

**Priority One Medical Transport, Inc.**

**Attachment J: Operation Budget for Zone C - Option A**

<b>Bidder</b>	<input type="text" value="Priority One Medical Transport, Inc."/>		
<b>Zone(s)</b>	A <input type="text"/>	B <input type="text"/>	C <input type="text" value="TRACY"/>
<b>Option</b>	A <input type="text" value="XX"/>	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)  
Proposed charges (Years 1 and 2)

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

**PRIORITY ONE MEDICAL TRANSPORT INC. TRACY ZONE C OPTION A**

Uses 5 Ambulances in Peak Deployment - With (1) additional SMT unit  
3X24X365  
2X10X365  
1X08X5X52 SMT- Unit

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

**Priority One Medical Transport, Inc.**

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<b><u>Personnel</u></b>			
<b><u>Paramedics</u></b>			
• Wages	\$421,843.40		
• Benefits	\$190,492.62		
<b><u>EMT-Is</u></b>			
• Wages	\$258,804.51		
• Benefits	\$121,790.36		
<b><u>Dispatchers</u></b>			
• Wages	\$254,040.00		
• Benefits	\$45,727.20		
<b><u>Other Personnel</u></b>			
• Wages	\$137,368.00		
• Benefits	\$24,143.84		
<b>Subtotal</b>			\$1,454,209.93
<b><u>Vehicles</u></b>			
• Fuel	\$98,635.00		
• Repair and maintenance	\$37,500.00		
• Equipment lease/depreciation	\$206,452.00		
<b>Subtotal</b>		\$342,587.00	
<b><u>Medical Equipment/Supplies</u></b>			
• Supplies	\$86,940.00		
• Equipment lease/depreciation	\$38,880.00		
• Maintenance and repair	\$6,400.00		
<b>Subtotal</b>		\$132,220.00	
<b><u>Other</u></b>			
• Rents and leases	\$80,000.00		
• Insurance	\$62,000.00		
• Utilities and telephone	\$44,500.00		
• Office supplies and postage	\$8,100.00		
• Professional services	\$28,000.00		
• Taxes	\$6,363.00		
Interest - Loan	\$30,000.00		
County Fees/ City Fees	\$16,500.00		
9-1-1 System, PSAP, CAD,	\$85,000.00		
Haz Mat Waste	\$2,000.00		
Training Budget	\$50,000.00		
<b>Subtotal</b>		\$412,463.00	
<b>Total Expenses</b>		<b>\$2,341,479.93</b>	
<b>EXPENSES YEAR 1</b>			

**Priority One Medical Transport, Inc.**

**Attachment J: Operation Budget for Zone C - Option A**

**Patient Charges**

• Private payments	\$1,596,397.24	
• Medi-Cal	\$72,889.36	
• Medicare	\$675,478.63	
• Other third party payments	\$6,260.00	
<b>Subtotal</b>		\$2,351,025.23
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
<b>Total Revenue</b>		\$2,351,025.23
<b>Net income (total revenue minus total expenses)</b>		\$9,545.30

**Basis for Revenue Projections/**

<b>Source of Payment</b>	<b>Annual Number of Transports</b>	<b>%</b>	<b>Average Payment/Transport</b>	<b>Annual Revenue</b>
Private	1343	0.392919836	\$1,188.68	\$1,596,397.24
Medi-Cal Only	467	0.136629608	\$156.08	\$72,889.36
Medicare/Medi-cal	301	0.088063195	\$453.72	\$136,569.72
Medicare Only	994	0.290813341	\$567.15	\$563,747.10
Medicare Co-Pay Write Downs	0			-\$24,838.19
No Payment	313	0.09157402	\$20.00	\$6,260.00
<b>Total</b>	<b>3418</b>	<b>1</b>		<b>\$2,351,025.23</b>

**REVENUE YEAR 1**

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone C - Option A

<u>Personnel</u>		
<u>Paramedics</u>		
• Wages	\$442,935.57	
• Benefits	\$200,017.25	
<u>EMT-Is</u>		
• Wages	\$271,744.73	
• Benefits	\$127,879.87	
<u>Dispatchers</u>		
• Wages	\$266,742.00	
• Benefits	\$48,013.56	
<u>Other Personnel</u>		
• Wages	\$144,192.40	
• Benefits	\$25,496.00	
<b>Subtotal</b>		\$1,527,021.38
<u>Vehicles</u>		
• Fuel	\$159,980.00	
• Repair and maintenance	\$59,000.00	
• Equipment lease/depreciation	\$206,452.00	
<b>Subtotal</b>		\$425,432.00
<u>Medical Equipment/Supplies</u>		
• Supplies	\$93,841.00	
• Equipment lease/depreciation	\$38,880.00	
• Maintenance and repair	\$8,500.00	
<b>Subtotal</b>		\$141,221.00
<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	\$83,292.63	
Interest - Loans	\$71,000.00	
County Fees/City Fees	\$50,000.00	
9-1-1 System, PSAP, CAD	\$85,000.00	
Haz Mat Waste	\$2,000.00	
Training Budget/PSA	\$60,000.00	
<b>Subtotal</b>		\$700,042.63
<b>Total Expenses</b>		<b>\$2,793,717.01</b>
<b>EXPENSES YEAR 2</b>		

**Priority One Medical Transport, Inc.**

**Attachment J: Operation Budget for Zone C - Option A**

**Patient Charges**

• Private payments	\$1,882,869.12	
• Medi-Cal	\$90,915.00	
• Medicare	\$961,614.00	
• Other third party payments	\$7,380.00	
<b>Subtotal</b>		\$2,942,778.12
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
<b>Total Revenue</b>		\$2,942,778.12
<b>Net income (total revenue minus total expenses)</b>		\$149,061.11

**Basis for Revenue Projections/**

<b>Source of Payment</b>	<b>Annual Number of Transports</b>	<b>%</b>	<b>Average Payment/Transport</b>	<b>Annual Revenue</b>
Private	1584	0.392954602	\$1,188.68	\$1,882,869.12
Medi-Cal Only	551	0.136690647	\$165.00	\$90,915.00
Medicare/Medi-cal	355	0.088067477	\$544.46	\$193,283.30
Medicare Only	1172	0.290746713	\$680.58	\$797,639.76
Medicare Co-Pay Write Downs	0	0		-\$29,309.06
No Payment	369	0.091540561	\$20.00	\$7,380.00
<b>Total</b>	<b>4031</b>	<b>1</b>		<b>\$2,942,778.12</b>

**REVENUE YEAR 2**

**Priority One Medical Transport, Inc.**

**Attachment J: Operation Budget for Zone C - Option A**

<b><u>Personnel</u></b>		
<u>Paramedics</u>		
• Wages	\$464,293.56	
• Benefits	\$222,164.03	
<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	
<b>Subtotal</b>		<b>\$1,686,972.07</b>
<b><u>Vehicles</u></b>		
• Fuel	\$198,900.00	
• Repair and maintenance	\$75,000.00	
• Equipment lease/depreciation	\$206,452.00	
<b>Subtotal</b>		<b>\$480,352.00</b>
<b><u>Medical Equipment/Supplies</u></b>		
• Supplies	\$167,796.72	
• Equipment lease/depreciation	\$43,200.00	
• Maintenance and repair	\$15,000.00	
<b>Subtotal</b>		<b>\$225,996.72</b>
<b><u>Other</u></b>		
• Rents and leases	\$145,000.00	
• Insurance	\$125,000.00	
• Utilities and telephone	\$75,000.00	
• Office supplies and postage	\$25,000.00	
• Professional services	\$75,000.00	
• Taxes	\$92,018.00	
Interest - Loans	\$80,000.00	
County Fees/ City Fees	\$60,000.00	
9-1-1 System, PSAP, CAD	\$85,000.00	
Haz Mat Waste	\$4,000.00	
Training Budget	\$75,000.00	
<b>Total Expenses</b>		<b>\$841,018.00</b>
<b>Total Expenses</b>		<b>\$3,234,338.79</b>

**EXPENSES YEAR 3**

**Priority One Medical Transport, Inc.**

**Attachment J: Operation Budget for Zone C - Option A**

**Patient Charges**

• Private payments	\$2,191,736.98	
• Medi-Cal	\$103,626.00	
• Medicare	\$1,092,083.38	
• Other third party payments	\$9,920.00	
<b>Subtotal</b>		\$3,397,366.36
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
<b>Total Revenue</b>		\$3,397,366.36
<b>Net income (total revenue minus total expenses)</b>		\$163,027.57

**Basis for Revenue Projections/**

<b>Source of Payment</b>	<b>Annual Number of Transports</b>	<b>%</b>	<b>Average Payment/Transport</b>	<b>Annual Revenue</b>
Private	1601	0.365274926	\$1,368.98	\$2,191,736.98
Medi-Cal Only	606	0.138261465	\$171.00	\$103,626.00
Medicare/Medi-cal	391	0.089208305	\$560.79	\$219,268.89
Medicare Only	1289	0.294090805	\$701.00	\$903,589.00
Medicare Co-Pay Write Downs	0	0	\$0.00	-\$30,774.51
No Payment	496	0.113164499	\$20.00	\$9,920.00
<b>Total</b>	<b>4383</b>	<b>1</b>	<b>\$2,821.77</b>	<b>\$3,397,366.36</b>

**REVENUE YEAR 3**