11,008,814
Total Expenses	<u>\$ 8,766,978</u>	<u>\$ 9,035,738</u>	<u>\$ 9,318,167</u>	<u>\$ 9,605,592</u>
Difference - Current Deployment w/Rate Changes	\$ 1,308,086	\$ 1,326,420	\$ 1,424,131	\$ 1,403,222



EXPENSE/REVENUE PROJECTIONS:

(with Rate Increase and 1 Additional 12-Hour Medic Unit)

	[2019-20]	[2020-21]	[2021-22]	[2022-23]
Total Revenue	\$ 8,656,827	\$ 8,962,392	\$ 9,291,735	\$ 9,590,398
Total Expenses	\$ 8,649,138	\$ 8,912,149	\$ 9,184,600	\$ 9,464,671
Difference - Rate Changes plus a new 12-Hour Rescue	\$ 7,689	\$ 50,244	\$ 107,135	\$ 125,727

	[2023-24]	[2024-25]	[2025-26]	[2026-27]
Total Revenue	\$ 10,075,064	\$ 10,362,158	\$ 10,742,298	\$ 11,008,814
Total Expenses	\$ 9,762,386	\$ 10,061,007	\$ 10,374,195	\$ 10,693,301
Difference - Rate Changes plus a new 12-Hour Rescue	\$ 312,678	\$ 301,151	\$ 368,103	\$ 315,513



EXPENSE/REVENUE PROJECTIONS:

(with Rate Increase and 1 Additional 24-Hour Medic Unit)

	[2019-20]	[2020-21]	[2021-22]	[2022-23]
Total Revenue	\$ 8,656,827	\$ 8,962,392	\$ 9,291,735	\$ 9,590,398
Total Expenses	\$ 9,533,545	\$ 9,823,088	\$ 10,122,867	\$ 10,431,086
Difference - Rate Changes plus a new 24-Hour Rescue	\$ (876,718)	\$ (860,695)	\$ (831,132)	\$ (840,688)
Excess Reserve Balance	\$ 3,616,692	\$ 2,624,492	\$ 1,657,134	\$ 676,410

	[2023-24]	[2024-25]	[2025-26]	[2026-27]
Total Revenue	\$ 10,075,064	\$ 10,362,158	\$ 10,742,298	\$ 11,008,814
Total Expenses	\$ 10,757,794	\$ 11,086,277	\$ 11,430,223	\$ 11,781,010
Difference - Rate Changes plus a new 24-Hour Rescue	\$ (682,730)	\$ (724,119)	\$ (687,925)	\$ (772,196)
Excess Reserve Balance	\$ (155,177)	\$ (1,028,607)	\$ (1,873,126)	\$ (2,804,874)



How do we Balance Workload and Funding?

- *Without Changes Deficit spending begins in FY- 2025-26.
- *With a rate increase the current system is sustainable.
- *With a rate increase an additional 12-Hour unit is sustainable.
- *An additional 24-hour medic unit results in Deficit spending.



We need your input:

Identifying options for improved efficiency?

GOAL: *Balancing workload
with the Available Funding*



Exhibit A: Efficiency Enhancement Options

- * Institute MPDS and alter response assignments ?
 - Medic Units respond to only high acuity/ALS calls
 - Fire Engines handle minor-non transport incidents
- * Consider using Private Providers to address workload issues
- * Utilize Private Providers for BLS Transports, Inter-facility Surge Capacity and Special Events ?
- * Consider Posting or Roving deployment strategies ?
- * Evaluate peak-period staffing options?
- * Tie provider agreements to revenues ?
- * Expand collections of non-transport response fees ?

- * Others ???



