

Breakeven Analysis

OPERATING HOURS¹	Year 1	Year 2	Year 3	Year 4	Year 5
Daily	12	12	12	12	12
Weekly	84	84	84	84	84
Monthly	360	360	360	360	360
Annually	4,380	4,380	4,380	4,380	4,380
VISIT VOLUME	Year 1	Year 2	Year 3	Year 4	Year 5
Hourly	1.5	2.5	3.5	4.5	5.5
Daily	18	30	42	54	66
Weekly	126	210	294	378	462
Monthly	540	900	1,260	1,620	1,980
Annually	6,570	10,950	15,330	19,710	24,090
BILLING REVENUE^{2,3}	Year 1	Year 2	Year 3	Year 4	Year 5
Hourly	\$158	\$263	\$368	\$473	\$578
Daily	\$1,890	\$3,150	\$4,410	\$5,670	\$6,930
Weekly	\$13,230	\$22,050	\$30,870	\$39,690	\$48,510
Monthly	\$56,700	\$94,500	\$132,300	\$170,100	\$207,900
Annually	\$689,850	\$1,149,750	\$1,609,650	\$2,069,550	\$2,529,450

¹ CALCULATIONS BASED UPON EXPECTED HOURS OF OPERATION (MONDAY TO SUNDAY, 8:00 A.M. TO 8:00 P.M.)

² CONVENIENT CARE ASSOCIATION. (2015) CONVENIENT CARE: GROWTH AND STAFFING TRENDS IN URGENT CARE AND RETAIL MEDICINE

³ WEINICK, R. M., BRISTOL, S. J., DESROCHES, C. M. (2009) URGENT CARE CENTERS IN THE U.S.: FINDINGS FROM A NATIONAL SURVEY. *BMC HEALTH SERVICES RESEARCH*, 9, 79. [HTTP://WWW.BIOMEDCENTRAL.COM/1472-6963/9/79](http://www.biomedcentral.com/1472-6963/9/79)

FINANCIAL ANALYSIS - PROJECTED NET REVENUE

REVENUE	Year 1	Year 2	Year 3	Year 4	Year 5
Billing Reimbursement	\$689,850	\$1,149,750	\$1,609,650	\$2,069,550	\$2,529,450
City General Fund (Request)	\$468,002	\$25,000	\$0	\$0	\$0
Staffing Costs – Other Contractual Services	\$468,002	\$25,000	\$0	\$0	\$0
City Capital Fund (Request)	\$250,000	\$50,000	\$50,000	\$50,000	\$50,000
Digital X-Ray System	\$120,000	\$0	\$0	\$0	\$0
Teleradiology	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Electronic Health Record	\$45,000	\$40,000	\$40,000	\$40,000	\$40,000
ADA Compliance	\$75,000	\$0	\$0	\$0	\$0
Total Revenue:	\$1,407,852	\$1,224,750	\$1,659,650	\$2,119,550	\$2,579,450

FINANCIAL ANALYSIS - PROJECTED NET EXPENSES

EXPENSES	Year 1	Year 2	Year 3	Year 4	Year 5
Staffing Costs	\$1,067,796	\$1,067,796	\$1,067,796	\$1,067,796	\$1,067,796
Capital Costs¹	\$250,000	\$50,000	\$50,000	\$50,000	\$50,000
Other Costs	\$95,000	\$95,000	\$95,000	\$95,000	\$95,000
Medical Supplies & Equipment	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Training/Licensing/Credentialing	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Marketing/Promotion	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Total Expenses:	\$1,412,796	\$1,212,796	\$1,212,796	\$1,212,796	\$1,212,796
Net Cash Flow:	-\$4,944	\$11,954	\$466,854	\$906,754	\$1,366,654

¹ DURING YEARS TWO THROUGH FIVE, CAPITAL COSTS WILL BE REQUESTED FOR EHR AND TELERADIOLOGY EXPENSES