

PT Budget Guide

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	Only fill in yellow or blue cells				2009	2009	Grp A	Grp B	9	= number of months			Growth Rate	
2			2009	% of	Month Avg	Week Avg	PTB-08	PTB-08	YTD	2008	% of		2%	% of
3			Budget	Svc Rev			Median	Median		Annualized	Svc Rev			Svc Rev
4	New Patients		950		79	18			675	900		2%	918	
5	Visits		10,500		875	202			7,500	10,000		2%	10,200	
6														
7	Charges		1,300,000	137.6%	108,333	25,000			937,500	1,250,000	138.9%	2%	1,275,000	138.9%
8														
9	Income (Payments)													
10	Therapy Services @ "J100" per visit		945,000	100.0%	78,750	18,173	100%	100%	675,000	900,000	100.0%	2%	918,000	100.0%
11	Misc Services			0.0%	-	-	0%	0%	-	-	0.0%	2%	-	0.0%
12	Refunds (Enter as negative number)			0.0%	-	-	0%	0%	-	-	0.0%	2%	-	0.0%
13	Services Revenue		945,000	100.0%	78,750	18,173	100%	100%	675,000	900,000	100.0%		918,000	100.0%
14	Misc Income			0.0%	-	-					0.0%	2%	-	0.0%
15	Total Income		945,000	100.0%	78,750	18,173			675,000	900,000	100.0%		918,000	100.0%
16														
17	Expense													
18	Labor Expense													
19	Payroll - PTs		185,120	19.6%	15,427	3,560			165,000	220,000	24.4%	2%	224,400	24.4%
20	Payroll - PTAs		80,080	8.5%	6,673	1,540			30,000	40,000	4.4%	2%	40,800	4.4%
21	Payroll - ATCs		-	0.0%	-	-			-	-	0.0%	2%	-	0.0%
22	Payroll - Aides / Techs		45,760	4.8%	3,813	880			20,000	26,667	3.0%	2%	27,200	3.0%
23	Payroll - Office		101,920	10.8%	8,493	1,960			95,000	126,667	14.1%	2%	129,200	14.1%
24	Payroll Taxes @ 8%		33,030	3.5%	2,753	635			24,800	33,067	3.7%	2%	33,728	3.7%
25	Incentive - PTs		2,000	0.2%	167	38			1,000	1,333	0.1%	2%	1,360	0.1%
26	Incentive - PTAs		500	0.1%	42	10			-	-	0.0%	2%	-	0.0%
27	Incentive - ATCs			0.0%	-	-			-	-	0.0%	2%	-	0.0%
28	Incentive - Aides / Techs		200	0.0%	17	4			-	-	0.0%	2%	-	0.0%
29	Incentive - Office		500	0.1%	42	10			200	267	0.0%	2%	272	0.0%
30	Registry / Per Diem Labor			0.0%	-	-			-	-	0.0%	2%	-	0.0%
31	Owner's Standardized Salary @ 106.5K		106,500	11.3%	8,875	2,048			102,000	136,000	15.1%	2%	138,720	15.1%
32	Owner's Payroll Taxes @ 8%		8,520	0.9%	710	164			8,160	10,880	1.2%	2%	11,098	1.2%
33	Variable Expense													
34	Advertising / Business Promo / Mrktg		25,000	2.6%	2,083	481			16,000	21,333	2.4%	2%	21,760	2.4%
35	Education / Travel		15,000	1.6%	1,250	288			8,000	10,667	1.2%	2%	10,880	1.2%
36	Postage / Shipping		2,500	0.3%	208	48			2,000	2,667	0.3%	2%	2,720	0.3%
37	Retirement Plan		9,000	1.0%	750	173			6,000	8,000	0.9%	2%	8,160	0.9%
38	Services - Billing / Collections		1,500	0.2%	125	29			1,000	1,333	0.1%	2%	1,360	0.1%
39	Services - Consulting / Practice Mgmt		15,000	1.6%	1,250	288			5,500	7,333	0.8%	2%	7,480	0.8%
40	Services - Other		1,000	0.1%	83	19			500	667	0.1%	2%	680	0.1%
41	Supplies & Expense - Clinical		9,500	1.0%	792	183			7,000	9,333	1.0%	2%	9,520	1.0%
42	Supplies & Expense - Office		9,600	1.0%	800	185			7,100	9,467	1.1%	2%	9,656	1.1%
43	Fixed Expense													
44	Bank Charges		600	0.1%	50	12			500	667	0.1%	2%	680	0.1%
45	Dues / Subscriptions / Licenses / Permits		13,500	1.4%	1,125	260			10,000	13,333	1.5%	2%	13,600	1.5%
46	Equipment Rental & Purchases		6,500	0.7%	542	125			5,000	6,667	0.7%	2%	6,800	0.7%
47	Facility - Janitorial, Rent, Utilities		96,000	10.2%	8,000	1,846			71,000	94,667	10.5%	2%	96,560	10.5%

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2			2009	% of	2009	2009	Grp A	Grp B		2008	% of		2%	% of
			Budget	Svc Rev	Month Avg	Week Avg	Median	Median	YTD	Annualized	Svc Rev			Svc Rev
48	Insurance - Health, Dental, etc...		35,000	3.7%	2,917	673			25,000	33,333	3.7%	2%	34,000	3.7%
49	Insurance - Liability		3,500	0.4%	292	67			2,500	3,333	0.4%	2%	3,400	0.4%
50	Insurance - Workers Compensation		16,500	1.7%	1,375	317			12,000	16,000	1.8%	2%	16,320	1.8%
51	Repairs & Maintenance		5,500	0.6%	458	106			4,000	5,333	0.6%	2%	5,440	0.6%
52	Services - Accounting / Legal		3,000	0.3%	250	58			2,000	2,667	0.3%	2%	2,720	0.3%
53	Telephone		8,700	0.9%	725	167			6,500	8,667	1.0%	2%	8,840	1.0%
54	Total Operating Expenses		841,030	89.0%	70,086	16,174	91%	86%	637,760	850,347	94.5%		867,354	94.5%
55	Net Operating Income		103,970	11.0%	8,664	1,999	9%	14%	37,240	49,653	5.5%		50,646	5.5%
56														
57	Other Income & (Expense)													
58	O Inc - Interest			0.0%	-	-				-	0.0%	2%	-	0.0%
59	O Inc - Other			0.0%	-	-				-	0.0%	2%	-	0.0%
60	(O Exp) - Depreciation & Amortization			0.0%	-	-				-	0.0%	2%	-	0.0%
61	(O Exp) - Interest			0.0%	-	-				-	0.0%	2%	-	0.0%
62	(O Exp) - Other			0.0%	-	-				-	0.0%	2%	-	0.0%
63	(O Exp) - Taxes & Fees			0.0%	-	-				-	0.0%	2%	-	0.0%
64	Total Other Income & (Expense)		-	0.0%					-	-	0.0%		-	0.0%
65	Total Expenses		841,030	89.0%					637,760	850,347	94.5%		867,354	94.5%
66	Net Income		103,970	11.0%	78,750	18,173			37,240	49,653	5.5%		50,646	5.5%
67														
68	BAR: Location													
69	New Patients		950						675	900			918	
70	Visits		10,500						7,500	10,000			10,200	
71	Charges		1,300,000	137.6%					937,500	1,250,000	138.9%		1,275,000	138.9%
72	Services Revenue		945,000	100.0%			100%	100%	675,000	900,000	100.0%		918,000	100.0%
73	Total Income		945,000	100.0%			100%	100%	675,000	900,000	100.0%		918,000	100.0%
74	Labor Expense		564,130	59.7%			63%	60%	446,160	594,880	66.1%		606,778	66.1%
75	Labor Incentive Expense		3,200	0.3%					1,200	1,600	0.2%		1,632	0.2%
76	Variable Expense		88,100	9.3%			11%	10%	53,100	70,800	7.9%		72,216	7.9%
77	Fixed Expense		188,800	20.0%			18%	17%	138,500	184,667	20.5%		188,360	20.5%
78	Total Operating Expense		841,030	89.0%			91%	86%	637,760	850,347	94.5%		867,354	94.5%
79	Net Operating Income		103,970	11.0%			9%	14%	37,240	49,653	5.5%		50,646	5.5%
80	Net Income		103,970	11.0%					37,240	49,653	5.5%		50,646	5.5%
81														
82	Payments as Percent of Charges		72.7%				63%	60%	72.0%	72.0%			72.0%	
83	Facility Size		4,000							4,000			4,000	
84	Services Revenue per Square Foot		236				194	300		225			230	
85														
86	BAR: Per New Patient													
87	Visits Per New Patient		11				11.3	12.1		11			11	
88	Charges Per New Patient		1,368							1,389			1,389	
89	Services Revenue Per New Patient		995				932	1,083		1,000			1,000	
90	Total Income Per New Patient		995							1,000			1,000	
91	Labor Expense Per New Patient		594				512	638		661			661	
92	Labor Incentive Expense Per New Patient		3							2			2	

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2			2009	% of	Month Avg	Week Avg	PTB-08	PTB-08	YTD	2008	% of		2%	% of
			Budget	Svc Rev			Median	Median		Annualized	Svc Rev			Svc Rev
93		Variable Expense Per New Patient	93				98	106		79			79	
94		Fixed Expense Per New Patient	199				176	206		205			205	
95		Total Operating Expense Per New Patient	885				832	907		945			945	
96		Net Operating Income Per New Patient	109				79	175		55			55	
97														
98		BAR: Per Visit												
99		Charges Per Visit	123.81							125.00			125.00	
100		Services Revenue Per Visit	90.00				89.12	89.98		90.00			90.00	
101		Total Income Per Visit	90.00							90.00			90.00	
102		Labor Expense Per Visit	53.73				52.48	52.19		59.49			59.49	
103		Labor Incentive Expense Per Visit	0.30							0.16			0.16	
104		Variable Expense Per Visit	8.39				9.04	9.15		7.08			7.08	
105		Fixed Expense Per Visit	17.98				15.98	15.60		18.47			18.47	
106		Total Operating Expense Per Visit	80.10				80.22	78.95		85.03			85.03	
107		Net Operating Income Per Visit	9.90				7.60	11.82		4.97			4.97	
108														
109		Charges / Licensed Paid Hour	131.58				149.16	155.68	130.21	130.21				
110		Services Revenue / Licensed Paid Hour	95.65				95.92	107.81	93.75	93.75				
111		Visits / Licensed Paid Hour	1.06				1.08	1.10	1.04	1.04				
112														
113		Owner Treatment Hours	1,560						1,200	1,600				
114		Licensed PT Hours	5,200						4,000	5,333				
115		Licensed PTA Hours	3,120						2,000	2,667				
116		Total Licensed Hours	9,880						7,200	9,600				
117		Total Licensed FTEs	4.75							4.62				
118														
119		Breakeven visits/month @ "C100" per visit	779											