



# CLSD Finance Presentation

Long-range projections review  
January 10, 2011



# Long-range projections review

- Where are we vs. tax-increase projections?
- Evaluate differences
- Consider assumptions
- Next steps – how do we get to 2016?



# Compare FY11 Budget to FY11 in Long-range Projection

	<u>FY08 Budget</u>	<u>Projected Increase</u>	<u>FY11 Projection</u>	<u>Budgeted Increase</u>	<u>FY11 Budget</u>	<u>FY11 Variance Fav / (Unfav)</u>
<b>Revenues</b>						
Taxes	\$855	1.2%	\$887	0.3%	\$864	(\$23)
Ambulance Income	510	3.5%	565	2.2%	544	(21)
Other	16	18.1%	27	-2.5%	15	(12)
Total Revenues	<u>1,381</u>	2.3%	<u>1,479</u>	1.0%	<u>1,423</u>	(56)
<b>Expenses</b>						
Personnel	850	3.6%	945	3.5%	942	3 Projected 4% incr after \$10K decr FY08->09
Ambulance Operations	124	3.0%	136	2.3%	133	3
Overhead - Administration	36	-21.4%	18	12.4%	51	(34) Projected 3% incr after \$20K decr FY08->09
Training Programs	12	3.0%	13	12.7%	17	(4)
Total Expenses	<u>1,022</u>	2.8%	<u>1,111</u>	3.8%	<u>1,143</u>	(32)
<b>Net from Operations</b>	<u>359</u>	0.8%	<u>368</u>	-7.9%	<u>280</u>	(88)
<b>Other Expenses</b>						
AHUC	171	1.1%	176	1.3%	177	(1) FY11 Budget excludes \$21K alloc of Personnel
Interest	18	-42.2%	4	-24.0%	8	(4)
Depreciation	75	3.0%	82	-4.9%	65	17
Total Other	<u>264</u>	-0.3%	<u>262</u>	-1.8%	<u>250</u>	12
<b>Net Income</b>	<u>\$95</u>	3.7%	<u>\$106</u>	-31.6%	<u>\$30</u>	(\$75)



# Compare FY11 Budget to FY11 in Long-range Projection Comments

- Tax revenue
  - Projected to grow 1.2% per year
  - Actual FY08 -> FY11 budget = 0.3% per year
  - Historical FY03-06 = 3.6%/year (incl. annexation)
  - FY11 budget shortfall = **\$23K** (\$864K vs \$887K)
  - Fewer undeveloped-to-developed conversions, due to economy?



# Compare FY11 Budget to FY11 in Long-range Projection Comments

- Ambulance revenue
  - Projected to grow 3.5% per year
  - Actual FY08 -> FY11 budget = 2.2% per year
    - FY08 budget – 375 transports @ \$1,360/transport = \$510K
    - FY11 budget – 385 transports @ \$1,413/transport = \$544K
  - Historical FY03-06 = 7.8%/year, FY96-06 8.9%/year
  - FY11 budget shortfall = **\$21K** (\$544K vs \$565K)
    - FY11 mid-year update may increase shortfall
  - Need to evaluate payer mix, rate structure



# Compare FY11 Budget to FY11 in Long-range Projection Comments

- Personnel expenses
  - Projected to grow 4.0% per year  
(after \$10K reduction FY08 -> FY09, net 3.6% per year)
  - Actual FY08 -> FY11 budget = 3.5% per year
  - Historical FY03-06 = 11.5%/year
  - FY11 budget savings = \$3K (\$942K vs \$945K)
  - Lack of COLA FY09-10 offset by increased BLS staffing?



# Compare FY11 Budget to FY11 in Long-range Projection Comments

- Ambulance operations
  - Projected to grow 3.0% per year
  - Actual FY08 -> FY11 budget = 2.3% per year
  - Historical FY03-06 = 5.4%/year
  - FY11 budget savings = \$3K (\$133K vs \$136K)



# Compare FY11 Budget to FY11 in Long-range Projection Comments

- Overhead - Administration
  - Projected to grow 3.0% per year  
(after \$20K reduction FY08 -> FY09, net 21.4%/year decrease)
  - Actual FY08 -> FY11 budget = 12.4% per year
  - FY11 budget shortfall = **\$34K** (\$51K vs \$18K)
  - Category includes county services (e.g., dispatch, tax billing), tax administration, audit, bookkeeping, legal
  - Unable to identify reason for projected \$20K reduction, possibly expected reduced county services (actually increased)
  - Actual spending has been consistent with FY08



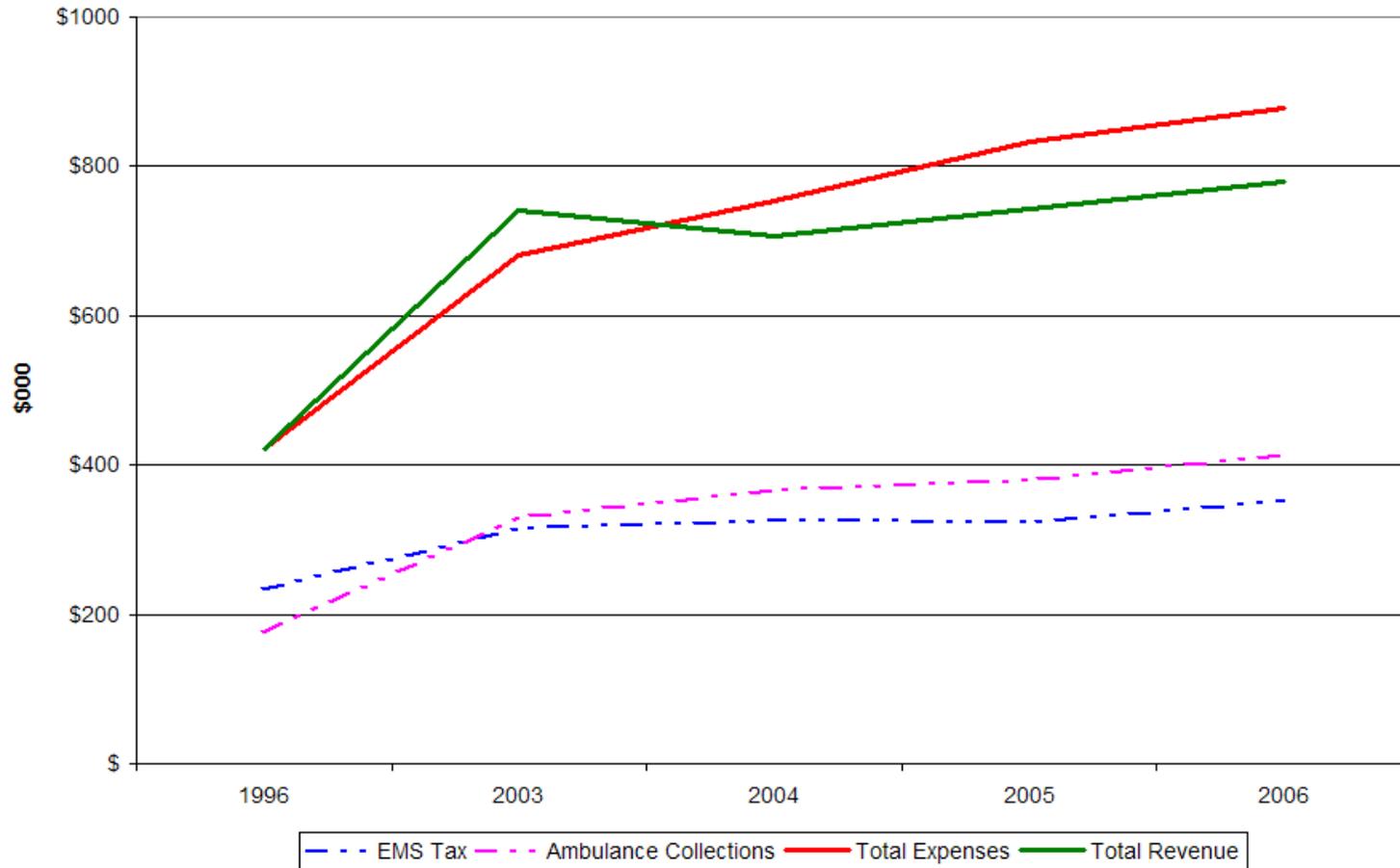
## Compare FY11 Budget to FY11 in Long-range Projection Comments

- Other differences – net \$3K shortfall
  - Other revenues - \$12K shortfall (interest, training)
  - Training expenses - \$4K shortfall
  - AHUC (excl. personnel alloc.) - \$1K shortfall
    - Assumes spending entire budget
  - Interest/depreciation - \$13K savings



# Historical revenue & expenses

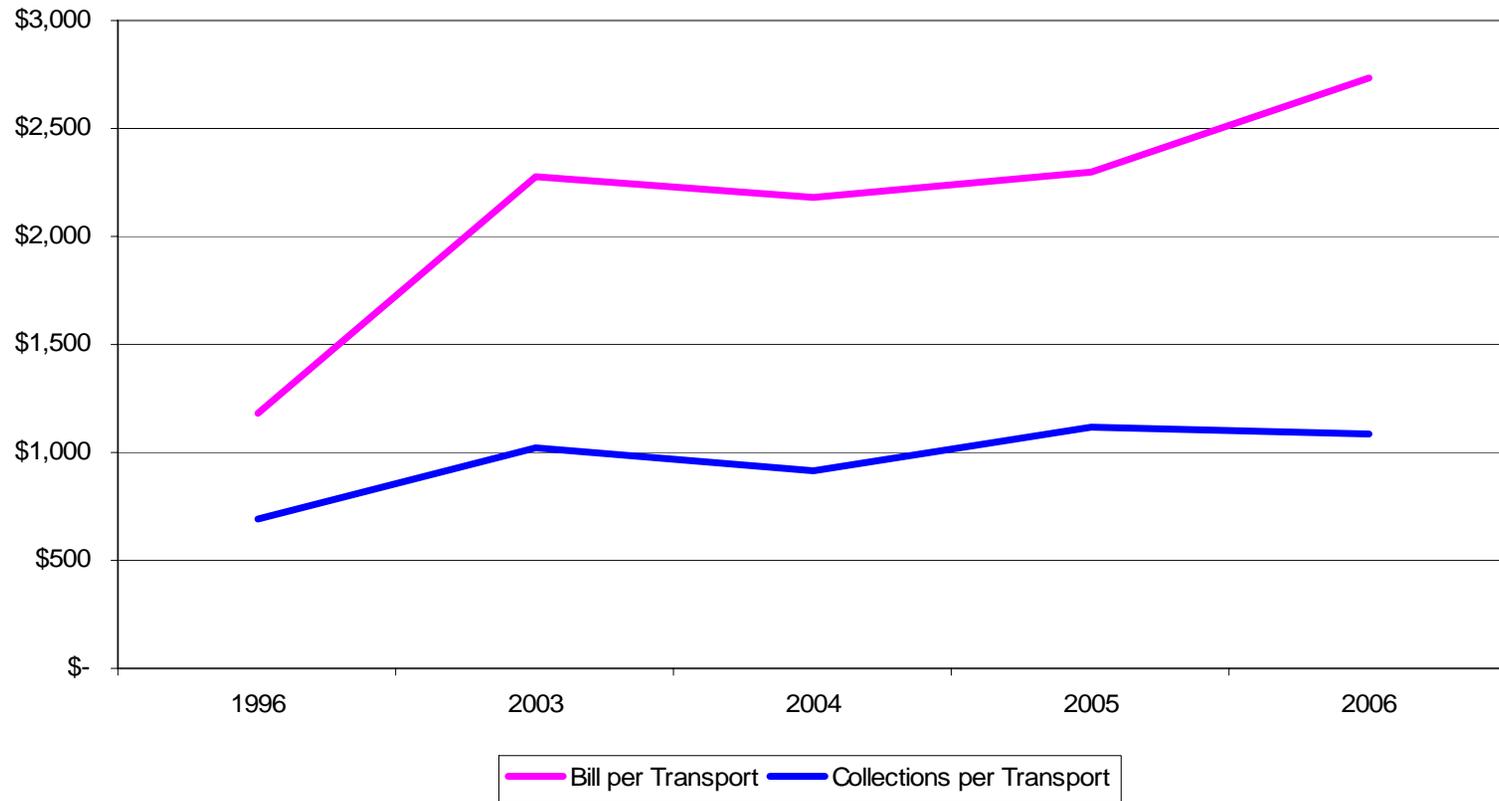
Revenue & Expenses 1996 - 2006





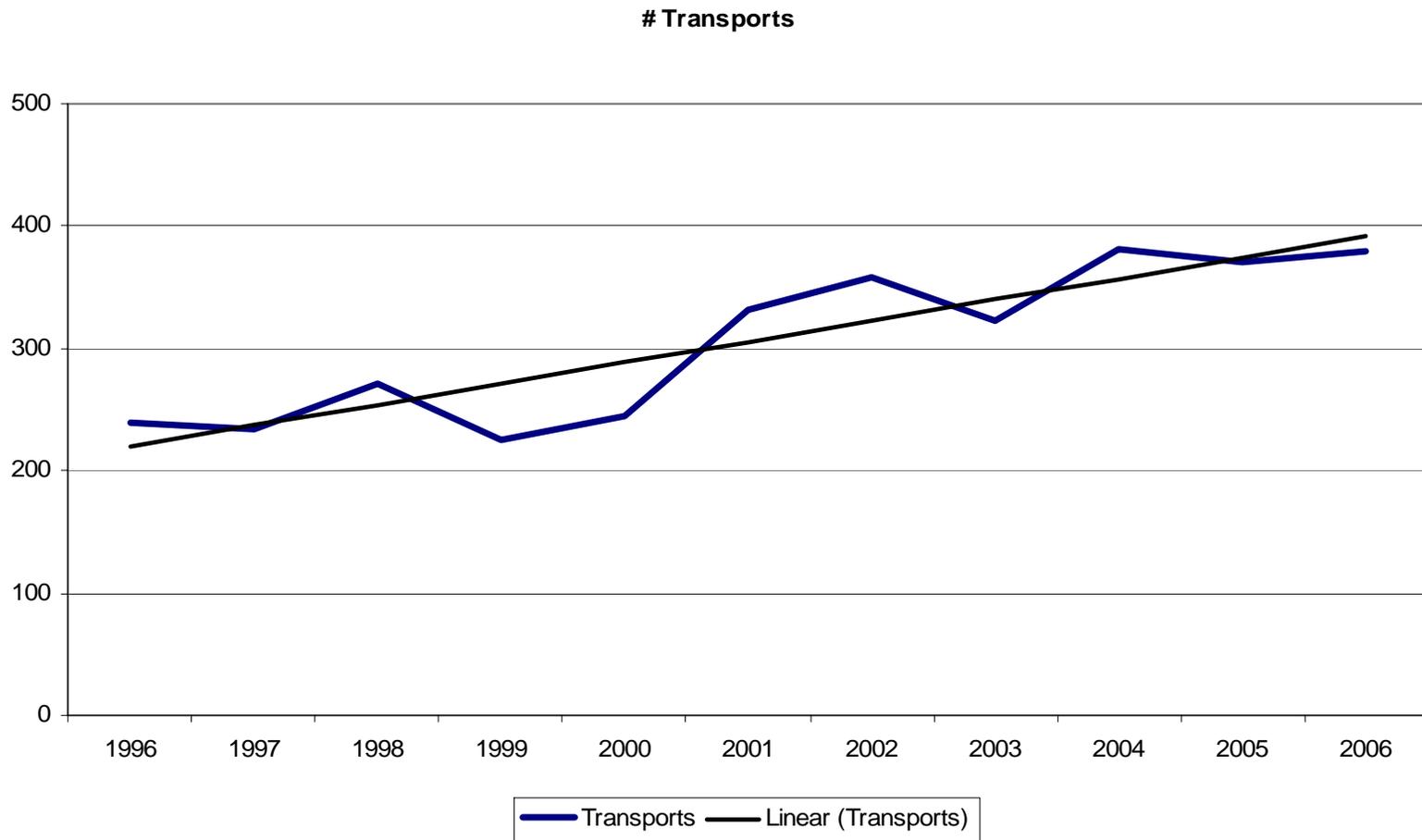
# Historical billing & collections

Billing vs Collections 1996-2006





# Historical transports





## Next steps – Feb/Mar

- Focus on mid-year budget update
- Analyze payer mix changes, rate model
- Quantify staffing model changes
- Analyze impact of AHUC contract termination
  - Time of day, day of week
  - Treat & release, declined transports
  - BLS staffing
  - How much of AHUC tax should be applied to operations?
- Revised projection through 2016
- Other?