

CSA 69

1st QUARTER

FINANCIAL OVERVIEW



November 14, 2019



CPSM
Center for Public Safety Management, LLC

Revenue Analysis [Projected FY 2019-20]

Revenue Actual [Projected]	2018-19	[2019-20]	%
Ambulance Fees	\$3,902,516	\$5,849,924*	49.90%
Property Tax	\$632,910	\$667,731	5.50%
Benefit Fee	\$2,634,078	\$2,675,345	1.57%
Other (Interest, GEMT)	\$393,534	\$423,580	-0.07%
GEMT/QAF		\$200,375	
Total Other Revenue	\$3,660,522	\$3,967,032	3.6%
Total Revenue	\$7,563,038	\$9,816,956	29.8%
Net Ambulance Revenue per Transport	\$412.66	\$619.04	50.0%

***Note: This revenue amount being reviewed for accuracy**



Average Patient Revenue Analysis

July – August 2019

Resident				Non-Resident			
Billed	Collected	Collection %	Cash/Trip	Billed	Collected	Collection %	Cash/Trip
\$1,346,956	\$690,238	51.2%	\$580.03	\$491,454	\$284,749	57.9%	\$739.61
\$1,131.90				\$1,276.50			

FY 2018 – 2019:

	Billed	Collected
Transports	\$11,268,680	\$3,902,516
Gross APC	9,490	9,490
	\$1,187.43	\$411.22

FY 2014 – 2018:

Resident				Non-Resident			
Billed	Collected	Collection %	Cash/Trip	Billed	Collected	Collection %	Cash/Trip
\$31,313,118	\$11,429,330	36.5%	\$416.16	\$12,098,627	\$3,570,808	29.5%	\$381.99
\$1,140.15				\$1,294.25			



Expenses:

CSA Actual [Projected]

	2018-19	[2019-20]
Lakeside Fire Protection District	\$ 3,383,330	\$ 3,447,188
City of Santee	\$ 3,485,849	\$ 3,661,980
Wittman Enterprises	\$ 175,613	\$ 247,119
Sacramento Fire	\$ -	\$ 16,000
Willdan	\$ 4,703	\$ 4,980
DPC	\$ 53,570	\$ 78,379
County Admin Services	\$ 121,775	\$ 123,602
GEMTQAF-State	\$ 300,565	\$ 246,362
CSA Business Consultant	\$ 30,950	\$ 36,521
Total Expenses	\$ 7,556,356	\$ 7,862,130

*Note: Orange amounts annual projections based on 1st Quarter expenditures



Operations Analysis:

Actual [Projected]	2018-19	[2019-20]	[2020-21]
Total Revenue	\$7,563,038	\$9,816,956*	\$7,945,032
Total Expenses	\$7,556,356	\$7,862,130	\$8,085,595
Operating Margin	\$6,682	\$1,954,826	(\$140,563)

Reserve Analysis	2018-19	[2019-20]	[2020-21]
Beginning Balance	\$8,811,298	\$8,817,979	\$10,772,806
Credit (Debit) Amount	\$6,682	\$1,954,826	(\$140,563)
New Balance	\$8,817,979	\$10,772,806	\$10,632,242
Required Reserve	\$3,778,178	\$3,931,065	\$4,042,797
Excess Reserve	\$5,039,802	\$6,841,741	\$6,589,445

***Note: This revenue amount being reviewed for accuracy**

