

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone A - Option B

Bidder	Priority One Medical Transport, Inc.		
Zone(s)	A <input type="text" value="LODI"/>	B <input type="text"/>	C <input type="text"/>
Option	A <input type="text"/>	B <input type="text" value="XX"/>	C <input type="text"/>

Directions

Complete this Identification page and the following
Expense budgets (Years 1, 2, and 3)
Revenue budgets (Years 1, 2, and 3)

On each spreadsheet, enter information into the colored boxes.
Other numbers will be calculated.

PRIORITY ONE MEDICAL TRANSPORT INC. LODI ZONE A- OPTION B

Uses 6 Ambulances in Peak Deployment - With (2) additional units
3X24X365
2X10X365
1X08X5X365
1X08X5X52 SMT- Unit
1x LDF- S.P.A.R.E. Unit
SMT- Station Management Team unit to be fielded to handle unusually high Call Volume
S.P.A.R.E. (Supplemental Paramedic Ambulance Resource Equipment)

Priority One Medical Transport, Inc.

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<u>Personnel</u>		
<u>Paramedics</u>		
• Wages	\$436,995.91	
• Benefits	\$205,645.13	
<u>EMT-Is</u>		
• Wages	\$279,390.83	
• Benefits	\$131,478.03	
<u>Dispatchers</u>		
• Wages	\$254,040.00	
• Benefits	\$45,727.20	
<u>Other Personnel</u>		
• Wages	\$166,488.00	
• Benefits	\$29,967.84	
Subtotal		\$1,549,732.94
 <u>Vehicles</u>		
• Fuel	\$114,300.00	
• Repair and maintenance	\$44,000.00	
• Equipment lease/depreciation	\$229,600.00	
Subtotal		\$387,900.00
 <u>Medical Equipment/Supplies</u>		
• Supplies	\$107,296.00	
• Equipment lease/depreciation	\$43,200.00	
• Maintenance and repair	\$7,200.00	
Subtotal		\$157,696.00
 <u>Other</u>		
• Rents and leases	\$80,000.00	
• Insurance	\$68,000.00	
• Utilities and telephone	\$48,000.00	
• Office supplies and postage	\$9,000.00	
• Professional services	\$40,000.00	
• Taxes	\$23,548.00	
Interest - Loan	\$30,000.00	
County Fees/ City Fees	\$26,000.00	
9-1-1 System, PSAP, CAD,	\$100,000.00	
Haz Mat Waste	\$2,000.00	
City of Lodi - Fire Dept Pass Thru	\$117,150.00	
Training Budget	\$75,000.00	
Subtotal		\$618,698.00
Total Expenses		\$2,714,026.94
EXPENSES YEAR 1		

Priority One Medical Transport, Inc.

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Patient Charges	
• Private payments	\$1,844,125.60
• Medi-Cal	\$95,677.04
• Medicare	\$801,888.59
• Other third party payments	\$7,660.00
Subtotal	\$2,749,351.23
• Other sources of revenue (specify)	\$0.00
	\$0.00
Total Revenue	\$2,749,351.23
Net income (total revenue minus total expenses)	\$35,324.29

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	1420	0.356157512	\$1,298.68	\$1,844,125.60
Medi-Cal Only	613	0.153749686	\$156.08	\$95,677.04
Medicare/Medi-cal	393	0.098570354	\$453.72	\$178,311.96
Medicare Only	1178	0.295460246	\$567.15	\$668,102.70
Medicare Co-Pay Write Downs	0			-\$44,526.07
No Payment	383	0.096062202	\$20.00	\$7,660.00
Total	3987	1		\$2,749,351.23

REVENUE YEAR 1

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone A - Option B

<u>Personnel</u>			
<u>Paramedics</u>			
• Wages	\$458,845.70		
• Benefits	\$215,927.38		
<u>EMT-Is</u>			
• Wages	\$293,360.37		
• Benefits	\$138,478.03		
<u>Dispatchers</u>			
• Wages	\$266,742.00		
• Benefits	\$48,013.56		
<u>Other Personnel</u>			
• Wages	\$174,812.40		
• Benefits	\$31,466.21		
Subtotal		\$1,627,645.65	
<u>Vehicles</u>			
• Fuel	\$175,480.00		
• Repair and maintenance	\$65,000.00		
• Equipment lease/depreciation	\$229,600.00		
Subtotal			\$470,080.00
<u>Medical Equipment/Supplies</u>			
• Supplies	\$114,806.72		
• Equipment lease/depreciation	\$43,200.00		
• Maintenance and repair	\$9,700.00		
Subtotal			\$167,706.72
<u>Other</u>			
• Rents and leases	\$92,000.00		
• Insurance	\$90,000.00		
• Utilities and telephone	\$66,000.00		
• Office supplies and postage	\$15,750.00		
• Professional services	\$85,000.00		
• Taxes	\$105,965.00		
Interest - Loans	\$61,312.00		
County Fees/City Fees	\$50,000.00		
9-1-1 System, PSAP, CAD	\$100,000.00		
Haz Mat Waste	\$2,500.00		
City of Lodi - Fire Dept Pass Thru	\$119,812.00		
Training Budget/PSA	\$81,000.00		
Subtotal			\$869,339.00
Total Expenses		\$3,134,771.37	

EXPENSES YEAR 2

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone A - Option B

Patient Charges

• Private payments	\$2,020,746.08	
• Medi-Cal	\$119,295.00	
• Medicare	\$1,144,659.97	
• Other third party payments	\$9,020.00	
Subtotal		\$3,293,721.05
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$3,293,721.05
Net income (total revenue minus total expenses)		\$158,949.68

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	1556	0.339515601	\$1,298.68	\$2,020,746.08
Medi-Cal Only	723	0.157756928	\$165.00	\$119,295.00
Medicare/Medi-cal	463	0.101025529	\$544.46	\$252,084.98
Medicare Only	1390	0.303294785	\$680.58	\$946,006.20
Medicare Co-Pay Write Downs	0	0		-\$53,431.21
No Payment	451	0.098407157	\$20.00	\$9,020.00
Total	4583	1		\$3,293,721.05

REVENUE YEAR 2

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone A - Option B

<u>Personnel</u>			
<u>Paramedics</u>			
• Wages	\$486,376.44		
• Benefits	\$270,081.00		
<u>EMT-Is</u>			
• Wages	\$308,028.38		
• Benefits	\$145,401.93		
<u>Dispatchers</u>			
• Wages	\$280,079.00		
• Benefits	\$50,413.56		
<u>Other Personnel</u>			
• Wages	\$183,552.40		
• Benefits	\$33,039.21		
Subtotal			\$1,756,971.92
<u>Vehicles</u>			
• Fuel	\$210,500.00		
• Repair and maintenance	\$75,000.00		
• Equipment lease/depreciation	\$229,600.00		
Subtotal			\$515,100.00
<u>Medical Equipment/Supplies</u>			
• Supplies	\$167,796.72		
• Equipment lease/depreciation	\$43,200.00		
• Maintenance and repair	\$15,000.00		
Subtotal			\$225,996.72
<u>Other</u>			
• Rents and leases	\$115,000.00		
• Insurance	\$125,000.00		
• Utilities and telephone	\$75,000.00		
• Office supplies and postage	\$25,000.00		
• Professional services	\$75,000.00		
• Taxes	\$187,007.00		
Interest - Loans	\$80,000.00		
County Fees/ City Fees	\$60,000.00		
9-1-1 System, PSAP, CAD	\$100,000.00		
Haz Mat Waste	\$4,000.00		
City of Lodi - Fire Dept Pass Thru	\$125,125.00		
Training Budget	\$100,000.00		
Total Expenses		\$1,071,132.00	
Total Expenses		\$3,569,200.64	

EXPENSES YEAR 3

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone A - Option B

Patient Charges	
• Private payments	\$2,401,750.00
• Medi-Cal	\$135,945.00
• Medicare	\$1,302,096.76
• Other third party payments	\$9,920.00
Subtotal	\$3,849,711.76
• Other sources of revenue (specify)	\$0.00
	\$0.00
Total Revenue	\$3,849,711.76
Net income (total revenue minus total expenses)	\$280,511.12

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	1625	0.328017763	\$1,478.00	\$2,401,750.00
Medi-Cal Only	795	0.160476383	\$171.00	\$135,945.00
Medicare/Medi-cal	510	0.102947113	\$560.79	\$286,002.90
Medicare Only	1528	0.308437626	\$701.00	\$1,071,128.00
Medicare Co-Pay Write Downs	0	0	\$0.00	-\$55,034.14
No Payment	496	0.100121114	\$20.00	\$9,920.00
Total	4954	1	\$2,930.79	\$3,849,711.76

REVENUE YEAR 3