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# SECTION VI. FINANCIAL CRITERIA

## A. FINANCIAL DOCUMENTS

We thoroughly understand and agree to submit all of the requested financial documents in a separately seal contain labeled "Financial Documents". In the spirit of transparency and to display our compliance with all specifications listed in Section VI. Financial Criteria, we have provided detailed responses for both organizations that form the Alliance - CCCFPD and AMR.

## B. FINANCIAL SITUATIONS DOCUMENTS

### 1. Financial Statements

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#### CCCFPD Financial Statements

CCCFPD has provided our year-end financial reports for the last three (3) years, 2012, 2013, and 2014 on a CD-ROM, which is included in our Financial Documents envelope.

#### AMR's Financial Statements

AMR has the financial resources and infrastructure in place to perform or exceed the services outlined in the RFP. For electronic copies of our year-end financial statements for 2012, 2013, and 2014, please refer to the CD-ROM included in our Financial Documents envelope. This financial information is also available on the Envision Healthcare website at the following address:

[http://hsprod.investis.com/ir/envision/jsp/sec\\_index.jsp?ipage=9467766](http://hsprod.investis.com/ir/envision/jsp/sec_index.jsp?ipage=9467766).

### 2. Audited Statements

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#### CCCFPD Audited Statements

CCCFPD's independently audited financial statements are included in the County's Comprehensive Annual Financial Report (CAFR). We have provided our audited financial statements on a CD-ROM, which is included in our Financial Documents envelope

#### AMR's Audited Statements

For an electronic of independently audited financial statements for the most recent fiscal year, please refer to the CD-ROM included in our Financial Documents envelope. This information is also available on the Envision Healthcare website.



### 3. Financial Commitments

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#### **CCCYPD Financial Commitments**

CCCYPD has never defaulted on the payment of principal or interest on any of its long-term obligations. Following is a brief summary of CCCYPD lease obligations and other long term obligations.

##### *Lease*

CCCYPD entered into a lease agreement with Enterprise Fleet Management Trust in an amount not to exceed \$1,750,000, for the leasing, maintenance, and management of the CCCYPD's light vehicle fleet for the period March 11, 2014 through March 10, 2019.

##### *Lease-Purchase*

In December 2014, CCCYPD entered into a lease-purchase agreement for heavy fire apparatus with Oshkosh Capital for an amount not to exceed \$10,500,000, including finance charges, with annual payments not to exceed \$1,000,000 and a term not to exceed 10 years.

##### *Long-Term Obligations*

CCCYPD issued Taxable Pension Obligation Bonds, Series 2005, pursuant to Articles 10 and 11 (commencing with Section 53570) of Chapter 3 of Part 1 of Division 2 of Title 5 of the Government Code of the State of California. CCCYPD will be making principal and interest payments on the Series 2005 bonds through 2022.

As part of its annual contribution to the Contra Costa County Employees' Retirement Association, CCCYPD makes a payment towards its unfunded actuarial accrued liability (the UAAL), as determined by the Association's actuaries.

CCCYPD makes biannual payments into an "other post-employment benefits" (OPEB) trust fund to pre-pay a portion of future retiree health benefits.

None of the above constitutes an obligation of CCCYPD for which it is obligated to levy or pledge any form of taxation or for which the district has levied or pledged any form of taxation. None of the above constitutes an indebtedness of CCCYPD.

#### **AMR's Financial Commitments**

AMR has no commitments or potential commitments that would impact assets, lines of credit, or guarantor letters, or otherwise affect the organization's ability to perform this contract, if awarded.



## 4. Working Capital

The Alliance has constructed an agreement regarding the provision of emergency ambulance services within Contra Costa County. The intent of the agreement is for AMR to provide 9-1-1 emergency and non-emergency care and transport with advanced life support (ALS) ambulance services for and on behalf of the CCCFPD. As such, AMR will be responsible for meeting any working capital needs. This includes vehicles, equipment, supplies, radios, and any other necessary equipment. AMR will also be responsible for all costs associated with staffing the ambulances. Below, we have provided a summary of AMR’s Working Capital.

### AMR’s Working Capital

AMR has the financial resources and infrastructure in place to perform or exceed the requested services. AMR has no commitments or potential commitments that would impact assets, lines of credit, or guarantor letters or that would otherwise affect the organization’s ability to perform this contract, if awarded.

AMR West and the AMR enterprise are financially healthy and stable. AMR is ultimately owned by Envision Healthcare Corporation (EVHC). Being part of the EVHC family of companies allows us to tap into a vast national network of financial resources, including a revolving \$450 million line of credit.

EVHC’s net worth is \$1.7 billion with available working capital of \$786 million. The following chart summarizes the recent financial performance data of EVHC and shows the ability to convert short-term assets into cash if needed to meet our commitments and ensure our stability as a provider of high-quality emergency medical services:

<b>Envision Healthcare Financial Stability</b>					
<b>Financial Metric (\$millions)</b>	<b>31-Dec-10</b>	<b>31-Dec-11</b>	<b>31-Dec-12</b>	<b>31-Dec-13</b>	<b>31-Dec-14</b>
<b>Current Ratio</b>	2.66	1.99	1.57	2.4	2.4
<b>Current Assets</b>	\$852	\$774	\$753	\$1,082	\$1,363
<b>Total Assets</b>	\$1,749	\$4,013	\$4,037	\$4,300	\$4,703
<b>Current Liabilities</b>	\$321	\$388	\$479	\$451	\$577
<b>Total Liabilities</b>	\$901	\$3,100	\$3,492	\$2,690	\$2,935
<b>Current Net Worth</b>	\$847	\$913	\$545	\$1,610	\$1,769
<b>Working Capital</b>	\$531	\$385	\$274	\$631	\$786
<b>Cash</b>	\$287	\$134	\$58	\$205	\$319



## 5. Performance Security

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### **CCCYPD's Performance Security**

CCCYPD is a government entity. Therefore, as stated on page 60 of the RFP, a performance bond is not required.

### **AMR's Performance Security**

We have the proven financial strength to be able to provide the level of service outlined in our proposal and required by the County. Although bidding as AMR West, we are able to provide additional backing from our parent company EVH, which of December 31, 2014 had cash on hand of \$319 million.

## 6. Financial Interests

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### **CCCYPD's Financial Interests**

CCCYPD has no financial interests in other EMS businesses operating in California.

### **AMR Financial Interests**

AMR has no financial interests in other EMS businesses operating in California.



# C. FINANCIAL PROJECTIONS

## 1. Revenue Projections

Medicare (Year One)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	26,979	\$ 67,582,395	\$12,653,228
ALS 2	258	\$ 646,290	\$ 170,851
BLS-Emergency			
ALS 1-Non-emergency	5	\$ 3,762	\$ 1,538
BLS Non-emergency			
<b>TOTAL</b>	<b>27,242</b>	<b>\$ 68,232,447</b>	<b>\$12,825,617</b>

Medicare (Year Two)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	27,383	\$ 70,652,247	\$13,099,559
ALS 2	260	\$ 670,839	\$ 175,619
BLS-Emergency			
ALS 1-Non-emergency	5	\$ 3,875	\$ 1,569
BLS Non-emergency			
<b>TOTAL</b>	<b>27,648</b>	<b>\$ 71,326,962</b>	<b>\$13,276,747</b>

Medicare (Year Three)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	27,795	\$ 73,865,895	\$13,562,433
ALS 2	265	\$ 704,730	\$ 182,700
BLS-Emergency			
ALS 1-Non-emergency	5	\$ 3,824	\$ 1,533
BLS Non-emergency			
<b>TOTAL</b>	<b>28,065</b>	<b>\$ 74,574,449</b>	<b>\$13,746,666</b>

Medi-Cal (Year One)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	16,540	\$ 41,432,700	\$ 2,288,395
ALS 2	158	\$ 395,790	\$ 21,860
BLS-Emergency			
ALS 1-Non-emergency	3	\$ 2,257	\$ 404
BLS Non-emergency			
<b>TOTAL</b>	<b>16,701</b>	<b>\$ 41,830,747</b>	<b>\$ 2,310,659</b>

Medi-Cal (Year Two)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	16,788	\$ 43,315,558	\$ 2,322,707
ALS 2	160	\$ 412,824	\$ 22,137
BLS-Emergency			
ALS 1-Non-emergency	3	\$ 2,325	\$ 404
BLS Non-emergency			
<b>TOTAL</b>	<b>16,951</b>	<b>\$ 43,730,707</b>	<b>\$ 2,345,248</b>

Medi-Cal (Year Three)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	17,040	\$ 45,283,754	\$ 2,357,522
ALS 2	163	\$ 432,037	\$ 22,492
BLS-Emergency			
ALS 1-Non-emergency	3	\$ 2,344	\$ 396
BLS Non-emergency			
<b>TOTAL</b>	<b>17,205</b>	<b>\$ 45,718,135</b>	<b>\$ 2,380,410</b>

Insurance (Year One)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	9,056	\$ 22,685,280	\$20,688,975
ALS 2	86	\$ 215,430	\$ 196,472
BLS-Emergency			
ALS 1-Non-emergency	2	\$ 1,505	\$ 1,372
BLS Non-emergency			
<b>TOTAL</b>	<b>9,144</b>	<b>\$ 22,902,215</b>	<b>\$20,886,820</b>

Insurance (Year Two)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	9,192	\$ 23,716,739	\$21,629,666
ALS 2	88	\$ 227,053	\$ 206,469
BLS-Emergency			
ALS 1-Non-emergency	2	\$ 1,550	\$ 1,410
BLS Non-emergency			
<b>TOTAL</b>	<b>9,282</b>	<b>\$ 23,945,342</b>	<b>\$21,837,545</b>

Insurance (Year Three)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	9,330	\$ 24,794,147	\$22,612,262
ALS 2	89	\$ 236,553	\$ 215,126
BLS-Emergency			
ALS 1-Non-emergency	2	\$ 1,283	\$ 1,167
BLS Non-emergency			
<b>TOTAL</b>	<b>9,420</b>	<b>\$ 25,031,983</b>	<b>\$22,828,555</b>

Self Pay (Year One)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	10,314	\$ 25,836,570	\$ 3,131,861
ALS 2	98	\$ 245,490	\$ 29,601
BLS-Emergency			
ALS 1-Non-emergency	1	\$ 752	\$ 60
BLS Non-emergency			
<b>TOTAL</b>	<b>10,413</b>	<b>\$ 26,082,812</b>	<b>\$ 3,161,522</b>

Self Pay (Year Two)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	10,468	\$ 27,009,010	\$ 3,217,496
ALS 2	100	\$ 258,015	\$ 30,875
BLS-Emergency			
ALS 1-Non-emergency	1	\$ 775	\$ 60
BLS Non-emergency			
<b>TOTAL</b>	<b>10,569</b>	<b>\$ 27,267,800</b>	<b>\$ 3,248,431</b>

Self Pay (Year Three)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	10,625	\$ 28,237,778	\$ 3,306,165
ALS 2	101	\$ 269,407	\$ 31,543
BLS-Emergency			
ALS 1-Non-emergency	1	\$ 1,462	\$ 290
BLS Non-emergency			
<b>TOTAL</b>	<b>10,728</b>	<b>\$ 28,508,647</b>	<b>\$ 3,337,998</b>

Total Fee-for-Service Revenue (Year One)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	62,889	157,536,945	38,762,459
ALS 2	600	1,503,000	418,785
BLS-Emergency	-	-	-
ALS 1-Non-emergency	11	8,277	3,375
BLS Non-emergency	-	-	-
<b>TOTAL</b>	<b>63,500</b>	<b>\$ 159,048,222</b>	<b>\$39,184,619</b>

Total Fee-for-Service Revenue (Year Two)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	63,831	164,693,555	40,269,427
ALS 2	608	1,568,731	435,100
BLS-Emergency	-	-	-
ALS 1-Non-emergency	11	8,525	3,443
BLS Non-emergency	-	-	-
<b>TOTAL</b>	<b>64,450</b>	<b>\$ 166,270,811</b>	<b>\$40,707,971</b>

Total Fee-for-Service Revenue (Year Three)			
	#	Total Charges	Cash Collections
ALS 1-Emergency	64,789	172,181,574	41,838,382
ALS 2	618	1,642,727	451,862
BLS-Emergency	-	-	-
ALS 1-Non-emergency	11	8,913	3,386
BLS Non-emergency	-	-	-
<b>TOTAL</b>	<b>65,418</b>	<b>\$ 173,833,214</b>	<b>\$42,293,630</b>

Other Revenue (Year One)	
Federal/State Reimbursement (GEMT)	❖
Other Revenue (Contracts, etc.)	
<b>TOTAL</b>	

Other Revenue (Year Two)	
Federal/State Reimbursement (GEMT)	
Other Revenue (Contracts, etc.)	
<b>TOTAL</b>	

Other Revenue (Year Three)	
Federal/State Reimbursement (GEMT)	
Other Revenue (Contracts, etc.)	
<b>TOTAL</b>	

TOTAL REVENUE (Year One)	
Total Fee-for-service Revenue	\$39,184,619
Total Other Revenue	
<b>TOTAL REVENUE</b>	<b>\$39,184,619</b>

TOTAL REVENUE (Year Two)	
Total Fee-for-service Revenue	\$40,707,971
Total Other Revenue	
<b>TOTAL REVENUE</b>	<b>\$40,707,971</b>

TOTAL REVENUE (Year Three)	
Total Fee-for-service Revenue	\$42,293,630
Total Other Revenue	
<b>TOTAL REVENUE</b>	<b>\$42,293,630</b>

❖ While GEMT funding is currently available for eligible fire service ambulance providers, due to the inability to predict the absolute longevity of this supplemental reimbursement, we have decided to not rely on this funding mechanism to support the viability of the ambulance system.



## 2. Revenue Flow Projections

			Portion of Monthly Net Revenue Expected in Month Received												
	Total Charges	Net Revenue Expected	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
Total and Net Revenue Projected by Month	Month 1	14,008,767	3,451,332	172,567	1,725,666	1,311,506	69,027	69,027	34,513	-	-	-	-	-	
	Month 2	12,092,674	2,979,265		446,890	1,191,706	1,132,121	59,585	59,585	29,793	-	-	-	-	
	Month 3	13,069,506	3,219,927			321,993	1,448,967	1,223,572	64,399	64,399	32,199	-	-	-	
	Month 4	12,668,754	3,121,194				312,119	1,404,537	1,186,054	62,424	62,424	31,212	-	-	
	Month 5	13,986,225	3,445,778					344,578	1,550,600	1,309,396	68,916	68,916	34,458	-	
	Month 6	12,899,187	3,177,965						317,797	1,430,084	1,207,627	63,559	63,559	31,780	
	Month 7	13,237,321	3,261,271							326,127	1,467,572	1,239,283	65,225	65,225	32,613
	Month 8	13,269,882	3,269,293								326,929	1,471,182	1,242,331	65,386	65,386
	Month 9	13,405,135	3,302,615									330,262	1,486,177	1,254,994	66,052
	Month 10	13,264,872	3,268,059										326,806	1,470,627	1,241,862
	Month 11	12,586,099	3,100,830											310,083	1,395,374
	Month 12	14,559,800	3,587,090												358,709
<b>TOTAL</b>	<b>159,048,222</b>	<b>39,184,619</b>	<b>172,567</b>	<b>2,172,556</b>	<b>2,825,205</b>	<b>2,962,234</b>	<b>3,101,299</b>	<b>3,212,947</b>	<b>3,222,222</b>	<b>3,165,667</b>	<b>3,204,413</b>	<b>3,218,557</b>	<b>3,198,094</b>	<b>3,159,996</b>	



### 3. Expense Projections

<b>YEAR 1 (Plan A)</b>	
<b>ANNUAL EXPENSES</b>	
<i>Personnel</i>	
Wages	
Paramedics	\$ 8,817,795
EMTs	\$ 6,350,340
QI/Training	\$ 217,037
Management/Supervisors	\$ 1,635,907
Other Personnel	\$ 916,086
Overtime Expense	\$ 1,577,837
Benefits	\$ 4,678,598
Other Personnel	\$ 176,989
<b>TOTAL PERSONNEL</b>	<b>\$ 24,370,589</b>
<i>General and Administration</i>	
Professional Services	\$ -
Medical Director Fees	\$ 51,912
Consulting Fees	
Billing & Collection Fees/Expenses	\$ 1,959,231
AMR Contract Administration Fees	\$ 3,375,263
Office Supplies & Equipment	\$ 18,046
Leased equipment	\$ 9,000
Occupancy leases, rents	\$ 431,348
Utilities and Telephone	\$ 275,010
Insurance	\$ 1,123,629
Performance Security Expense	\$ 4,511
Overhead Expenses	\$ 573,423
Taxes and Licenses	\$ 42,345
Travel Expenses	\$ 19,900
Office Capital Equip Depreciation	\$ 1,808
Misc Expenses	\$ 40,693
<i>Operations</i>	
Dispatch and communication expense	\$ 546,281
Information technology expenses	\$ 247,045
Training/ QI expenses	\$ 36,462
Community Education Expenses	\$ 50,000
Vehicles	
Fuel, oil, tires, disposable supplies	\$ 1,094,028
Repair and maintenance	\$ 692,794
Vehicle lease expense	\$ 31,495
Depreciation	\$ 700,714
Medical	
Medical Equipment	\$ 98,817
Pharmaceuticals, oxygen	\$ 50,800
Medical Supplies	\$ 1,048,004
Depreciation	\$ 276,729
Other Expenses	\$ 41,265
<b>TOTAL NON-PERSONNEL</b>	<b>\$ 12,840,554</b>
<b>TOTAL EXPENSES</b>	<b>\$ 37,211,143</b>



**YEAR 2 (Plan A)**

**ANNUAL EXPENSES**

**Personnel**

Wages

Paramedics	\$ 9,082,328
EMTs	\$ 6,540,850
QI/Training	\$ 223,548
Management/Supervisors	\$ 1,684,984
Other Personnel	\$ 943,568

Overtime Expense	\$ 1,625,172
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Benefits	\$ 4,818,956
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Other Personnel	\$ 182,299
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<b>TOTAL PERSONNEL</b>	<b>\$ 25,101,706</b>
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**General and Administration**

Professional Services	\$ -
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Medical Director Fees	\$ 53,469.36
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Consulting Fees	\$ -
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Billing & Collection Fees/Expenses	\$ 2,018,007.87
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AMR Contract Administration Fees	\$ 3,476,521.31
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Office Supplies & Equipment	\$ 18,586.97
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Leased equipment	\$ 9,270.00
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Occupancy leases, rents	\$ 444,288.89
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Utilities and Telephone	\$ 283,260.30
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Insurance	\$ 1,157,337.76
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Performance Security Expense	\$ 4,646.74
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Overhead Expenses	\$ 590,625.55
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Taxes and Licenses	\$ 43,615.41
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Travel Expenses	\$ 20,496.59
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Office Capital Equip Depreciation	\$ 1,862.53
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Misc Expenses	\$ 41,913.79
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**Operations**

Dispatch and communication expense	\$ 562,669.53
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Information technology expenses	\$ 254,456.49
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Training/ QI expenses	\$ 37,555.86
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Community Education Expenses	\$ 51,500.00
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Vehicles	\$ -
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Fuel, oil, tires, disposable supplies	\$ 1,126,848.97
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Repair and maintenance	\$ 713,577.55
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Vehicle lease expense	\$ 32,439.67
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Depreciation	\$ 721,735.71
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Medical	\$ -
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Medical Equipment	\$ 101,781.51
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Pharmaceuticals, oxygen	\$ 52,324.00
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Medical Supplies	\$ 1,079,444.12
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Depreciation	\$ 285,031.02
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Other Expenses	\$ 42,502.95
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<b>TOTAL NON-PERSONNEL</b>	<b>\$ 13,225,770.46</b>
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**TOTAL EXPENSES**

<b>\$ 38,327,476.89</b>
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**YEAR 3 (Plan A)**

**ANNUAL EXPENSES**

*Personnel*

Wages

Paramedics	\$ 9,354,798.19
EMTs	\$ 6,737,075.89
QI/Training	\$ 230,254.55
Management/Supervisors	\$ 1,735,533.24
Other Personnel	\$ 971,875.28

Overtime Expense	\$ 1,673,927.64
Benefits	\$ 4,963,525.11
Other Personnel	\$ 187,767.73

**TOTAL PERSONNEL** \$ 25,854,757.63

*General and Administration*

Professional Services	\$ -
Medical Director Fees	\$ 55,073.44
Consulting Fees	\$ -
Billing & Collection Fees/Expenses	\$ 2,078,548.11
AMR Contract Administration Fees	\$ 3,580,816.95
Office Supplies & Equipment	\$ 19,144.58
Leased equipment	\$ 9,548.10
Occupancy leases, rents	\$ 457,617.56
Utilities and Telephone	\$ 291,758.11
Insurance	\$ 1,192,057.89
Performance Security Expense	\$ 4,786.14
Overhead Expenses	\$ 608,344.31
Taxes and Licenses	\$ 44,923.87
Travel Expenses	\$ 21,111.49
Office Capital Equip Depreciation	\$ 1,918.40
Misc Expenses	\$ 43,171.20

*Operations*

Dispatch and communication expense	\$ 579,549.62
Information technology expenses	\$ 262,090.19
Training/ QI expenses	\$ 38,682.54
Community Education Expenses	\$ 53,045.00
Vehicles	\$ -
Fuel, oil, tires, disposable supplies	\$ 1,160,654.44
Repair and maintenance	\$ 734,984.88
Vehicle lease expense	\$ 33,412.86
Depreciation	\$ 743,387.79

Medical

Medical Equipment	\$ 104,834.96
Pharmaceuticals, oxygen	\$ 53,893.72
Medical Supplies	\$ 1,111,827.44
Depreciation	\$ 293,581.95

Other Expenses \$ 43,778.04

**TOTAL NON-PERSONNEL** \$ 13,622,543.57

**TOTAL EXPENSES** \$ 39,477,301.20



**YEAR 1 (Plan B)**

**ANNUAL EXPENSES**

*Personnel*

Wages

Paramedics	\$ 8,817,794.50
EMTs	\$ 6,350,340.17
QI/Training	\$ 217,037.00
Management/Supervisors	\$ 1,635,906.53
Other Personnel	\$ 916,085.67

Overtime Expense \$ 1,577,837.34

Benefits \$ 4,678,598.46

Other Personnel \$ 176,989.09

**TOTAL PERSONNEL** \$ 24,370,588.77

*General and Administration*

Professional Services \$ -

Medical Director Fees \$ 51,912.00

LEMSA Contract Administration Fee \$ 750,000.00

Billing & Collection Fees/Expenses \$ 1,959,230.95

AMR Contract Administration Fees \$ 3,375,263.40

Office Supplies & Equipment \$ 18,045.60

Leased equipment \$ 9,000.00

Occupancy leases, rents \$ 431,348.44

Utilities and Telephone \$ 275,010.00

Insurance \$ 1,123,628.89

Performance Security Expense \$ 4,511.40

Overhead Expenses \$ 573,422.86

Taxes and Licenses \$ 42,345.05

Travel Expenses \$ 19,899.60

Office Capital Equip Depreciation \$ 1,808.28

Misc Expenses \$ 40,693.00

*Operations*

Dispatch and communication expense \$ 546,281.10

Information technology expenses \$ 247,045.14

Training/ QI expenses \$ 36,462.00

Community Education Expenses \$ 50,000.00

Vehicles

Fuel, oil, tires, disposable supplies \$ 1,094,028.13

Repair and maintenance \$ 692,793.74

Vehicle lease expense \$ 31,494.83

Depreciation \$ 700,714.29

Medical

Medical Equipment \$ 98,817.00

Pharmaceuticals, oxygen \$ 50,800.00

Medical Supplies \$ 1,048,004.00

Depreciation \$ 276,729.14

Other Expenses \$ 41,265.00

**TOTAL NON-PERSONNEL** \$ 13,590,553.84

**TOTAL EXPENSES** \$ 37,961,142.61



## YEAR 2 (Plan B)

### ANNUAL EXPENSES

#### Personnel

##### Wages

Paramedics	\$ 9,082,328.34
EMTs	\$ 6,540,850.38
QI/Training	\$ 223,548.11
Management/Supervisors	\$ 1,684,983.73
Other Personnel	\$ 943,568.24

Overtime Expense \$ 1,625,172.46

Benefits \$ 4,818,956.42

Other Personnel \$ 182,298.76

**TOTAL PERSONNEL** \$ 25,101,706.43

#### General and Administration

Professional Services \$ -

Medical Director Fees \$ 53,469.36

LEMSA Contract Administration Fees \$ 750,000.00

Billing & Collection Fees/Expenses \$ 2,018,007.87

AMR Contract Administration Fees \$ 3,476,521.31

Office Supplies & Equipment \$ 18,586.97

Leased equipment \$ 9,270.00

Occupancy leases, rents \$ 444,288.89

Utilities and Telephone \$ 283,260.30

Insurance \$ 1,157,337.76

Performance Security Expense \$ 4,646.74

Overhead Expenses \$ 590,625.55

Taxes and Licenses \$ 43,615.41

Travel Expenses \$ 20,496.59

Office Capital Equip Depreciation \$ 1,862.53

Misc Expenses \$ 41,913.79

#### Operations

Dispatch and communication expense \$ 562,669.53

Information technology expenses \$ 254,456.49

Training/ QI expenses \$ 37,555.86

Community Education Expenses \$ 51,500.00

##### Vehicles

Fuel, oil, tires, disposable supplies \$ 1,126,848.97

Repair and maintenance \$ 713,577.55

Vehicle lease expense \$ 32,439.67

Depreciation \$ 721,735.71

##### Medical

Medical Equipment \$ 101,781.51

Pharmaceuticals, oxygen \$ 52,324.00

Medical Supplies \$ 1,079,444.12

Depreciation \$ 285,031.02

Other Expenses \$ 42,502.95

**TOTAL NON-PERSONNEL** \$ 13,975,770.46

### TOTAL EXPENSES

**\$ 39,077,476.89**



### YEAR 3 (Plan B)

#### ANNUAL EXPENSES

##### *Personnel*

##### Wages

Paramedics	\$ 9,354,798.19
EMTs	\$ 6,737,075.89
QI/Training	\$ 230,254.55
Management/Supervisors	\$ 1,735,533.24
Other Personnel	\$ 971,875.28

Overtime Expense	\$ 1,673,927.64
Benefits	\$ 4,963,525.11
Other Personnel	\$ 187,767.73

**TOTAL PERSONNEL** \$ 25,854,757.63

##### *General and Administration*

Professional Services	\$ -
Medical Director Fees	\$ 55,073.44
LEMSA Contract Administration Fees	\$ 750,000.00
Billing & Collection Fees/Expenses	\$ 2,078,548.11
AMR Contract Administration Fees	\$ 3,580,816.95
Office Supplies & Equipment	\$ 19,144.58
Leased equipment	\$ 9,548.10
Occupancy leases, rents	\$ 457,617.56
Utilities and Telephone	\$ 291,758.11
Insurance	\$ 1,192,057.89
Performance Security Expense	\$ 4,786.14
Overhead Expenses	\$ 608,344.31
Taxes and Licenses	\$ 44,923.87
Travel Expenses	\$ 21,111.49
Office Capital Equip Depreciation	\$ 1,918.40
Misc Expenses	\$ 43,171.20

##### *Operations*

Dispatch and communication expense	\$ 579,549.62
Information technology expenses	\$ 262,090.19
Training/ QI expenses	\$ 38,682.54
Community Education Expenses	\$ 53,045.00

##### Vehicles

Fuel, oil, tires, disposable supplies	\$ 1,160,654.44
Repair and maintenance	\$ 734,984.88
Vehicle lease expense	\$ 33,412.86
Depreciation	\$ 743,387.79

##### Medical

Medical Equipment	\$ 104,834.96
Pharmaceuticals, oxygen	\$ 53,893.72
Medical Supplies	\$ 1,111,827.44
Depreciation	\$ 293,581.95

Other Expenses	\$ 43,778.04
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**TOTAL NON-PERSONNEL** \$ 14,372,543.57

**TOTAL EXPENSES** \$ 40,227,301.20



## 4. One-Time Start Up and Capital Items

Assumptions	Plan A	Plan B
Number of Staffed Ambulance at Peak	39	39
Total Number of Ambulance in Fleet	48	48
Number of Leased Ambulances	0	0
Number of Purchased Ambulances	9	9
Number of Existing Ambulances for CCC	39	39

One-Time Costs	Plan A		Plan B	
	Qty.	Cost/Value	Qty.	Cost/Value
Number of New Ambulances	9	864,000	9	864,000
Medical Equipment (New)	9	106,200	9	106,200
Existing Ambulances		2,000,000		2,000,000
Existing Medical Equipment		1,500,000		1,500,000
Supply Inventory (existing)		490,000		490,000
Leasehold Improvements (existing)		-		-
IT Equipment (including mobile) (existing)		239,000		239,000
Communications Equipment (new and existing)		314,000		314,000
Office Furnishing/Equipment (existing)		15,000		15,000
Shop Equipment (existing)		20,000		20,000
Shop Supply/Parts Inventory		45,000		45,000
Wages & Benefits				-
Employment Costs				-
Leases/Rents				-
Legal/Professional Services				-
				-
Other > \$10,000				-
<b>TOTAL ONE TIME COSTS</b>		<b>5,593,200</b>		<b>5,593,200</b>



## 5. Pro Forma Summary

	Plan A				Plan B			
	Start-Up Costs	Year 1	Year 2	Year 3	Start-Up Costs	Year 1	Year 2	Year 3
Revenue	\$ 5,593,200	\$ 39,184,619	\$ 40,707,971	\$ 42,293,630	\$ 5,593,200	\$ 39,184,619	\$ 40,707,971	\$ 42,293,630
Expenses		\$ 37,211,143	\$ 38,327,477	\$ 39,477,301		\$ 37,961,143	\$ 39,077,477	\$ 40,227,301
Gain (Loss)		\$ 1,973,476	\$ 2,380,494	\$ 2,816,329		\$ 1,223,476	\$ 1,630,494	\$ 2,066,329



## D. ALS INTERFACILITY PRICING

### APPENDIX 19 ALS Interfacility Charges

1. Patient Charges shall be submitted on this exhibit in **Table A** as is. Proposed patient charges should take into consideration the cost of providing care to indigent patients. No alterations or changes of any kind are permitted.
2. The County has adopted a “bundled” rate for ambulance services with a single base rate, whereby most fees for service are included in the base rate, with the exception of oxygen and mileage.
3. The patient charges quoted in **Table A** shall include all taxes and all fees charged to patients or third party payers. Proposals should reflect a bundled rate structure and no other charges for supplies, equipment, or procedures, or other services will be accepted. Contractor shall comply with fee schedule and rates proposed in response to this RFP and approved by the County.

Table A - Proposed Charges	
Complete the proposed charge for each item listed below. No other patient charges will be considered.	
Ambulance ALS Interfacility Base Rate	\$ <u>1050.00</u>
Mileage/mile	\$ <u>25.00</u>
Oxygen	\$ <u>175.00</u>
Treat, Non-transport rate*	\$ <u>0.00</u>

**Proposer agrees that the prices quoted are the maximum that will be charged during the term of any contract awarded, with the exception of increases or fee adjustments described in the RFP.**

FIRM: CCCFFD \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: 5/21/15

PRINTED NAME: Jeff Carman \_\_\_\_\_

TITLE: Fire Chief \_\_\_\_\_