

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone C - Option B

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

Uses 5 Ambulances in Peak Deployment - With (2) additional units
3X24X365
2X10X365
1X08X5X52 SMT- Unit
1X TFD - 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.

Attachment J: Operation Budget for Zone C - Option B

<u>Personnel</u>		
<u>Paramedics</u>		
• Wages	\$421,843.40	
• Benefits	\$190,492.62	
<u>EMT-Is</u>		
• Wages	\$258,804.51	
• Benefits	\$121,790.36	
<u>Dispatchers</u>		
• Wages	\$254,040.00	
• Benefits	\$45,727.20	
<u>Other Personnel</u>		
• Wages	\$137,368.00	
• Benefits	\$24,143.84	
Subtotal		\$1,454,209.93
 <u>Vehicles</u>		
• Fuel	\$98,635.00	
• Repair and maintenance	\$37,500.00	
• Equipment lease/depreciation	\$206,452.00	
Subtotal		\$342,587.00
 <u>Medical Equipment/Supplies</u>		
• Supplies	\$86,940.00	
• Equipment lease/depreciation	\$38,880.00	
• Maintenance and repair	\$6,400.00	
Subtotal		\$132,220.00
 <u>Other</u>		
• 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	\$24,090.00	
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	
City of Tracy - Fire Dept Pass Thru	\$103,411.00	
Training Budget	\$50,000.00	
Subtotal		\$533,601.00
Total Expenses		\$2,462,617.93
EXPENSES YEAR 1		

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone C - Option B

Patient Charges

• Private payments	\$1,744,127.24	
• Medi-Cal	\$72,889.36	
• Medicare	\$675,478.63	
• Other third party payments	\$6,260.00	
Subtotal		\$2,498,755.23
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$2,498,755.23
Net income (total revenue minus total expenses)		\$36,137.30

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	1343	0.392919836	\$1,298.68	\$1,744,127.24
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
Total	3418	1		\$2,498,755.23

REVENUE YEAR 1

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone C - Option B

<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		
Subtotal			\$1,527,021.38
<u>Vehicles</u>			
• Fuel	\$159,980.00		
• Repair and maintenance	\$59,000.00		
• Equipment lease/depreciation	\$206,452.00		
Subtotal		\$425,432.00	
<u>Medical Equipment/Supplies</u>			
• Supplies	\$93,841.00		
• Equipment lease/depreciation	\$38,880.00		
• Maintenance and repair	\$8,500.00		
Subtotal			\$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	\$113,850.00		
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		
City of Tracy -Fire Dept Pass Thru	\$121,968.00		
Training Budget/PSA	\$60,000.00		
Subtotal			\$852,568.00
Total Expenses		\$2,946,242.38	

EXPENSES YEAR 2

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone C - Option B

Patient Charges

• Private payments	\$2,057,109.12	
• Medi-Cal	\$90,915.00	
• Medicare	\$961,614.00	
• Other third party payments	\$7,380.00	
Subtotal		\$3,117,018.12
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$3,117,018.12
Net income (total revenue minus total expenses)		\$170,775.74

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	1584	0.392954602	\$1,298.68	\$2,057,109.12
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
Total	4031	1		\$3,117,018.12

REVENUE YEAR 2

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone C - Option B

<u>Personnel</u>		
<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	
Subtotal		\$1,686,972.07
<u>Vehicles</u>		
• Fuel	\$198,900.00	
• Repair and maintenance	\$75,000.00	
• Equipment lease/depreciation	\$206,452.00	
Subtotal		\$480,352.00
<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	\$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	\$122,523.00	
Interest - Loans	\$80,000.00	
County Fees/ City Fees	\$60,000.00	
9-1-1 System, PSAP, CAD	\$85,000.00	
City of Tracy- Fire Dept Pass Thru	\$123,277.00	
Haz Mat Waste	\$4,000.00	
Training Budget	\$75,000.00	
Total Expenses		\$994,800.00
Total Expenses		\$3,388,120.79

EXPENSES YEAR 3

Priority One Medical Transport, Inc.

Attachment J: Operation Budget for Zone C - Option B

Patient Charges	
• Private payments	\$2,366,278.00
• Medi-Cal	\$103,626.00
• Medicare	\$1,092,083.38
• Other third party payments	\$9,920.00
Subtotal	\$3,571,907.38
• Other sources of revenue (specify)	\$0.00
	\$0.00
Total Revenue	\$3,571,907.38
Net income (total revenue minus total expenses)	\$183,786.59

Basis for Revenue Projections/				
Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	1601	0.365274926	\$1,478.00	\$2,366,278.00
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
Total	4383	1	\$2,930.79	\$3,571,907.38

REVENUE YEAR 3