

Profit and Loss Statement

	Actual MTD	Budgeted MTD	Variance \$'s	Variance %
Income:				
Professional Income - Clinic	79,059	65,700	13,359	20%
Professional Income - Optical	64,815	53,194	11,621	22%
Patient Refunds	(323)	(210)	(113)	54%
NSF Checks	0	(35)	35	-100%
Adjustments, Discounts and Allowances	(48,405)	(34,288)	(14,117)	41%
	<u>95,146</u>	<u>84,361</u>	<u>10,785</u>	<u>13%</u>
Cost of sales:				
Purchases - Frames	1,064	313	(751)	-240%
Purchases - Contact Lenses	0	107	107	100%
Purchases - Solutions & Access	0	0	0	0%
Lab Costs	18,403	18,782	379	2%
	<u>19,467</u>	<u>19,202</u>	<u>(265)</u>	<u>-1%</u>
Gross profit	75,679	65,159	10,520	16%
Costs and expenses:				
Doctor	16,431	13,893	(2,539)	-18%
Doctor Health	505	489	(16)	-3%
Doctor 401K	0	98	98	100%
Doctor P/R Taxes	1,484	1,322	(162)	-12%
Doctor Bonus	3,010	1,307	(1,704)	-130%
Wages - Staff	13,200	14,539	1,339	9%
Wages - Mgmt	2,304	2,204	(100)	-5%
Wages - Staff Bonus	1,994	0	(1,994)	0%
Wages - Staff PTO	(483)	0	483	0%
Wages Staff - Commissions	2,058	1,843	(216)	-12%
Advertising	301	500	199	40%
Auto Mileage	9	179	170	95%
Bank Charges	111	115	4	4%
Computer Supplies	50	0	(50)	0%
Contract Labor	2,246	0	(2,246)	0%
Credit Card Fees	596	750	154	21%
Depreciation	112	112	0	0%
Dues and Subscriptions	73	0	(73)	0%
Insurance - Medical/Dental/Lif	1,530	1,374	(155)	-11%
Insurance - Med/Dent/Life - Mgmt	148	145	(2)	-2%
Insurance - Workers Comp.	155	260	105	40%
Insurance - Work Comp - Mgmt	0	19	19	100%
Licenses and Permits	25	25	0	1%
Meals and Entertainment	65	25	(40)	-161%
Medical Supplies	131	512	381	74%
Office Supplies	803	699	(104)	-15%
Payroll Service Charges	81	125	44	35%
Pension Expense - 401K	0	51	51	100%
Pension Expense - 401K - Mgmt	0	8	8	100%
Postage and Delivery	967	781	(186)	-24%
Printing	496	40	(455)	-1136%
Professional Development	0	167	167	100%

Professional Fees - Legal	0	32	32	100%
Rent - Building	9,533	9,203	(330)	-4%
Rent - Equipment	757	553	(204)	-37%
Rent - Storage Facility	26	30	4	14%
Repairs & Maint. - Building	0	14	14	100%
Repairs & Maint. - Equipment	120	42	(78)	-188%
Taxes - Payroll	1,077	1,425	348	24%
Taxes - Payroll - Mgmt	171	192	21	11%
Telephone	398	721	323	45%
Travel	0	0	0	0%
Total Expense	<u>60,484</u>	<u>53,795</u>	<u>(6,689)</u>	<u>-12%</u>
Net Ordinary Income	15,195	11,364	3,831	34%