



FY2017 Management Summary



General Overview

| | Deer Park | | | | | | | | | | | | |
|------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| | Oct 16 | Nov 16 | Dec 16 | Jan 17 | Feb 17 | Mar 17 | Apr 17 | May 17 | Jun 17 | Jul 17 | Aug 17 | Sep 17 | FY2017 |
| Gross Charges | \$ 171,545.00 | \$ 201,605.00 | \$ 183,795.00 | \$ 155,050.00 | \$ 164,035.00 | \$ 181,625.50 | \$ 171,455.00 | \$ 193,630.50 | \$ 188,515.00 | \$ 178,885.00 | \$ 205,035.00 | \$ 147,500.00 | \$ 2,142,676.00 |
| Cash Collections | \$ 54,912.60 | \$ 82,313.59 | \$ 66,183.89 | \$ 72,750.68 | \$ 66,638.62 | \$ 76,705.64 | \$ 58,722.26 | \$ 65,735.81 | \$ 80,772.05 | \$ 77,232.31 | \$ 52,283.50 | \$ 94,330.13 | \$ 848,581.08 |
| Gross Charge/Txp | \$ 1,159.09 | \$ 1,178.98 | \$ 1,178.17 | \$ 1,115.47 | \$ 1,100.91 | \$ 1,107.47 | \$ 1,158.48 | \$ 1,119.25 | \$ 1,163.67 | \$ 1,146.70 | \$ 981.03 | \$ 883.23 | \$ 1,103.33 |
| Cash/Txp (CPT) | \$ 371.03 | \$ 481.37 | \$ 424.26 | \$ 523.39 | \$ 447.24 | \$ 467.72 | \$ 396.77 | \$ 379.98 | \$ 498.59 | \$ 495.08 | \$ 250.16 | \$ 564.85 | \$ 436.96 |
| Collection Rate | 32.0% | 40.8% | 36.0% | 46.9% | 40.6% | 42.2% | 34.2% | 33.9% | 42.8% | 43.2% | 25.5% | 64.0% | 39.6% |

| | Payor Mix | | | | | | | | | | | | |
|--------------|-----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Medicare | 46.6% | 56.7% | 44.9% | 46.8% | 55.0% | 57.3% | 48.0% | 51.4% | 46.9% | 45.5% | 43.1% | 28.7% | 47.5% |
| Medicaid | 5.4% | 8.2% | 9.0% | 8.6% | 8.1% | 3.7% | 6.1% | 9.8% | 8.0% | 5.1% | 11.0% | 9.0% | 7.8% |
| Insurance | 20.9% | 21.1% | 23.7% | 24.5% | 20.1% | 20.7% | 21.6% | 21.4% | 24.7% | 28.2% | 16.7% | 18.0% | 21.6% |
| Facility | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Bill Patient | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Private Pay | 27.0% | 14.0% | 22.4% | 20.1% | 16.8% | 18.3% | 24.3% | 17.3% | 20.4% | 21.2% | 29.2% | 44.3% | 23.1% |

Level of Service Summary

| | Oct 16 | Nov 16 | Dec 16 | Jan 17 | Feb 17 | Mar 17 | Apr 17 | May 17 | Jun 17 | Jul 17 | Aug 17 | Sep 17 | FY2017 |
|--------------------------|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|
| | Level of Service | | | | | | | | | | | | |
| SCT | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| ALS2 | 3.4% | 3.4% | 6.4% | 2.1% | 2.0% | 2.4% | 2.7% | 2.9% | 1.2% | 2.6% | 2.9% | 4.0% | 3.0% |
| ALS-Emergent | 73.0% | 73.7% | 69.2% | 75.0% | 74.5% | 76.2% | 73.0% | 69.9% | 80.2% | 78.2% | 81.5% | 75.2% | 75.0% |
| ALS-Non | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| BLS-Emergent | 23.6% | 22.9% | 24.4% | 22.9% | 23.5% | 21.3% | 24.3% | 27.2% | 18.5% | 19.2% | 15.6% | 20.8% | 22.0% |
| BLS-Non | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Facility | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| | Level of Service Volume | | | | | | | | | | | | |
| SCT | | | | | | | | | | | | | |
| ALS2 | 5.00 | 6.00 | 10.00 | 3.00 | 3.00 | 4.00 | 4.00 | 5.00 | 2.00 | 4.00 | 5.00 | 5.00 | 56.00 |
| ALS-Emergent | 108.00 | 129.00 | 108.00 | 105.00 | 111.00 | 125.00 | 108.00 | 121.00 | 130.00 | 122.00 | 141.00 | 94.00 | 1,402.00 |
| ALS-Non | | | | | | | | | | | | | |
| BLS-Emergent | 35.00 | 40.00 | 38.00 | 32.00 | 35.00 | 35.00 | 36.00 | 47.00 | 30.00 | 30.00 | 27.00 | 26.00 | 411.00 |
| BLS-Non | | | | | | | | | | | | | |
| Facility | | | | | | | | | | | | | |
| Total | 148.00 | 175.00 | 156.00 | 140.00 | 149.00 | 164.00 | 148.00 | 173.00 | 162.00 | 156.00 | 173.00 | 125.00 | 1,869.00 |
| Transport mileage | 1,200.00 | 1,619.00 | 1,295.00 | 1,222.00 | 1,144.00 | 1,474.00 | 1,301.00 | 1,421.00 | 1,454.00 | 1,370.00 | 1,532.00 | 1,029.00 | 16,061.00 |

FY2016/FY2017 Comparison

| DeerPark Oct - Sep (12 mos.) | | | |
|------------------------------|--------------|--------------|------------|
| | FY2016 | FY2017 | Variance |
| Gross Charges | \$ 1,239,965 | \$ 2,142,676 | \$ 902,711 |
| Cash Collections | \$ 409,555 | \$ 848,581 | \$ 439,026 |
| Gross Charge/Txp | \$ 1,141.77 | \$ 1,103.33 | \$ (38.44) |
| Cash/Txp (CPT) | \$ 377.12 | \$ 436.96 | \$ 59.84 |
| Collection Rate | 33.0% | 39.6% | 6.6% |
| Total Volume | 1,086 | 1,942 | 856 |
| <i>Payer Mix</i> | | | |
| Medicare | 45.7% | 47.5% | 1.8% |
| Medicaid | 8.3% | 7.8% | -0.5% |
| Insurance | 21.5% | 21.6% | 0.2% |
| Facility | 0.0% | 0.0% | 0.0% |
| Bill Patient | 0.0% | 0.0% | 0.0% |
| Private Pay | 24.6% | 23.1% | -1.5% |
| <i>Level of Service</i> | | | |
| SCT | 0.0% | 0.0% | 0.0% |
| ALS2 | 2.3% | 3.0% | 0.7% |
| ALS-Emergent | 77.6% | 75.0% | -2.6% |
| ALS-Non | 0.0% | 0.0% | 0.0% |
| BLS-Emergent | 20.1% | 22.0% | 1.9% |
| BLS-Non | 0.0% | 0.0% | 0.0% |
| Facility | 0.0% | 0.0% | 0.0% |

These large differences are due to having only a segment of FY2016

Cash Per Transport is increasing

The cash per transport is determined by comparing collections to volume. Even without all of the FY2016 data, a substantial increase is seen.

FY2017 Analysis and Recommendations

As we start this new fiscal year, we want to update you on your collections activity. The City of Deer Park has had an outstanding year. In the midst of an ever worsening insurance market, your collections have increased. Emergicon's analytics team has identified potential improvements that could make your organization even more profitable.

Fee schedule slightly below industry standard cost: Compared to the surrounding cities, your current fee schedule is below the industry standard. Multiple agencies near the City of Deer Park have recently increased their rates. The overall goal is to maximize your organization's cash per transport. Your organization's volume and geographic location warrants an increase. This can greatly impact your Cash per Transport.

Recommendation: Revisit the fee schedule amounts.

Private pay collections: Your agency has a large private pay population. Prompt pay discounts for these individuals will produce a higher percentage of collection.

Recommendation: Allow discounts for prompt pay. This is a proven method that can have a large impact on high private pay balances. This discount will increase overall private pay collections.

FY2017 Analysis and Recommendations

Comparison of the surrounding cities:

| | Deer Park | Freeport | Galveston | Houston | Hardin Co. | Grace EMS |
|--------------|------------|------------|------------|------------|------------|------------|
| ALS RES | \$900.00 | \$1,200.00 | \$1,200.00 | \$1,083.00 | \$1,050.00 | \$1,025.00 |
| ALS NON RES | \$1,000.00 | \$1,200.00 | \$1,200.00 | \$1,083.00 | \$1,050.00 | \$1,025.00 |
| ALS2 RES | \$1,000.00 | \$1,400.00 | \$1,500.00 | \$1,083.00 | \$1,250.00 | \$1,275.00 |
| ALS2 NON RES | \$1,100.00 | \$1,400.00 | \$1,500.00 | \$1,083.00 | \$1,250.00 | \$1,275.00 |
| BLS RES | \$800.00 | \$1,000.00 | \$1,000.00 | \$1,083.00 | \$900.00 | \$950.00 |
| BLS NON RES | \$900.00 | \$1,000.00 | \$1,000.00 | \$1,083.00 | \$900.00 | \$950.00 |
| SCT | \$1,100.00 | \$1,850.00 | x | \$1,083.00 | \$1,662.96 | \$2,400.00 |
| ALS DISP | \$375.00 | \$341.00 | x | Itemized | \$375.00 | \$450.00 |
| BLS DISP | \$225.00 | \$241.00 | x | Itemized | \$250.00 | \$350.00 |
| OXYGEN | \$125.00 | \$149.00 | x | Itemized | \$150.00 | \$150.00 |
| MILEAGE | \$15.00 | \$21.00 | \$16.00 | \$14.08 | \$16.00 | \$19.05 |
| TNT | \$100.00 | \$400.00 | \$175.00 | Itemized | \$100.00 | x |

NOTE: Galveston incorporates a \$75.00 per 30min. charge instead of disposables

Private Pay High Balances/Potential Service Abusers

The Private Pay/Bill Patient amount outstanding for The City of Deer Park is **\$725,844.44**.

This amount is comprised of patients that are over 90 days delinquent, yet are still within the feasible collection time frame. Prompt pay discounts for these individuals will produce a higher percentage of collection.

The following private pay individuals have been identified as having higher than usual balances:

- Patient ID 371603- 21 Trips total/ Amount outstanding \$14,270/ multiple notes indicate “intoxication”
- Patient ID 401485- 11 trips total/ Amount outstanding \$6,625
- Patient ID 374025- 10 trips total/ Amount outstanding 3,425/ multiple notes indicate “no obvious distress”

Thank You

We can gladly provide you with more in-depth information on how these recommendations could affect your bottom line.

As a rapidly growing company, Emergicon will be launching many new analytics endeavors. The analytics team here at Emergicon will continue to monitor your organization's financial performance and make recommendations accordingly. If you ever need a specific type of report or need anything at all don't hesitate to give us a call.



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