

SILVER PINES
3 Year Pro Forma P&L
12/16/19

Revenue

Average Daily Census (maximum 32)
 Average Daily Census % Capacity
 Monthly Total Patient Days
 Revenue Per Day per Patient
 Gross Revenue

Total Revenues

Expenses

Fixed

Rent
 Insurance: Property
 Insurance: GL & Professional
 Insurance: Medical Malpractice (1 Doctor)
 Insurance: E&O
 Real Estate Taxes
 Property Management
 Building Maintenance
 Company Vehicles (1)
 Vehicle Expense
 Marketing
 Equipment Maintenance
 Organized Activities
 Laundry/Janitorial Services (see Room turnover)
 Utilities
 Electric
 Gas
 Trash
 Software licenses
 Misc Supplies
 Legal
 Accounting
 Accreditation and Certification

Total Fixed

Variable

	# of Patients for Staffing Levels	
	6	12
Clinical Payroll		
Medical Director	0.2	0.5
Medical Provider (onsite)	0.75	0.75

	Medical Provider (on call)	1	1
	Nurse	4.2	4.2
	Mobile Registered Nurse	1	1
	Clinical Director	1	1
	Medical Assistant	1	1.5
	Counselor	1.5	2
	Aftercare Specialist	1	1
	Recovery Specialist	7	9
Admin Payroll			
	Executive Director	1	1
	Receptionist	1	1
	Intake Coordinator	3.5	3.5
	Database Manager and Analyst	0.5	0.5
	Human Resources	0.5	0.5
Support Services			
	Chef	1	1
	Cooks	2	3
	Kitchen Staff	2	3
	Drivers	0.5	0.5
Total Payroll		30.65	35.95
Payroll Taxes			
Health Care		24.52	28.76
Life and Disability			
Insurance: Workers Comp			
401k			
Ancillary Services	Massage 2xCensusx\$85		
Dietician	Diet Advice Session Census x \$150		
Food	per census per day		
Small wares	annual per # residents		
Uniforms	annual per employee		
Linens	annual per # residents		
Dues & Subscriptions			
Charitable Contributions			
Travel and entertainment			
Employee Appreciation			
Background checks			
Medication Costs			per censu
Medical Records			
Room turn over	census days/7		
Pest Control			
Phones			
Computer & IT Expense			
Total Variable			

Total Expenses

Profit/Loss

1% for recovery
NET PROFIT/LOSS

Cumulative Cash Position

Cumulative Equity Position INITIAL PARTNERS'S EQUITY= \$1MILLION

Electronic Health Record	\$8,000
BD Pyxis MedStation medication dis	\$50,000
Electrocardiogram x 1	\$2,850
Vital monitoring equipment x 3	\$2,850
Defibrillators x 5	\$6,375
Statistical Analysis Package	\$1,000
Computers/software	\$32,000
	<hr/>
	\$103,075

			Total Pre CO	Total Year One	Total Year Two	Total Year Three	
	1						
	x/32						
		\$1,500.00					
			-	\$5,748,000	\$10,401,000	\$14,505,000	
	per month	annual					
	41,667	500,000	\$83,333	\$500,000	\$525,000	\$551,250	
	833	10,000	\$1,667	\$10,000	\$10,300	\$10,609	
	2,000	24,000	\$4,000	\$24,000	\$24,720	\$25,462	
	1,000	12,000	\$2,000	\$12,000	\$12,360	\$12,731	
	417	5,000	\$833	\$5,000	\$5,150	\$5,305	
	3,333	40,000	\$6,667	\$40,000	\$41,200	\$42,436	
	1,000	12,000	\$2,000	\$12,000	\$12,360	\$12,731	
	1,000	12,000	\$2,000	\$12,000	\$12,360	\$12,731	
1	1,667	20,004	\$3,334	\$20,004	\$20,004	\$20,004	
	833	10,000	\$1,667	\$10,000	\$10,300	\$10,609	
	7,500	90,000	\$115,000	\$90,000	\$90,000	\$90,000	
	417	5,000	\$833	\$5,000	\$10,150	\$20,605	
	3,000	36,000	\$0	\$36,000	\$37,080	\$38,192	
	2,000	24,000	\$0	\$24,000	\$24,000	\$24,000	
	-		\$0	\$0		\$0	
	3,000	36,000	\$6,000	\$36,000	\$37,080	\$38,192	
	1,250	15,000	\$2,500	\$15,000	\$15,450	\$15,914	
	500	6,000	\$1,000	\$6,000	\$6,180	\$6,365	
	1,667	20,000	\$1,667	\$20,000	\$20,000	\$20,000	
	1,000	12,000	\$1,000	\$12,000	\$12,000	\$12,000	
	1,250	15,000	\$26,250	\$15,000	\$15,450	\$15,914	
	3,333	40,000	\$0	\$40,000	\$40,000	\$40,000	
	2,000	24,000	\$0	\$24,000	\$24,000	\$24,000	
			\$261,751	\$968,004	\$1,005,144	\$1,049,048	
	0.75	1	225,000	\$7,500	\$78,750	\$154,688	\$231,750
	0.75	0.75	247,520	\$0	\$185,640	\$185,640	\$191,209

18	24
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1	1	145,600	\$0	\$145,600	\$145,600	\$149,968
8.4	8.4	105,000	\$36,750	\$441,000	\$771,750	\$908,460
1	1	105,000	\$0	\$105,000	\$105,000	\$108,150
1	1	150,000	\$25,000	\$150,000	\$150,000	\$154,500
2	3	58,240	\$4,853	\$72,800	\$109,200	\$179,962
3	4	84,000	\$10,500	\$147,000	\$231,000	\$346,080
2	3	58,240	\$4,853	\$58,240	\$101,920	\$179,962
10	10	58,240	\$33,973	\$465,920	\$567,840	\$599,872
1	1	150,000	\$25,000	\$150,000	\$150,000	\$154,500
1	1	87,360	\$7,280	\$87,360	\$87,360	\$89,981
5	5	87,360	\$25,480	\$305,760	\$404,040	\$449,904
0.5	0.5	70,000	\$5,833	\$35,000	\$35,000	\$36,050
0.5	0.5	60,000	\$5,000	\$30,000	\$30,000	\$30,900
1	1	80,000	\$13,333	\$80,000	\$80,000	\$82,400
4	4	58,240	\$19,413	\$145,600	\$218,400	\$239,949
4	4	41,600	\$6,933	\$104,000	\$156,000	\$171,392
0.5	0.5	41,600	\$1,733	\$20,800	\$20,800	\$21,424
47.4	50.65		\$233,437	\$2,808,470	\$3,704,238	\$4,326,412
	Annual Cost per emp		\$23,344	\$280,847	\$370,424	\$432,641
37.92	40.52	18,000	\$0	\$479,520	\$641,340	\$729,360
		25,000	\$0	\$25,000	\$31,250	\$39,063
		60,000	\$0	\$60,000	\$75,000	\$93,750
			\$0	\$0		
			\$0	\$46,531	\$84,199	\$117,421
				\$122,357	\$138,300	\$117,421
50			\$0	\$191,600	\$346,700	\$483,500
32	50		\$1,600	\$0	\$1,648	\$1,697
47.4	50		\$2,370	\$0	\$2,441	\$2,514
32	100		\$3,200	\$0	\$3,296	\$3,395
	167	2,000	\$0	\$2,000	\$2,060	\$4,182
	3,000	36,000	\$0	\$36,000	\$37,080	\$38,192
	250	3,000	\$0	\$3,000	\$3,090	\$3,183
	-	-	\$0	\$0	\$0	\$0
	100	1,200	\$1,200	\$1,200	\$0	\$0
is per day	50		\$0	\$191,600	\$346,700	\$483,500
	2,000		\$2,000	\$24,000	\$24,720	\$25,462
	50		\$0	\$27,371	\$49,529	\$69,071
	58	700	\$0	\$700	\$721	\$743
	560	6,720	\$0	\$6,720	\$6,922	\$7,129
	12,000		\$1,000	\$12,000	\$12,360	\$12,731
			\$268,150	\$4,318,917	\$5,882,016	\$6,991,368

	\$529,901	\$5,286,921	\$6,887,160	\$8,040,416
	(\$529,901)	\$461,079	\$3,513,840	\$6,464,584
		\$4,611	\$35,138	\$64,646
		\$456,468	\$3,478,702	\$6,399,938
		\$1,456,468	\$4,478,702	\$7,399,938