

P&L / Income Statement

Design Concept #4b - for an 82-occupant RCF, Alzheimer & Complex Memory Care Facility

	<u>August 2016</u>		
Ordinary Income/Expense			
Income			
2200 - Lease/Rent Revenues (Per the "RCF/MCC Revenue Matrix Forecast")	\$	398,260.00	
2500 - Garage/Carport Rent Payments (Included within the Revenue Matrix)	\$	-	
3000 - Proprietary In-Home Care (within 5 mile radius of Facility)	\$	-	
3500 - Proprietary Facility-based Adult Day Care	\$	-	
Total Income	\$	398,260.00	
Gross Profit	\$	398,260.00	
Expense			Options
4000 - Commercial Mortgage Payment (on \$14M at 5% APR for 20 years)	\$	92,393.80	
4200 - Outsourced Services - Yard Maintenance, Lots 1 & 2	\$	400.00	
4300 - Outsourced Services - Housekeeping (Variable Cost "VC")			\$ 3,250.00
4305 - Outsourced Services - Laundry/Dry Cleaning (Variable Cost)			\$ 3,250.00
4310 - Outsourced Services - Hospice Care (Skilled)			\$ -
4315 - Outsourced Services - Physical Therapy/Massage Therapy (VC)			\$ -
4320 - Outsourced Services - Memory Therapy (Variable Cost)			\$ -
4325 - Outsourced Services - Personal Trainer (Variable Cost)	\$	-	\$ -
4330 - Outsourced Services - Meals - Catered or Private Chef (Var. Cost)	\$	-	\$ -
4335 - Outsourced Services - Registered Nurse (On-call)	\$	3,250.00	\$ -
4340 - Outsourced Services - Concierge/Activity Director/Nutritionist	\$	3,250.00	\$ -
4345 - Outsourced Services - Information Technology (IT) Support	\$	500.00	\$ -
4350 - Outsourced Services - Repairs and Maintenance	\$	1,443.20	\$ -
4400 - Proprietary Direct Specialized Care per individual - RCF (Var. Cost)			\$ -
4410 - Proprietary Direct Specialized Care per individual - MCC (Var. Cost)			\$ -
4420 - Personalized Services NOI Expense per occupant (Variable Cost)			\$ -
4600 - Management/Operator - Executive Director (\$24 w/burden, FTE)	\$	4,160.00	
4610 - Management/Operations - Assistant Director / Office Manager	\$	1,906.67	
4620 - Registered Nurse - Facility Staff (\$24 w/burden, FTE)	\$	-	
4630 - Office Bookkeeper / Marketing (\$20 w/burden, FTE)	\$	1,733.33	
4640 - Reception/Administration (\$14 w/burden, FTE)	\$	15,288.00	
4650 - Security (\$15 w/burden, FTE)	\$	16,380.00	
4700 - Direct Care Staff - RCF & MCC (\$16 w/burden, typ. all FTE)	\$	54,357.33	\$ -
4710 - Medication Aide - RCF & MCC (\$15 w/burden, typ. all FTE)	\$	30,940.00	\$ -
4720 - Universal Worker - RCF & MCC (\$14 w/burden, typ. all FTE)	\$	1,698.67	\$ -
4730 - Activity Worker - RCF & MCC (\$13 w/burden, typ. all FTE)	\$	-	\$ -
4740 - Other Worker - RCF & MCC (\$13 w/burden, typ. all FTE)	\$	3,154.67	\$ -
4800 - Direct Care Staff - MCC (Combined with RCF above)	\$	-	\$ -
4810 - Medication Aide - MCC (Combined with RCF above)	\$	-	\$ -
4820 - Universal Worker - MCC (Combined with RCF above)	\$	-	\$ -
4830 - Activity Worker - MCC (Combined with RCF above)	\$	-	\$ -
4840 - Other Worker - MCC (Combined with RCF above)	\$	-	\$ -

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5000 · Meals - Food Allowance/Grocery Supply Service (At \$12/day/tenant)	\$	29,930.00	\$	-
5100 · Meals - Kitchen Manager (\$24 w/burden, typ. all FTE)	\$	5,824.00		
5200 · Meals - Chef (\$20 w/burden, typ. all FTE)	\$	4,853.33	\$	-
5300 · Meals - Sous Chef / Cook (\$15 w/burden, typ. all FTE)	\$	3,640.00	\$	-
5400 · Meals - Food Prep. (\$13 w/burden, typ. all FTE)	\$	-	\$	-
5500 · Meals - Server / Dishwasher (\$13 w/burden, typ. all FTE)	\$	3,154.67		
5600 · Meals - Kitchen & Dining flex-position (\$13 w/burden, typ. all FTE)	\$	1,577.33	\$	-
6000 · Payroll Service Expenses	\$	400.00		
6100 · Insurance, Improved Property	\$	2,000.00		
7000 · Vehicle - Rental/Lease (ADA Transportation Options, i.e. Lift Bus)	\$	800.00	\$	-
7100 · Vehicle - Insurance	\$	200.00	\$	-
7200 · Vehicle - Cleaning & Maintenance	\$	250.00	\$	-
8200 · Supplies - Basic Facility-wide Needs	\$	1,640.00	\$	-
8300 · Office Expense - Equipment Rent/Lease	\$	1,000.00		
8400 · Office Expense - Supplies	\$	100.00		
8500 · Communications - Internet Access / Wi-Fi / VOIP-Phone System	\$	1,400.00	\$	-
8600 · Utilities (Water, Sewer, Gas, Elect., Etc.)	\$	10,102.40	\$	-
9000 · Advertising & Promotion	\$	450.00		
9200 · Banking Expenses	\$	100.00		
9300 · Administration Expense	\$	2,886.40		
9400 · Cash Discounts & Incentives / Awards	\$	300.00		
9500 · Insurance, Business Liability	\$	2,400.00		
9550 · Insurance, Other Specialty (Professional Liability)	\$	1,500.00	\$	-
9700 · Licenses & Related Costs	\$	900.00		
9800 · Taxes	\$	12,412.50		
Total Expense (Fixed Costs Only that are offset by Base Tenant Revenues)	\$	318,676.30		
Net Ordinary Income	\$	79,583.70		
Other Income/Expense				
Other Income	\$	-		
0900 · Interest Income	\$	-		
Total Other Income	\$	-		
Other Expense	\$	-		
9999 · Other Expenses, Misc.	\$	-		
Total Other Expense	\$	-		
Net Other Income	\$	-		
Net Income (Profit/Loss)	\$	79,583.70		

Percent Return-On-Investment ("ROI" based on the current Business Model)	25.0%
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