



Preliminary Budget

PROFIT AND LOSS

PROFIT & LOSS

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>
Sales	\$11,100,770	\$36,927,417	\$77,470,414
Direct Labor	\$936,000	\$1,016,340	\$1,982,830
GROSS PROFIT	\$10,164,770	\$35,911,077	\$75,487,584
 OPERATING EXPENSES			
Salaries	\$2,969,000	\$3,702,840	\$10,475,925
Payroll (taxes, etc.)	\$445,350	\$555,426	\$1,571,389
Physicians (See Physician Breakdown Tab)	\$3,520,000	\$10,560,000	\$21,120,000
Equipment: (See Equipment Tab)	\$120,000	\$180,000	\$700,000
Hardware: (See Hardware Tab)	\$544,000	\$988,000	\$1,964,000
Services: EproSystem Fees (Services Tab)	\$57,600	\$129,600	\$403,200
Supplies (office & operation)	\$75,000	\$97,500	\$126,750
Repairs & Maintenance	\$72,000	\$93,600	\$121,680
Advertising & Marketing	\$508,238	\$1,795,554	\$4,000,842
Car, delivery & travel	\$126,000	\$163,800	\$212,940
Accounting & legal	\$80,000	\$104,000	\$135,200
Rent	\$480,000	\$480,000	\$960,000
Telephone & Cellphone	\$35,000	\$52,500	\$78,750
Utilities	\$84,000	\$84,000	\$168,000
Insurance	\$108,000	\$150,000	\$216,000
Taxes (real estate, etc.)			
Depreciation	\$36,000	\$50,400	\$70,560
TOTAL EXPENSES	\$9,260,188	\$19,187,220	\$42,325,236
 NET PROFIT/LOSS (before taxes)			
	\$904,581	\$16,723,857	\$33,162,348
Income Taxes			
NET PROFIT/LOSS (after tax)	\$904,581	\$16,723,857	\$33,162,348
 Owner Draw/Dividends			
ADJUSTED TO RETAINED	\$904,581	\$16,723,857	\$33,162,348



PROFIT AND LOSS

PHYSICIAN BREAKDOWN

Salary

	<u>1st yr</u>	<u>2nd yr</u>	<u>3rd yr</u>
Insurance Billing Revenue	\$6,400,000	\$19,200,000	\$38,400,000
55% Ins Billing Revenue			
Physicians 55% Share Total	\$3,520,000	\$10,560,000	\$21,120,000

Yearly Total Physican Salary	# of Physicians	<u>1st yr</u>	# of Physicians	<u>2nd yr</u>	# of Physicians	<u>3rd yr</u>
Each Physician Share of 55%	5	\$704,000	15	\$704,000	30	\$704,000



PROFIT AND LOSS

HARDWARE

Hardware for Office and Data Warehouse

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>
Blade Server	\$400,000	\$800,000	\$1,600,000
Racks for Server	\$4,000	\$8,000	\$16,000
Network Equipment	\$40,000	\$80,000	\$160,000
Desktop PCs	\$40,000	\$40,000	\$80,000
Printers	\$25,000	\$25,000	\$50,000
Scanners	\$12,000	\$12,000	\$12,000
Phone System	\$23,000	\$23,000	\$46,000
Total Cost for Hardware	\$544,000	\$988,000	\$1,964,000

PROFIT AND LOSS

EQUIPMENT

IDM100 Tablets

Calculation = Medical Assistants * 2 * \$10,000 per tablet

	<u>Year 1</u>	<u>Year 2</u> Additional	<u>Year 3</u> Additional	Total Tablets By Year 3
Tablets Needed	12	18	70	100
Total Cost for Tablets	\$120,000	\$180,000	\$700,000	\$1,000,000
Medical Assistants Needed	6	15	53	

PROFIT AND LOSS

SERVICES

EproSystem EHR Services Calculation: \$1,200 per month per 5 users

<u>Month</u>	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>
1	\$4,800	\$10,800	\$33,600
2	\$4,800	\$10,800	\$33,600
3	\$4,800	\$10,800	\$33,600
4	\$4,800	\$10,800	\$33,600
5	\$4,800	\$10,800	\$33,600
6	\$4,800	\$10,800	\$33,600
7	\$4,800	\$10,800	\$33,600
8	\$4,800	\$10,800	\$33,600
9	\$4,800	\$10,800	\$33,600
10	\$4,800	\$10,800	\$33,600
11	\$4,800	\$10,800	\$33,600
12	\$4,800	\$10,800	\$33,600
Total	\$57,600	\$129,600	\$403,200
Total Users	17	45	136



ANNUAL SALARIES

ANNUAL SALARIES

JOB TITLE	QTY	Yearly Salary	1st Year	QTY	2nd Year	QTY	3rd Year
CEO	1	\$350,000	\$350,000	1	\$360,500	1	\$371,315
COO	1	\$300,000	\$300,000	1	\$309,000	1	\$318,270
CFO	1	\$150,000	\$150,000	1	\$154,500	1	\$159,135
Assistant To CEO	1	\$200,000	\$200,000	1	\$206,000	1	\$212,180
Director of Quality Assurance	1	\$125,000	\$125,000	1	\$128,750	1	\$132,613
Director of Marketing	1	\$125,000	\$125,000	1	\$128,750	1	\$132,613
Director of Finance	1	\$125,000	\$125,000	1	\$128,750	1	\$132,613
Project Director	1	\$100,000	\$100,000	1	\$103,000	1	\$106,090
Infrastructure Engineer	1	\$81,000	\$81,000	1	\$83,430	1	\$85,933
Database Administrator	1	\$75,000	\$75,000	1	\$77,250	1	\$79,568
Assistant to Director of QA	1	\$100,000	\$100,000	1	\$103,000	1	\$106,090
Network Engineer	4	\$75,000	\$300,000	4	\$77,250	10	\$529,568
Marketing Specialist	3	\$39,000	\$117,000	8	\$235,170	28	\$1,022,225
Human Resource Director	1	\$85,000	\$85,000	3	\$257,550	11	\$945,277
Office Manager	1	\$40,000	\$40,000	3	\$121,200	11	\$444,836
Office Assistant	4	\$25,000	\$100,000	10	\$175,750	35	\$806,023
Medical Assistant	6	\$29,000	\$174,000	15	\$290,870	53	\$1,401,596
Medical Technician	6	\$25,000	\$150,000	15	\$250,750	53	\$1,208,273
Software Support	3	\$44,000	\$132,000	8	\$265,320	28	\$1,153,280
IT Specialists	4	\$35,000	\$140,000	10	\$246,050	35	\$1,128,432
Physicians Needed (Cost on P&L)	5			15		30	
Salaries			\$2,969,000		\$3,702,840		\$10,475,925
Software Engineer (Direct Labor)	12	\$78,000	\$936,000	24	\$1,016,340	36	\$1,982,830
TOTAL ANNUAL SALARIES			\$3,905,000		\$4,719,180		\$12,458,755



ANNUAL SALARIES

2ND YEAR SALARY CALCULATIONS

JOB TITLE	QTY	1st yr Salaries	3% Increase	2nd Yr New Salary	New Hires	Starting Salary	New Hire Salaries	Total Employees	2nd Yr Total Salaries
CEO	1	\$350,000	\$10,500	\$360,500				1	\$360,500
COO	1	\$300,000	\$9,000	\$309,000				1	\$309,000
CFO	1	\$150,000	\$4,500	\$154,500				1	\$154,500
Assistant To CEO	1	\$200,000	\$6,000	\$206,000				1	\$206,000
Director of Quality Assurance	1	\$125,000	\$3,750	\$128,750				1	\$128,750
Director of Marketing	1	\$125,000	\$3,750	\$128,750				1	\$128,750
Director of Finance	1	\$125,000	\$3,750	\$128,750				1	\$128,750
Project Director	1	\$100,000	\$3,000	\$103,000				1	\$103,000
Infrastructure Engineer	1	\$81,000	\$2,430	\$83,430				1	\$83,430
Database Administrator	1	\$75,000	\$2,250	\$77,250				1	\$77,250
Assistant to Director of QA	1	\$100,000	\$3,000	\$103,000				1	\$103,000
Network Engineer	4	\$75,000	\$2,250	\$77,250				4	\$77,250
Marketing Specialist	3	\$39,000	\$1,170	\$40,170	5	\$39,000	\$195,000	8	\$235,170
Human Resource Director	1	\$85,000	\$2,550	\$87,550	2	\$85,000	\$170,000	3	\$257,550
Office Manager	1	\$40,000	\$1,200	\$41,200	2	\$40,000	\$80,000	3	\$121,200
Office Assistant	4	\$25,000	\$750	\$25,750	6	\$25,000	\$150,000	10	\$175,750
Medical Assistant	6	\$29,000	\$870	\$29,870	9	\$29,000	\$261,000	15	\$290,870
Medical Technician	6	\$25,000	\$750	\$25,750	9	\$25,000	\$225,000	15	\$250,750
Software Support	3	\$44,000	\$1,320	\$45,320	5	\$44,000	\$220,000	8	\$265,320
IT Specialists	4	\$35,000	\$1,050	\$36,050	6	\$35,000	\$210,000	10	\$246,050
Salaries		\$2,128,000	\$63,840	\$2,191,840			\$1,511,000		\$3,702,840
Software Engineer (Direct Labor)	12	\$78,000	\$2,340	\$80,340	12	\$78,000	\$936,000	24	\$1,016,340
TOTAL ANNUAL SALARIES		\$2,206,000	\$66,180	\$2,272,180			\$2,447,000		\$4,719,180



ANNUAL SALARIES

3RD YEAR SALARY CALCULATIONS

JOB TITLE	QTY	2nd yr Salaries	3% Increase	3rd Yr New Salary	New Hires	Starting Salary	New Hire Salaries	Total Employees	2nd Yr Total Salaries
CEO	1	\$360,500	\$10,815	\$371,315				1	\$371,315
COO	1	\$309,000	\$9,270	\$318,270				1	\$318,270
CFO	1	\$154,500	\$4,635	\$159,135				1	\$159,135
Assistant To CEO	1	\$206,000	\$6,180	\$212,180				1	\$212,180
Director of Quality Assurance	1	\$128,750	\$3,863	\$132,613				1	\$132,613
Director of Marketing	1	\$128,750	\$3,863	\$132,613				1	\$132,613
Director of Finance	1	\$128,750	\$3,863	\$132,613				1	\$132,613
Project Director	1	\$103,000	\$3,090	\$106,090				1	\$106,090
Infrastructure Engineer	1	\$83,430	\$2,503	\$85,933				1	\$85,933
Database Administrator	1	\$77,250	\$2,318	\$79,568				1	\$79,568
Assistant to Director of QA	1	\$103,000	\$3,090	\$106,090				1	\$106,090
Network Engineer	4	\$77,250	\$2,318	\$79,568	6	\$75,000	\$450,000	10	\$529,568
Marketing Specialist	8	\$235,170	\$7,055	\$242,225	20	\$39,000	\$780,000	28	\$1,022,225
Human Resource Director	3	\$257,550	\$7,727	\$265,277	8	\$85,000	\$680,000	11	\$945,277
Office Manager	3	\$121,200	\$3,636	\$124,836	8	\$40,000	\$320,000	11	\$444,836
Office Assistant	10	\$175,750	\$5,273	\$181,023	25	\$25,000	\$625,000	35	\$806,023
Medical Assistant	15	\$290,870	\$8,726	\$299,596	38	\$29,000	\$1,102,000	53	\$1,401,596
Medical Technician	15	\$250,750	\$7,523	\$258,273	38	\$25,000	\$950,000	53	\$1,208,273
Software Support	8	\$265,320	\$7,960	\$273,280	20	\$44,000	\$880,000	28	\$1,153,280
IT Specialists	10	\$246,050	\$7,382	\$253,432	25	\$35,000	\$875,000	35	\$1,128,432
Salaries		\$3,702,840	\$111,085	\$3,813,925			\$6,662,000		\$10,475,925
Software Engineer (Direct Labor)	24	\$1,016,340	\$30,490	\$1,046,830	12	\$78,000	\$936,000	36	\$1,982,830
TOTAL ANNUAL SALARIES		\$4,719,180	\$141,575	\$4,860,755		\$78,000	\$7,598,000		\$12,458,755



REVENUE FORECAST

3 YEAR USER REGISTRATION FORECAST

Monthly Users

Month	1st Year	2nd Year	3rd Year
Projected	50,000	150,000	300,000
1	4,180	58,493	162,660
2	8,360	66,827	175,160
3	12,540	75,160	187,660
4	16,720	83,493	200,160
5	20,900	91,827	212,660
6	25,080	100,160	225,160
7	29,260	108,493	237,660
8	33,440	116,827	250,160
9	37,620	125,160	262,660
10	41,800	133,493	275,160
11	45,980	141,827	287,660
12	50,160	150,160	300,160

REVENUE FORECAST

3 YEAR MONTHLY USER FEE REVENUE

Monthly User Fee Revenue

Calculation: Monthly Users X \$10 Per Month

Month	1st Year	2nd Year	3rd Year
1	\$41,800	\$584,933	\$1,626,600
2	\$83,600	\$668,267	\$1,751,600
3	\$125,400	\$751,600	\$1,876,600
4	\$167,200	\$834,933	\$2,001,600
5	\$209,000	\$918,267	\$2,126,600
6	\$250,800	\$1,001,600	\$2,251,600
7	\$292,600	\$1,084,933	\$2,376,600
8	\$334,400	\$1,168,266	\$2,501,600
9	\$376,200	\$1,251,600	\$2,626,600
10	\$418,000	\$1,334,933	\$2,751,600
11	\$459,800	\$1,418,266	\$2,876,600
12	\$501,600	\$1,501,600	\$3,001,600
Total	\$3,260,400	\$12,519,197	\$27,769,195



REVENUE FORECAST

3 YEAR BILLING SERVICES REVENUE

Yearly Billing Services Revenue Calculation: Yearly Ins Billing Revenue x 6% for Billing Services

	1st Year	2nd Year	3rd Year
Billing Services Revenue	\$384,000	\$1,152,000	\$2,304,000

REVENUE FORECAST

3 YEAR RX REVENUE FORECAST

\$108= Monthly User Average Rx Cost

3%= FaceCure Revenue Percentage

Yearly RX Revenue Calculation: (\$108 x 3%) x Monthly Users

Month	1st Year	2nd Year	3rd Year
1	\$13,543	\$189,518	\$527,018
2	\$27,086	\$216,518	\$567,518
3	\$40,630	\$243,518	\$608,018
4	\$54,173	\$270,518	\$648,518
5	\$67,716	\$297,518	\$689,018
6	\$81,259	\$324,518	\$729,518
7	\$94,802	\$351,518	\$770,018
8	\$108,346	\$378,518	\$810,518
9	\$121,889	\$405,518	\$851,018
10	\$135,432	\$432,518	\$891,518
11	\$148,975	\$459,518	\$932,018
12	\$162,518	\$486,518	\$972,518
Total	\$1,056,370	\$4,056,220	\$8,997,219



REVENUE FORECAST

TOTAL FACECURE REVENUE FORECAST

Revenue	1st Year	2nd Year	3rd Year
Monthly User Fee Revenue	\$3,260,400	\$12,519,197	\$27,769,195
Insurance Billing Revenue	\$6,400,000	\$19,200,000	\$38,400,000
Billing Services Revenue	\$384,000	\$1,152,000	\$2,304,000
Rx Billing Revenue	\$1,056,370	\$4,056,220	\$8,997,219
Total Yearly FaceCure Revenue	\$11,100,770	\$36,927,417	\$77,470,414

