

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone B - Option A

Bidder	Priority One Medical Transport, Inc.		
Zone(s)	A <input type="text"/>	B STOCKTON	C <input type="text"/>
Option	A XXX	B <input type="text"/>	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. STOCKTON AREA 'B' OPTION A

Uses 14 Ambulances at Peak Deployment with additional 2-ALS SMT units (Total 16 Max)
8X24X365
6X10X365
3 QRV/OPS UNITS X 24X365
2 FIELD CONTROLLERS/FLEX TO HOSPITALS
2X8X5X52 SMT' units

SMT- Station Management Team unit to be fielded to handle unusually high Call Volume

Priority One Medical Transport, Inc.

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<u>Personnel</u>		
<u>Paramedics</u>		
• Wages	\$1,894,235.00	
• Benefits	\$547,355.00	
<u>EMT-Is</u>		
• Wages	\$947,722.50	
• Benefits	\$303,271.00	
<u>Dispatchers</u>		
• Wages	\$507,920.00	
• Benefits	\$126,980.00	
<u>Other Personnel</u>		
• Wages	\$1,255,000.00	
• Benefits	\$422,000.00	
Subtotal		\$6,004,483.50
<u>Vehicles</u>		
• Fuel	\$709,560.00	
• Repair and maintenance	\$264,000.00	
• Equipment lease/depreciation	\$480,000.00	
EMS Water Rescue Craft	\$40,000.00	
Subtotal		\$1,493,560.00
<u>Medical Equipment/Supplies</u>		
• Supplies	\$766,976.00	
• Equipment lease/depreciation	\$216,000.00	
• Maintenance and repair	\$28,800.00	
Subtotal		\$1,011,776.00
<u>Other</u>		
• Rents and leases	\$1,250,000.00	
• Insurance	\$410,000.00	
• Utilities and telephone	\$620,000.00	
• Office supplies and postage	\$157,000.00	
• Professional services	\$250,000.00	
• Taxes	\$270,000.00	
Interest - Loan	\$120,000.00	
County Fees/ City Fees	\$250,000.00	
County- Paramedic Patrol/Support	\$60,000.00	
County- Monitoring Costs	\$77,000.00	
9-1-1 System, PSAP, CAD,	\$250,000.00	
Haz Mat Waste	\$7,000.00	
Training Budget	\$200,000.00	
Subtotal		\$3,921,000.00
Total Expenses		\$12,430,819.50
EXPENSES YEAR 1		

Priority One Medical Transport, Inc.

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Patient Charges

• Private payments	\$6,970,419.52	
• Medi-Cal	\$1,019,514.56	
• Medicare	\$5,116,384.93	
• Other third party payments	\$82,040.00	
Subtotal		\$13,188,359.01
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$13,188,359.01
Net income (total revenue minus total expenses)		\$757,539.51

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	5864	0.214077103	\$1,188.68	\$6,970,419.52
Medi-Cal Only	6532	0.238463785	\$156.08	\$1,019,514.56
Medicare/Medi-cal	5943	0.216961157	\$453.72	\$2,696,457.96
Medicare Only	4951	0.180746203	\$567.15	\$2,807,959.65
Medicare Co-Pay Write Downs				-\$388,032.68
No Payment	4102	0.149751752	\$20.00	\$82,040.00
Total	27392	1		\$13,188,359.01

36500
100

REVENUE YEAR 1

Priority One Medical Transport, Inc.

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<u>Personnel</u>		
<u>Paramedics</u>		
• Wages	\$2,083,658.00	
• Benefits	\$602,090.00	
<u>EMT-Is</u>		
• Wages	\$1,042,494.70	
• Benefits	\$333,598.00	
<u>Dispatchers</u>		
• Wages	\$558,712.00	
• Benefits	\$139,678.00	
<u>Other Personnel</u>		
• Wages	\$1,380,500.00	
• Benefits	\$464,200.00	
Subtotal		\$6,604,930.70
<u>Vehicles</u>		
• Fuel	\$851,472.00	
• Repair and maintenance	\$316,800.00	
• Equipment lease/depreciation	\$480,000.00	
Subtotal		\$1,648,272.00
<u>Medical Equipment/Supplies</u>		
• Supplies	\$805,280.00	
• Equipment lease/depreciation	\$296,000.00	
• Maintenance and repair	\$38,000.00	
Subtotal		\$1,139,280.00
<u>Other</u>		
• Rents and leases	\$1,350,000.00	
• Insurance	\$470,000.00	
• Utilities and telephone	\$685,000.00	
• Office supplies and postage	\$172,000.00	
• Professional services	\$300,000.00	
• Taxes	\$471,913.00	
Interest - Loans	\$135,000.00	
County Fees/City Fees	\$250,000.00	
County -Paramedic Patro/Support	\$66,000.00	
9-1-1 System, PSAP, CAD	\$325,000.00	
Haz Mat Waste	\$7,700.00	
Training Budget/PSA	\$250,000.00	
Subtotal		\$4,482,613.00
Total Expenses		\$13,875,095.70
EXPENSES YEAR 2		

Priority One Medical Transport, Inc.

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Patient Charges

• Private payments	\$7,318,702.76	
• Medi-Cal	\$1,131,570.00	
• Medicare	\$6,439,814.24	
• Other third party payments	\$86,140.00	
Subtotal		\$14,976,227.00
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$14,976,227.00
Net income (total revenue minus total expenses)		\$1,101,131.30

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	6157	0.214082058	\$1,188.68	\$7,318,702.76
Medi-Cal Only	6858	0.238456189	\$165.00	\$1,131,570.00
Medicare/Medi-cal	6240	0.216968011	\$544.46	\$3,397,430.40
Medicare Only	5198	0.180737135	\$680.58	\$3,537,654.84
Medicare Co-Pay Write Downs	0	0		-\$495,271.00
No Payment	4307	0.149756606	\$20.00	\$86,140.00
Total	28760	1		\$14,976,227.00

38,400
105

REVENUE YEAR 2

Priority One Medical Transport, Inc.

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<u>Personnel</u>		
<u>Paramedics</u>		
• Wages	\$2,187,840.00	
• Benefits	\$632,194.50	
<u>EMT-Is</u>		
• Wages	\$1,094,619.00	
• Benefits	\$350,278.00	
<u>Dispatchers</u>		
• Wages	\$586,647.00	
• Benefits	\$146,661.00	
<u>Other Personnel</u>		
• Wages	\$1,449,525.00	
• Benefits	\$487,400.00	
Subtotal		\$6,935,164.50
<u>Vehicles</u>		
• Fuel	\$925,000.00	
• Repair and maintenance	\$342,000.00	
• Equipment lease/depreciation	\$512,000.00	
Subtotal		\$1,779,000.00
<u>Medical Equipment/Supplies</u>		
• Supplies	\$852,655.00	
• Equipment lease/depreciation	\$355,000.00	
• Maintenance and repair	\$55,000.00	
Subtotal		\$1,262,655.00
<u>Other</u>		
• Rents and leases	\$1,547,000.00	
• Insurance	\$525,000.00	
• Utilities and telephone	\$710,000.00	
• Office supplies and postage	\$205,000.00	
• Professional services	\$350,000.00	
• Taxes	\$1,445,443.00	
Interest - Loans	\$165,000.00	
County Fees/ City Fees	\$310,000.00	
County -Paramedic Patrol/ Support	\$75,000.00	
9-1-1 System, PSAP,CAD	\$370,000.00	
Haz Mat Waste	\$8,500.00	
Training Budget	\$350,000.00	
Total Expenses		\$6,060,943.00
Total Expenses		\$16,037,762.50

EXPENSES YEAR 3

Priority One Medical Transport, Inc.

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Patient Charges

• Private payments	\$8,849,086.72	
• Medi-Cal	\$1,231,200.00	
• Medicare	\$6,964,104.08	
• Other third party payments	\$90,440.00	
Subtotal		\$17,134,830.80
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$17,134,830.80
Net income (total revenue minus total expenses)		\$1,097,068.30

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	6464	0.214075178	\$1,368.98	\$8,849,086.72
Medi-Cal Only	7200	0.238450075	\$171.00	\$1,231,200.00
Medicare/Medi-cal	6552	0.216989568	\$560.79	\$3,674,296.08
Medicare Only	5457	0.180725286	\$701.00	\$3,825,357.00
Medicare Co-Pay Write Downs	0	0	\$0.00	-\$535,549.00
No Payment	4522	0.149759894	\$20.00	\$90,440.00
Total	30195	1	\$2,821.77	\$17,134,830.80

Expected Responses 40890

Responses per day 112

REVENUE YEAR 3