

Assumptions	
Mid-point Wage Ranges	CURRENT
EMT	\$ 17.50
AEMT	\$ 19.00
Paramedic	\$ 25.00
Overtime Rate	10%
	65%
Charge Rates	Base Medicare/MaineCare
BLS Non Emergency	\$ 500.00 231.38
BLS Emergency	\$ 750.00 370.22
ALS Non Emergency	\$ 750.00 277.66
ALS Emergency	\$ 1,000.00 439.63
ALS II Emergency	\$ 1,750.00 636.61
Mileage	\$ 20.00 8.02
Call Volume	399
BLS Non-Emergency	80 20%
BLS Emergency	124 31%
ALS Non Emergency	20 5%
ALS Emergency	164 41%
ALS II Emergency	12 3%
Average Transport Mileage	12
	Basis Useful Life
Ambulance Acquisition Cost	\$ 185,000 13.43
Patient Securement	\$ 50,000 20.14
Cardiac Monitor	\$ 32,000 10.00
Miscellaneous Medical Equipment	\$ 35,000 10.00
Disposable Supplies per Transport	\$ 25.00
Pharmaceuticals per Transport	\$ 10.00
Fuel Cost (/ Gallon Unld)	\$ 3.85
Mileage Factor	3.50 (Total miles driven per tr
Annual Miles	16,758.00
Annual Fuel Cost	\$ 8,064.79
Ambulance MPG	8
Ambulance Retirement Mileage	225,000
Ambulance Maintenance per Mile	0.13
Incremental calls for additional ambulance	2000
Ambulances Needed	1
Supervisors Needed	1.00
0-2000 Calls	1

1 additional for every 1900 calls

0-1000	1
1000-2000	2
Every additional 2000	1

	20%		15%
Commercial		Self Pay (7.5% collection rate)	
\$	428.05	\$	37.50
\$	684.91	\$	56.25
\$	513.67	\$	56.25
\$	813.32	\$	75.00
\$	1,177.73	\$	131.25
\$	14.84	\$	1.50

Annual Depr.

\$ 13,778.80
 \$ 2,482.67
 \$ 3,200.00
 \$ 3,500.00

transport mile)

	Charges	Payments		
		Medicare/MaineCare	Commercial	Self Pay
BLS Non Emergency	\$ 39,900.00	12,001.68	6,831.73	448.88
BLS Emergency	\$ 92,767.50	29,765.13	16,943.23	1,043.63
ALS Non Emergency	\$ 14,962.50	3,600.56	2,049.55	168.33
ALS Emergency	\$ 163,590.00	46,747.40	26,610.06	1,840.39
ALS II Emergency	\$ 20,947.50	4,953.14	2,819.48	235.66
Mileage	\$ 95,760.00	24,959.84	14,207.91	1,077.30
TOTAL	\$ 427,927.50	\$ 122,027.75	\$ 69,461.95	\$ 4,814.18
Average Charge	\$ 1,072.50			
Average Payment	\$ 491.99			

Maybe low, not changing based on mileage

Total		Contractual / Bad Debt	Percentage
19,282.28	\$	20,617.72	0.516735
47,752.00	\$	45,015.50	0.485251
5,818.43	\$	9,144.07	0.611132
75,197.84	\$	88,392.16	0.540327
8,008.29	\$	12,939.21	0.617697
40,245.06	\$	55,514.94	0.57973
\$ 196,303.89	\$	231,623.61	0.541268

Transports 399
 Estimated Non-Transports 140 55,416.09

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Gross Patient Revenue	\$ 427,927.50	\$ 440,765.33	\$ 453,988.28	\$ 467,607.93	\$ 481,636.17	\$ 496,085.26	\$ 510,967.81	\$ 526,296.85
Contractual Allowances & Bad Debt	\$ (231,623.61)	\$ (242,046.67)	\$ (252,938.77)	\$ (264,321.02)	\$ (276,215.46)	\$ (288,645.16)	\$ (301,634.19)	\$ (315,207.73)
Net Patient Service Revenue	\$ 196,303.89	\$ 198,718.65	\$ 201,049.51	\$ 203,286.92	\$ 205,420.71	\$ 207,440.10	\$ 209,333.62	\$ 211,089.12

Salaries & Wages	\$ 500,406.40	\$ 515,418.59	\$ 530,881.15	\$ 546,807.58	\$ 563,211.81	\$ 580,108.17	\$ 597,511.41	\$ 615,436.75
Fringe & Tax (27%)	\$ 135,109.73	\$ 139,163.02	\$ 143,337.91	\$ 147,638.05	\$ 152,067.19	\$ 156,629.20	\$ 161,328.08	\$ 166,167.92
Supplies	\$ 13,965.00	\$ 14,383.95	\$ 14,815.47	\$ 15,259.93	\$ 15,717.73	\$ 16,189.26	\$ 16,674.94	\$ 17,175.19
Dispatch & Billing	\$ 7,980.00	\$ 8,219.40	\$ 8,465.98	\$ 8,719.96	\$ 8,981.56	\$ 9,251.01	\$ 9,528.54	\$ 9,814.39
Repairs and Maintenance	\$ 2,178.54	\$ 2,243.90	\$ 2,311.21	\$ 2,380.55	\$ 2,451.97	\$ 2,525.52	\$ 2,601.29	\$ 2,679.33
Fuel Cost	\$ 8,064.79	\$ 8,306.73	\$ 8,555.93	\$ 8,812.61	\$ 9,076.99	\$ 9,349.30	\$ 9,629.78	\$ 9,918.67
Rent	\$ 52,500.00	\$ 54,075.00	\$ 55,697.25	\$ 57,368.17	\$ 59,089.21	\$ 60,861.89	\$ 62,687.75	\$ 64,568.38
IT / Telecom	\$ 13,500.00	\$ 13,905.00	\$ 14,322.15	\$ 14,751.81	\$ 15,194.37	\$ 15,650.20	\$ 16,119.71	\$ 16,603.30
Non Capital Equipment	\$ 5,000.00	\$ 5,150.00	\$ 5,304.50	\$ 5,463.64	\$ 5,627.54	\$ 5,796.37	\$ 5,970.26	\$ 6,149.37
Other G&A & Insurances	\$ 25,900.00	\$ 26,677.00	\$ 27,477.31	\$ 28,301.63	\$ 29,150.68	\$ 30,025.20	\$ 30,925.95	\$ 31,853.73
Depreciation	\$ 22,961.47	\$ 22,961.47	\$ 22,961.47	\$ 22,961.47	\$ 22,961.47	\$ 22,961.47	\$ 22,961.47	\$ 22,961.47

Total Expenses	\$ 764,604.46	\$ 787,542.59	\$ 811,168.87	\$ 835,503.93	\$ 860,569.05	\$ 886,386.12	\$ 912,977.71	\$ 940,367.04
Net Operating Income	\$ (568,300.56)	\$ (588,823.94)	\$ (610,119.35)	\$ (632,217.02)	\$ (655,148.34)	\$ (678,946.02)	\$ (703,644.08)	\$ (729,277.92)

Total Ambulances 1
 Total EMT/AEMT FTEs 4.4
 Total Paramedic FTEs 4.4
 Total Leadership FTEs 1

Cost Per Transport \$ 1,916.30
 Net Income Per Transport \$ (1,424.31)
 Net Cash Per Transport \$ (1,366.76)

Municipal Budget Illustrations

	Urban, 1334 Calls per year (Old Town)	Super Rural (Madawaska)
Charges	\$ 1,359,369.20	
Contractual Allowances / BD	\$ (608,842.31)	
Payments	\$ 683,003.70	\$ 393,784.78
Personnel	\$ 1,097,991.00	\$ 431,125.00
Purchased Services	\$ 26,319.00	\$ 57,000.00
Supplies and Materials	\$ 69,817.00	\$ 40,050.00
Repairs and Maintenance	\$ 36,550.00	\$ 14,200.00
Utilities	\$ 30,140.00	\$ 2,300.00
IT	\$ 4,000.00	\$ 2,520.00
Other	\$ 552.00	\$ 16,550.00
Depreciation	\$ 98,485.00	
Insurances	\$ 51,477.00	
Net Income Before Allocation	\$ (732,327.30)	\$ (169,960.22)

Not included

Rent, Capital Equipment,
Additional Personnel.
Expenses split 50/50 with
fire, however 86% of
demand is EMS

Insurances, capital
equipment, rent

Percentile	Volume	Net Income	Ambulances	FTEs	Net Income Per Call
25th	191	\$ (653,854.54)	1	9.8	\$ (3,423.32)
50th	399	\$ (568,300.56)	1	9.8	\$ (1,424.31)
75th	1241	\$ (805,613.47)	2	18.6	\$ (649.16)
Maximum	14795	\$ (201,752.76)	9	83.2	\$ (13.64)

Percentile	No Transports	Additional Revenue if non-transports were funded*	Additional loss to adjust wages	Additional Revenue if Rural	Additional Revenue if Super Rural
25th	67	\$ 29,527.50	\$ (899,972.41)	\$ 1,061.05	\$ 23,979.74
50th	140	\$ 55,416.09	\$ (814,418.44)	\$ 2,216.54	\$ 50,093.81
75th	436	\$ 172,359.30	\$ (1,010,096.46)	\$ 6,894.05	\$ 155,805.56
Maximum	5,198	2,054,839.56	\$ (2,416,813.61)	\$ 82,189.76	N/A

**Cost Per
Transport**

\$	3,915.31
\$	1,916.30
\$	1,141.15
\$	505.63

			Multiplier		
EMT	4.4	\$ 167,024.00	1	\$	167,024.00
Paramedic	4.4	\$ 228,800.00	1	\$	228,800.00
Leadership	1	\$ 65,000.00	1.00	\$	65,000.00
Overtime			1	\$	39,582.40
TOTAL		\$ 460,824.00		\$	500,406.40
Senior Leader		\$ 100,000.00	0	\$	-