

Vermont Open MRI, Docket# GMCB-014-19con/Assumptions

Revenue Assumptions	Most Likely	Year 1	Year 2
Scan Volume		2,400	2,500
Gross Charges	799	799	799
Contractual Adjustments & Bad Debt	35%	-280	-280
Reimbursement Decline (Compounded)	1%		-4
Net Realized Revenue Per Scan		519	515
Net Realized Revenue Per Year		1,246,440	1,288,388

Personnel	Per Employee	Year 1	Year 2
Manager/Marketer	40,000	0	
Technologist	80,000	1.5	2
Admin Asst	35,000	2	2
Total Salary		190,000	230,000
Benefits (% of Salary)	25%	47,500	57,500
Total Personnel Salary & Benefits		237,500	287,500

COGS	Per Scan	Year 1	Year 2
Radiology Fees	65	156,000	162,500
Film	0	0	0
Medical Supplies	15	36,000	37,500
General Cost Of Sales	4	9,600	10,000
Total COGS		201,600	210,000

Selling, General & Administrative	Most Likely	Year 1	Year 2
General Office Expense	12,000	12,000	12,240
Business Development Expense		0	0
Advertising & Marketing	24,000	24,000	24,480
Travel & Auto	12,000	12,000	12,240
Medical Director Fees	6,000	6,000	6,120
Professional Expense	3,000	3,000	3,060
Management Fees	3%	37,393	38,652
Billing Fees	3%	37,393	38,652
Rent Expense	85,000	85,000	85,000
Utilities & Other Occupancy Expense	40,000	40,000	40,800
Telephone Expense	9,000	9,000	9,180
Computer Hardware/Software - Expense	24,000	24,000	24,480
Service, Repairs & Maintenance	70,000	70,000	70,000
Insurance, Taxes & Licenses	14,000	14,000	14,280
Equipment Rental Expense (Other Than Financing)	2,520	2,520	2,520
Total SG&A		376,306	381,703

Other Factors		Year 1	Year 2
Inflation Factor	2%	0%	2%
Capital Requirements	CASH	Description	

Open MRI Scanner	1,145,000	Hitachi Oasis
Leasehold Improvements	350,000	Leaseholds, Electr
Misc Equipment & Startup	0	Furniture, Phones
Total Financing (Including Tax)	1,529,450	
Sales Tax	0%	
Interest Rate (APR)	5%	
Term (Months)	84	

Finance Payments (Annual) 84 Month

Working Capital Needs 83,408 Working Capital I
1 2

	Year 1	Year 2
Principal Payments	190,725	199,307
Interest	68,825	60,243
Total Payments	259,550	259,550

Depreciation 218,493 218,493
Key Simulation Variables

Scan Volumes	Most Likely	Accounts Receivable
Month 1	200	Days Outstanding
Month 2	190	Month 1
Month 3	210	Month 2
Month 4	190	Month 3
Month 5	200	
Month 6	210	
Month 7	190	
Month 8	210	
Month 9	210	
Month 10	210	
Month 11	190	
Month 12	190	Minority Interest
Year 1	2,400	
Months 13-18	1,250	
Months 19-24	1,250	
Year 2	2,500	
Year 3	2,600	
Year 4	2,700	
Year 5	2,750	
Steady State	2,750	

Year 3	Year 4	Year 5	Steady State
2,600	2,700	2,750	2,750
799	799	799	799
-280	-280	-280	-280
-8	-12	-16	-20
511	507	503	499
1,329,536	1,369,886	1,384,268	1,373,281

Year 3	Year 4	Year 5	Steady State
0	0	0	0
2	2	2	2
2	2	2	2
230,000	230,000	230,000	230,000
57,500	57,500	57,500	57,500
287,500	287,500	287,500	287,500

Year 3	Year 4	Year 5	Steady State
169,000	175,500	178,750	178,750
0	0	0	0
39,000	40,500	41,250	41,250
10,400	10,800	11,000	11,000
218,400	226,800	231,000	231,000

Year 3	Year 4	Year 5	Steady State
12,485	12,734	12,989	13,249
0	0	0	0
24,970	25,469	25,978	26,498
12,485	12,734	12,989	13,249
6,242	6,367	6,495	6,624
3,121	3,184	3,247	3,312
39,886	41,097	41,528	41,198
39,886	41,097	41,528	41,198
85,000	85,000	85,000	85,000
41,616	42,448	43,297	44,163
9,364	9,551	9,742	9,937
24,970	25,469	25,978	26,498
70,000	70,000	70,000	70,000
14,566	14,857	15,154	15,457
2,520	2,520	2,520	0
387,110	392,527	396,446	396,385

Year 3	Year 4	Year 5	Steady State
2%	2%	2%	2%

ical, Architectural, Rigging, Shielding
s, Office Equipment

Investment-See 1st 24 Months Cash Basis Forecast

3	4	5	Steady State
Year 3	Year 4	Year 5	
208,276	217,649	227,443	0
51,274	41,901	32,107	0
259,550	259,550	259,550	0
218,493	218,493	218,493	218,493

Year 1	Year 2
35	40
10%	
20%	
30%	

0%