



Riley County EMS

End of Year Financial Performance Summary

Commissioners,

In June we presented a Cash Flow Performance comparison between FY 2017 and FY2018. With an additional five months of operations and coinciding comparative data we felt it pertinent to continue that discussion at this time.

Cash Flow Performance

- In comparing Jan – Oct 17 Via Christi Manhattan (VCM) with Jan – Oct OMNI in the figure below, we can conclude the following:
 - When compared with actual cash collected by VCM in 2017, OMNI has increased total cash collections by \$283,244.20 (in Red) and increased collections per unit stat by 35.22% (in Yellow).
 - Based on accumulated bad debt and projected collections, an additional \$24,278.77 (in Green) in cash could be realized once an agreement is reached with a collections agency
 - Contractual Write Off (in Blue) remains significant

| Cash Flow Performance for Comparison | | | | | | | | |
|--------------------------------------|-------------------------|----------------|-----------------------|----------------------------|-----------------------|--|-----------------------|--------------------------------------|
| Period | Total Calls for Service | Charges | Actual Cash Collected | Variance (Cash vs Charges) | Avg Chg per Unit Stat | Cash Collected Per Unit Stat (w/o oper cost) | Contractual Write Off | Projected Bad Debt Collections @ 35% |
| 2017 YTD | 4031 | \$2,679,420.35 | \$726,766.36 | \$ (1,952,653.99) | \$664.70 | \$180.29 | \$1,576,450.00 | |
| 2018 YTD | 4143 | \$2,878,670.00 | \$1,010,010.56 | \$ (1,868,659.44) | \$694.83 | \$243.79 | \$1,647,403.24 | \$24,278.77 |
| | | | \$283,244.20 | | | 35.22% | | |

- In 2019 the following action items will be taken in an effort to continue improving cash collections:
 - We will explore several other revenue cycle solutions to ensure that OMNI is still the best fit for Riley County
 - We will reevaluate our fee structure for standby fees to better align fees with our costs
 - We will continue to advocate and lobby for Medicaid expansion in an attempt to decrease contractual write offs and enhance the sustainability of EMS systems
 - We will continue to foster relationships with a variety of local and regional healthcare partners to better position ourselves for participation in new and innovative service lines to diversify revenue streams



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Operations Expense

- In comparing Jan – Oct 17 VCM with Jan – Oct OMNI in the figure below, we can conclude the following:
 - When compared with operations costs in 2017 by VCM, County has decreased the cost per unit stat by nearly 5% (in Blue) in 2018
 - Salaries increased to meet fair market demands; however, were still \$187,081.75 under projections (in Yellow)
 - Keeping in mind that RCEMS salaries, unlike other County departments, are offset by cash collections.
 - \$2,366,970.07 in total salaries offset by \$1,171,882.61 in total cash collections
 - Operations costs less personnel have been monitored closely (in Green) giving us the ability to upgrade several pieces of outdated equipment while ending the year under budget

| Operating Expenses for Comparison | | | | | | | | | |
|-----------------------------------|-------------------------|-----------|----------|------------------|----------------|----------------|--------------|-----------------------------------|---|
| Period | Total Calls for Service | FTE's Reg | FTE's OT | FTE's Non Worked | Total Salaries | Proj CY 18 | Sal Variance | Total Ops Less Personnel Variance | Average Total Oper Cost per Stat (Adj for Raises) |
| 2017 YTD | 4031 | 309.42 | 104.10 | 81.01 | \$1,790,747.00 | | | | \$665.99 |
| 2018 YTD | 4143 | 254.23 | 133.15 | 48.23 | \$2,366,970.07 | \$2,554,051.82 | \$187,081.75 | -\$58,065.95 | \$633.21 |
| Variance | 112.00 | -55.19 | 29.05 | -32.78 | \$576,223.07 | | | | -4.92% |

- In 2019 the following action items will be taken to continue promoting fiscally lean operations:
 - As mentioned above, we will reevaluate our fee structure for standby fees to better align fees with our costs
 - We will continue to support and enforce minimum staffing standards as a means to reduce overtime
 - We will reevaluate staffing levels and staffing assignment processes for EMS Standbys as a means to reduce overtime
 - We will expand our PRN personnel pool and ask for an increased commitment as a means to reduce overtime
 - We will conduct a comprehensive evaluation of our inventory from the point of purchase to the point of use/waste to identify whether changes in supplier contracts or stock levels could contribute to a savings



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Summary

In 2018, under County management we've increased total cash collections by \$350,590.25. We've increased cash collected per call by 35.22% and decreased operations costs per call by 4.92% when compared to 2017.

We believe we are providing a great deal of value to the community while maintaining sound fiscal practices. We've been recognized by the Kansas Emergency Medical Services Association for our efforts in improving access to and coordination of healthcare in Riley County, we are now a National Association of EMT's recognized Training Center, and we've provided an average response time Countywide of 6.46 minutes with 86% of our responses being under the NFPA benchmark of an 8 minute travel time. We are proud of our accomplishments and grateful for the opportunity to serve this community.

Lastly, we understand the magnitude of the County's undertaking in its assuming management of Riley County EMS. We appreciate the amount of work that's been done by everyone to make this a successful year. It's not lost on us that our department's addition to the County translates to increased work for many people and we cannot thank them and this board enough.

Respectfully Submitted,

David Adams

Josh Gering