

Priority One Medical Transport, Inc.

Attachment J: Operating Budget for Zones A and C Combined - Option B

Bidder	Priority One Medical Transport, Inc.		
Zone(s)	A LODI	B	C TRACY
Option	A	B XXX	C

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. LODI AND TRACY COMBINED
OPTION -B**

Note 1: Year 2 of Budget add an additional 168 Unit hours to the system to be equally used

Note 2: Year 3 of Budget add an additional 76 Unit hours to the system to be equally used

LODI AREA

Uses 6 Ambulances in Peak Deployment -(1) additional SMT unit (Total 7 Units)

3X24X365

2X10X365

1X08X5X365

1X08X5X52 SMT- Unit

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

TRACY AREA

Uses 5 Ambulances in Peak Deployment - (1) additional SMT unit (Total 6 Units)

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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<u>Personnel</u>		
<u>Paramedics</u>		
• Wages	\$858,839.31	
• Benefits	\$396,137.76	
<u>EMT-Is</u>		
• Wages	\$538,195.34	
• Benefits	\$253,268.39	
<u>Dispatchers</u>		
• Wages	\$329,040.00	
• Benefits	\$64,177.20	
<u>Other Personnel</u>		
• Wages	\$243,856.00	
• Benefits	\$49,291.00	
Subtotal		\$2,732,805.00
 <u>Vehicles</u>		
• Fuel	\$237,935.00	
• Repair and maintenance	\$77,500.00	
• Equipment lease/depreciation	\$345,052.00	
Subtotal		\$660,487.00
 <u>Medical Equipment/Supplies</u>		
• Supplies	\$184,525.00	
• Equipment lease/depreciation	\$82,880.00	
• Maintenance and repair	\$13,600.00	
Subtotal		\$281,005.00
 <u>Other</u>		
• Rents and leases	\$160,000.00	
• Insurance	\$130,000.00	
• Utilities and telephone	\$88,400.00	
• Office supplies and postage	\$17,100.00	
• Professional services	\$60,000.00	
• Taxes	\$223,023.00	
Interest - Loan	\$60,000.00	
County Fees/ City Fees	\$45,000.00	
9-1-1 System, PSAP, CAD,	\$150,000.00	
Haz Mat Waste	\$3,000.00	
City of Lodi - Fire Dept Pass Thru	\$106,375.50	
City of Tracy - Fire Dept Pass Thru	\$106,375.50	
Training Budget	\$90,000.00	
Subtotal		\$1,239,274.00
Total Expenses		\$4,913,571.00
EXPENSES YEAR 1		

Priority One Medical Transport, Inc.

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Patient Charges

• Private payments	\$3,588,252.84	
• Medi-Cal	\$168,566.40	
• Medicare	\$1,477,367.22	
• Other third party payments	\$13,920.00	
Subtotal		\$5,248,106.46
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$5,248,106.46
Net income (total revenue minus total expenses)		\$334,535.46

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	2763	0.373126266	\$1,298.68	\$3,588,252.84
Medi-Cal Only	1080	0.1458474	\$156.08	\$168,566.40
Medicare/Medi-cal	694	0.093720459	\$453.72	\$314,881.68
Medicare Only	2172	0.293315327	\$567.15	\$1,231,849.80
Medicare Co-Pay Write Downs	0			-\$69,364.26
No Payment	696	0.093990547	\$20.00	\$13,920.00
Total	7405	1		\$5,248,106.46

REVENUE YEAR 1

Priority One Medical Transport, Inc.

Attachment J: Operating Budget for Zones A and C Combined - Option B

<u>Personnel</u>			
<u>Paramedics</u>			
• Wages	\$1,026,122.60		
• Benefits	\$455,703.00		
<u>EMT-Is</u>			
• Wages	\$647,229.34		
• Benefits	\$292,211.00		
<u>Dispatchers</u>			
• Wages	\$345,492.00		
• Benefits	\$67,385.00		
<u>Other Personnel</u>			
• Wages	\$256,048.00		
• Benefits	\$51,755.00		
Subtotal			\$3,141,945.94
 <u>Vehicles</u>			
• Fuel	\$369,006.00		
• Repair and maintenance	\$129,700.00		
• Equipment lease/depreciation	\$375,400.00		
Subtotal		\$874,106.00	
 <u>Medical Equipment/Supplies</u>			
• Supplies	\$192,450.00		
• Equipment lease/depreciation	\$87,650.00		
• Maintenance and repair	\$18,650.00		
Subtotal		\$298,750.00	
 <u>Other</u>			
• Rents and leases	\$184,000.00		
• Insurance	\$165,000.00		
• Utilities and telephone	\$124,500.00		
• Office supplies and postage	\$31,500.00		
• Professional services	\$145,000.00		
• Taxes	\$315,863.00		
Interest - Loans	\$86,000.00		
County Fees/City Fees	\$65,000.00		
9-1-1 System, PSAP, CAD	\$135,000.00		
Haz Mat Waste	\$3,500.00		
City of Lodi - Fire Dept Pass Thru	\$120,890.00		
City of Tracy- Fire Dept Pass Thru	\$120,890.00		
Training Budget/PSA	\$125,000.00		
Subtotal		\$1,622,143.00	
Total Expenses		\$5,936,944.94	
EXPENSES YEAR 2			

Priority One Medical Transport, Inc.

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Patient Charges

• Private payments	\$4,077,855.20	
• Medi-Cal	\$210,210.00	
• Medicare	\$2,106,274.24	
• Other third party payments	\$16,400.00	
Subtotal		\$6,410,739.44
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$6,410,739.44
Net income (total revenue minus total expenses)		\$473,794.50

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	3140	0.36452287	\$1,298.68	\$4,077,855.20
Medi-Cal Only	1274	0.147898769	\$165.00	\$210,210.00
Medicare/Medi-cal	818	0.09496169	\$544.46	\$445,368.28
Medicare Only	2562	0.2974228	\$680.58	\$1,743,645.96
Medicare Co-Pay Write Downs	0	0		-\$82,740.00
No Payment	820	0.09519387	\$20.00	\$16,400.00
Total	8614	1		\$6,410,739.44

REVENUE YEAR 2

Priority One Medical Transport, Inc.

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Personnel

<u>Paramedics</u>		
• Wages	\$1,077,428.52	
• Benefits	\$478,488.20	
<u>EMT-Is</u>		
• Wages	\$679,590.01	
• Benefits	\$306,821.42	
<u>Dispatchers</u>		
• Wages	\$362,766.60	
• Benefits	\$70,754.00	
<u>Other Personnel</u>		
• Wages	\$268,850.00	
• Benefits	\$54,342.00	
Subtotal		\$3,299,040.75

Vehicles

• Fuel	\$442,807.66	
• Repair and maintenance	\$135,985.00	
• Equipment lease/depreciation	\$393,500.00	
Subtotal		\$972,292.66

Medical Equipment/Supplies

• Supplies	\$202,072.00	
• Equipment lease/depreciation	\$95,691.00	
• Maintenance and repair	\$22,540.00	
Subtotal		\$320,303.00

Other

• Rents and leases	\$210,000.00	
• Insurance	\$185,000.00	
• Utilities and telephone	\$145,000.00	
• Office supplies and postage	\$37,644.00	
• Professional services	\$165,000.00	
• Taxes	\$592,394.00	
Interest - Loans	\$97,000.00	
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	\$124,201.00	
City of Tracy- Fire Dept Pass Thru	\$124,201.00	
Training Budget	\$100,000.00	
Total Expenses		\$1,944,440.00
Total Expenses		\$6,536,076.41

EXPENSES YEAR 3

Priority One Medical Transport, Inc.

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Patient Charges

• Private payments	\$4,771,189.48	
• Medi-Cal	\$239,571.00	
• Medicare	\$2,394,180.29	
• Other third party payments	\$19,840.00	
Subtotal		\$7,424,780.77
• Other sources of revenue (specify)	\$0.00	
	\$0.00	\$0.00
Total Revenue		\$7,424,780.77
Net income (total revenue minus total expenses)		\$888,704.36

Basis for Revenue Projections/

Source of Payment	Annual Number of Transports	%	Average Payment/Transport	Annual Revenue
Private	3226	0.345507122	\$1,478.98	\$4,771,189.48
Medi-Cal Only	1401	0.150048195	\$171.00	\$239,571.00
Medicare/Medi-cal	901	0.096497804	\$560.79	\$505,271.79
Medicare Only	2817	0.301702902	\$701.00	\$1,974,717.00
Medicare Co-Pay Write Downs	0	0	\$0.00	-\$85,808.50
No Payment	992	0.106243976	\$20.00	\$19,840.00
Total	9337	1		\$7,424,780.77

Three Year Net (after taxes) 8.9%

REVENUE YEAR 3