Lake-Sumter Emergency Medical Services, Inc.

Personal Services and Operations Expenses

Proposed Budget 2011-2012

	2008-2009 Actuals	2009-2010 Actuals	2010-2011 Adopted Budget	2010-2011 Amended Budget	2011-2012 Proposed Budget	2012 Baseline %	
PERSONAL SERVICES							
Executive Salaries	132,363	130,840	128,735	128,735	128,735	0.0%	*See Note
Regular Salaries	11,321,325	11,244,591	11,311,705	11,311,705	11,182,768	(1.1%)	
Overtime	1,632,016	1,671,376	1,487,944	1,492,944	1,453,446	(2.6%)	
Special Pay	-	5,200	8,400	8,400	8,400	0.0%	**See Note
Social Security Matching	971,870	959,992	989,022	989,022	967,374	(2.2%)	
Retirement Contributions	921,203	909,460	887,907	887,907	876,748	(1.3%)	
Life and Health Insurance	2,235,442	2,129,217	2,310,964	2,310,964	2,323,262	0.5%	
Workers Compensation	543,174	360,592	423,662	416,662	445,314	6.9%	
Unemployment Compensation	27,414	28,161	12,000	12,000	12,000	0.0%	
Total Personal Services	**17,784,807**	**17,439,429**	**17,560,339**	**17,558,339**	**17,398,037**	**(0.9%)**	
OPERATING EXPENDITURES							
Professional Services	117,642	159,487	178,500	193,500	177,500	(8.3%)	
Attorney Legal Fees	5,311	-	-	-	-	0.0%	
Accounting and Auditing Services	18,738	19,200	20,000	20,000	20,000	0.0%	
Contractual Services	140,856	135,393	165,300	167,300	169,300	1.2%	
Collection Fees	50,712	55,521	70,000	70,000	60,000	(14.3%)	
Other Contractual Services	556,395	-	-	-	-	0.0%	
Travel and Per Diem	38,576	27,891	11,241	11,241	18,027	60.4%	
Communications	93,782	64,540	89,800	88,800	70,000	(21.2%)	
Telephone	126,573	133,798	118,000	118,000	128,000	8.5%	
Cellular Telephone	46,971	41,361	56,000	56,000	50,000	(10.7%)	
Paging Service	16,185	14,748	16,000	16,000	-	(100.0%)	
Freight & Postage	-	32,052	39,700	39,700	33,000	(16.9%)	
Utility Services	182,872	170,515	194,400	194,400	196,100	0.9%	
Rental Leases	15,364	16,871	11,480	11,480	11,000	(4.2%)	
Property Leases	432,136	398,291	395,304	395,304	389,633	(1.4%)	
Equipment Leases	18,796	22,979	41,500	41,500	31,100	(25.1%)	
Insurance	392,453	388,430	390,000	390,000	390,000	0.0%	
Repair and Maintenance	659,088	640,522	750,183	754,157	663,300	(12.0%)	
Auto Repairs/Supplies	383,003	358,069	394,086	394,086	394,500	0.1%	
Printing and Binding	15,107	11,408	19,500	19,500	13,500	(30.8%)	
Promotional Activities	58,046	37,940	30,000	30,000	19,500	(35.0%)	
Employee Recognition	10,346	10,349	24,000	24,000	20,000	(16.7%)	
Tuition Scholarship	843	-	-	-	-	0.0%	
Other Current Charges/Obligations	32,753	28,988	35,732	35,732	26,000	(27.2%)	
Office Supplies	408,620	367,492	357,500	391,540	350,500	(10.5%)	
Operating Supplies	39,232	25,042	95,400	95,400	85,400	(10.5%)	
Motor Fuel/Oil	420,800	499,499	799,464	799,464	800,000	0.1%	
Linen Supplies	57,357	58,202	62,000	62,000	60,000	(3.2%)	
Cleaning Supplies	42,933	35,728	61,000	61,000	60,000	(1.6%)	
Uniforms	121,195	88,292	173,250	173,250	110,000	(36.5%)	
Medical Supplies	877,469	904,607	793,817	793,817	794,000	0.0%	
Oxygen	101,137	68,351	107,000	107,000	107,000	0.0%	
Pharmacy Supplies	190,452	182,791	194,040	194,040	190,000	(2.1%)	
Books, Publications & Dues	92,945	40,132	44,000	44,000	48,805	10.9%	
Tuition Reimbursement	8,423	2,455	-	-	-	0.0%	
Training	-	36,800	14,120	27,215	30,465	11.9%	
Total Expenditures	**5,751,110**	**5,066,754**	**5,751,317**	**5,819,426**	**5,516,630**	**(5.2%)**	

* Includes Supplemental Retirement

**Car Allowance

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Lake-Sumter Emergency Medical Services, Inc.
Budgeted Statement of Operations
Proposed Budget 2011-2012

	2008-2009 Actuals	2009-2010 Actuals	2010-2011 Adopted Budget	2010-2011 Amended Budget	2011-2012 Proposed Budget	2012 Baseline %
REVENUES:						
Private Pay Fees	3,023,945	3,141,922	2,897,539	2,897,539	2,899,376	0.1%
Medicare Fees	11,738,423	12,173,432	12,785,717	12,785,717	14,064,085	10.0%
Medicaid Fees	1,580,438	1,813,265	1,697,291	1,697,291	2,020,435	19.0%
Contract Fees	414,774	497,834	462,311	462,311	372,753	(19.4%)
Commercial & HMO Fees	3,317,848	3,054,618	3,243,712	3,243,712	3,151,446	(2.8%)
Less Bad Debt Expense	(3,293,576)	(3,444,603)	(2,972,581)	(2,972,581)	(3,100,792)	4.3%
Less Contractual Allowances	(3,364,477)	(3,324,594)	(4,299,668)	(4,299,668)	(4,528,608)	5.3%
Net Charges for Services	**13,417,375**	**13,911,874**	**13,814,321**	**13,814,321**	14,878,695	7.7%
EMS Matching Grant	320,985	-	-	-	-	-
Federal Disaster Relief	1,051	-	-	-	-	-
State Disaster Relief	175	-	-	-	-	-
Public Safety (Local)	12,775	-	-	-	-	-
Motor Fuel Tax Rebate (State)		356	-	-	-	-
Other Miscellaneous Revenues	94,020	124,148	5,000	355,877	10,000	(97.2%)
Other Dispatch Fees	171,790	173,850	177,000	177,000	177,000	0.0%
Contributions from other Gov'ts	4,484	-	-	-	-	
Ins Proc/Loss Furn/Fix/Equip	43,194	-	-	-	-	-
Other Charges for Services	-	11,070	-	-	-	-
Reimbursements	-	9,758	-	-	-	-
Interest	67,458	49,566	60,000	60,000	60,000	0.0%
Donations	75	50	250	250	250	0.0%
Other Public Safety	1,455	564	2,000	2,000	2,000	0.0%
Reimbursements - Eustis	4,897	4,897	-	-	-	-
Reimbursements - Mt Dora	4,897	4,897	-	-	-	-
Reimbursements - Tavares	4,897	4,897	-	-	-	-
Reimbursements - Leesburg	11,232	11,232	11,232	11,232	11,232	0.0%
Highway Safety Grant	51,852	38,622	-	-	-	-
Lake County Subsidy	8,558,006	6,728,745	6,482,993	6,482,993	4,865,612	(24.9%)
Sumter County Subsidy	2,556,287	2,124,866	2,160,998	2,160,998	1,709,539	(20.9%)
Total Miscellaneous Revenues	**11,909,530**	**9,287,518**	**8,899,473**	**9,250,350**	6,835,633	(26.1%)
Balance Carried Forward	-	-	2,300,000	2,300,000	3,000,000	-
Total Revenues	**25,326,905**	**23,199,392**	**25,013,794**	**25,364,671**	24,714,328	(2.6%)
EXPENDITURES:						
Personal Services	17,784,807	17,439,429	17,560,339	17,558,339	17,398,037	(0.9%)
Operating Expenses	5,751,110	5,066,754	5,751,317	5,819,426	5,516,630	(5.2%)
Capital Outlay	1,231,999	1,141,862	1,105,664	1,135,664	1,203,187	5.9%
Administration Costs	196,474	196,474	196,474	196,474	196,474	0.0%
Total Expenditures	**24,964,390**	**23,844,519**	**24,613,794**	**24,709,903**	24,314,328	(1.6%)
Reserve for Contingencies	362,515	-	400,000	654,768	400,000	(38.9%)
Total Expenditures Plus Reserve	25,326,905	23,844,519	25,013,794	25,364,671	24,714,328	(2.6%)
Excess of Revenues Over Expenditures	-	(645,127)		-	-	

PROPOSED CAPITAL OUTLAY JUSTIFICATION - BUDGET YEAR 2011-2012

Dept	Equipment	Price/Unit	Qty	FY-'09-'10 Total	Replacement	Additional
Field Operations						
	Autovents - Replacements 7% increase	147,501	3	442,503	Replace higher mileage units - pursuant to the 5 year Capital Plan	
	LP-15 Battery Support System	2,200	8	17,600	Replace older units, that will not be serviceable	
	Stryker Power Lift Stretcher Replacements			0	Replace due to exceeded life warranty	
	Life Pak - 15 Replacements	25,000	8	200,000	Replace LP12s which will be outdated by 2013	
	MTP Pumps			0	Replace outdated technology	
	Ambulance Rechassis	100,496	4	401,984	Replace higher maintenance/mileage units	
	Subtotal Field Operations			**1,062,087**		
Information Services						
	Laptops	1,500	2	3,000	Replacement laptops	
	Servers	8,000	4	32,000	Replacement of virtualization host servers	
	Network Switch	11,400	4	45,600		New switches for main data center core network move
	Portables 800 MHz	4,000	2	8,000		New portables for Information Services
	Mobile Tables (EPCR/MDT)	3,500	15	52,500	Replaces end-of-cycle field tables	
	Subtotal Information Services			**141,100**		
Total	**CAPITAL**			**1,203,187**		