**REVENUE BUDGET**

Colonel EMS covers Palmer County and has four (4) municipalities in it. They are Strattonland,  Youngstown, Fifertown, and Funderbunk. You have been tasked with coming up with a 12  Month Budget (January – December) for 2021 for Colonel EMS.

You are a service that provides 9-1-1 to Palmer County. Your payor mix only includes 2 payors,  Medicare and Commercial. In addition, each of the towns you cover have slightly different  approaches to EMS delivery, so the Non-Transport Rate (the number of calls that you respond  to but do not transport) differs for each town.

|  |  |
| --- | --- |
| Town | Non-Transport Rate |
| Strattonland | 22% |
| Youngstown | 18% |
| Fifertown | 19% |
| Funderbunk | 21% |

You bill for only the calls you transport, and each town has negotiated a different rate with the  County’s commercial payor. Because Medicare is a federally funded program, the rates are  consistent across the county. Luckily, there are no contractual allowance permitted in Palmer  County.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Town | Commercial  ALS Rate | Commercial  BLS Rate | Medicare  BLS Rate | Medicare  ALS Rate |
| Strattonland | 450.00 | 225.19 | 112.80 | 284.93 |
| Youngstown | 425.27 | 253.14 | 112.80 | 284.93 |
| Fifertown | 470.63 | 302.58 | 112.80 | 284.93 |
| Funderbunk | 432.78 | 312.46 | 112.80 | 284.93 |
| Loaded Mile Rate | 12.13 | 14.12 | 5.37 | 8.68 |

The call breakdown for the all calls that require transport works out to 50% of the calls are BLS,  and 50% are ALS.

For each call type (ALS and BLS) Transported the Payor mix works out county-wide to be 70%  Medicare and 30% Commercial.

In an effort to streamline things, you have estimated that the average loaded miles from each  town equals a set amount. In this case, it works for budgeting and billing.

|  |  |
| --- | --- |
| Town | Mileage to the Hospital |
| Strattonland | 15 |
| Youngstown | 18 |
| Fifertown | 2 |
| Funderbunk | 7 |

The Call volume for each town is below for 2020. In 2021, you are expecting a 2% increase in  call volume. (Use normal rounding rules [Down if <.4 and Up if >.5] if the number is not exact.)

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| TOWN | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Strattonland | 56 | 60 | 64 | 57 | 61 | 63 | 58 | 65 | 59 | 65 | 66 | 70 |
| Youngstown | 95 | 102 | 106 | 95 | 100 | 96 | 110 | 125 | 94 | 99 | 105 | 92 |
| Fifertown | 154 | 160 | 166 | 164 | 156 | 162 | 170 | 175 | 180 | 155 | 165 | 145 |
| Funderbunk | 75 | 70 | 80 | 74 | 79 | 73 | 78 | 82 | 69 | 72 | 75 | 84 |

**EXPENSE BUDGET**

In addition to calculating Revenue for 2021, you need to calculate expenses.  Each Town is requesting the following Ambulance Coverage

|  |  |  |
| --- | --- | --- |
| Town | Fully Staffed Ambulance | Additional Ambulance |
| Strattonland | 1 Ambulance 24/7 | 1 Ambulance M-F 9-5 |
| Youngstown | 1 Ambulance 24/7 | 1 Ambulance 11AM -11PM  Monday – Saturday |
| Fifertown | 2 Ambulances 24/7 | None |
| Funderbunk | 1 Ambulance 24/7 | 1 Ambulance 8AM-12PM  Mon-Fri |

The town administrators want you staff every ambulance with One EMT and One Paramedic.  Since all staff just started with you and have the same seniority, all EMTs make 15.25 per hour,  and Paramedics make 24.54 per hour.

You determine the number and types of employees that you will need to run this business.

Full Time Employees receive the following:

|  |  |  |
| --- | --- | --- |
| Item | Monthly Premium | Cost Breakdown |
| Medical Coverage | 550.00 | Employer Pays 70% |
| Vision | 50.00 | Employer Pays 100% |
| Dental | 75.00 | Employer Pays 80% |
| Uniforms | 400.00 | Employer Pays 100% |

Part Time Employees receive the following:

|  |  |  |
| --- | --- | --- |
| Item | Monthly Premium | Cost Breakdown |
| Uniforms | 400.00 | Employer Pays 100% |

In addition, you must pay Rent and Utilities at your stations. These break down as follows:

|  |  |  |
| --- | --- | --- |
| Town | Monthly Rent | Monthly Utility Cost |
| Strattonland | 1,200 | 200 |
| Youngstown | 1,100 | 250 |
| Fifertown | 1,250 | 300 |
| Funderbunk | 1,400 | 325 |

Lastly, Fleet Costs. You will need to have an ambulance for every crew that you have on duty.  Crews drive directly to the hospital and then back to the station, they are not permitted to  deviate from that.

The fixed cost for each ambulance you need to staff will be $500 per month.  The estimated maintenance costs for each ambulance is seventy-five cents (0.75) for each mile  driven, not just loaded miles.

Complete a Revenue and Expense Budget (The Revenue and Expense Budget can be on  separate sheets) that shows the detail of your projected income and projected expenses in  2021 and upload the Excel file. The Excel file should have all of the information needed and all  formulas and reference cells should be there. Concise Labeling is encouraged in the assignment.