

## P&L vs Budget Variance

	<u>Actual MTD</u>	<u>Budgete d MTD</u>	<u>Varianc e \$'s</u>	<u>Varianc e %</u>
Revenue:				
Gross Charges - FFS	73,289	75,634	(2,345)	-3%
Gross Charges - FFS	69,114	61,417	7,697	13%
Patient Refunds	0	0	0	0%
NSF Checks	(40)	0	(40)	0%
	(41,267			
Adjustments	)	(39,796)	(1,470)	4%
	<u>101,096</u>	<u>97,255</u>	<u>3,841</u>	<u>4%</u>
Cost of sales:				
Purchases - Frames	4,140	5,418	1,279	24%
Purchases - Lenses	0	0	0	0%
Purchases - Contact Lenses	1,317	1,796	479	27%
Purchases - Solutions & Access	0	275	275	100%
Lab Costs	12,634	11,277	(1,358)	-12%
	<u>18,091</u>	<u>18,765</u>	<u>674</u>	<u>4%</u>
Gross profit	83,005	78,490	4,515	6%
Costs and expenses:				
Non-shareholder Phys.Comp.	12,250	17,200	4,949	29%
Non-shareholder Phys.Health	431	797	366	46%
Non-shareholder Phys.P/R				
Taxes	1,481	1,484	3	0%
Non-shareholder Phys.Commis.	3,925	2,620	(1,305)	-50%
Wages	13,162	12,357	(805)	-7%
Wages - Mgmt	1,652	1,603	(48)	-3%
Wages - Bonus	50	1,500	1,450	97%
Bonus - Mgmt	549	208	(340)	-163%
Wages - PTO	(42)	0	42	0%
Wages - Commissions	1,401	1,316	(85)	-6%
Advertising	65	0	(65)	0%
Auto Mileage	162	178	17	9%
Bank Charges	102	117	15	13%
Charitable Contributions	0	0	0	0%
Computer Supplies	4	0	(4)	0%
Contract Labor	2,008	0	(2,008)	0%
Credit Card Fees	937	655	(282)	-43%
Depreciation	290	290	0	0%
Dues and Subscriptions	0	74	74	100%
Employee Relations	0	0	0	0%
Insurance - Medical/Dental/Lif	1,464	1,491	27	2%
Insurnc - Med/Dent/Life - Mgmt	102	83	(19)	-23%

Insurance - Workers Comp.	126	272	146	54%
Licenses and Permits	100	0	(100)	0%
Meals and Entertainment	0	96	96	100%
Medical Supplies	270	423	153	36%
Office Supplies	1,036	838	(198)	-24%
Payroll Service Charges	99	89	(11)	-12%
Postage and Delivery	516	336	(180)	-53%
Printing	21	119	98	83%
Professional Development	33	95	62	65%
Professional Fees - Accounting	0	0	0	0%
Professional Fees - Other	179	0	(179)	0%
Rent - Building	9,740	9,300	(440)	-5%
Rent - Equipment	0	0	0	0%
Rent - Storage Facility	26	26	1	2%
Repairs & Maint. - Building	0	643	643	100%
Repairs & Maint. - Equipment	266	0	(266)	0%
Taxes - Payroll	1,217	1,213	(4)	0%
Taxes - Payroll - Mgmt	(57)	67	125	185%
Taxes - Sales & Use	0	25	25	100%
Taxes - Franchise	0	0	0	0%
Telephone	1,108	1,110	1	0%
Travel	0	91	91	100%
	<u>54,672</u>	<u>56,715</u>	<u>2,043</u>	<u>4%</u>
Earnings (loss) from operations	28,334	21,775	6,558	30%

## Monthly P&L Benchmark Variance

	Actual	Industry		
	MTD	Rate to Revenue	Benchmarks	Variance
Revenue:				
Clinic				
Gross Charges - FFS Professional	73,289	72.49%		
Gross Charges - FFS Optical	69,114			
Patient Refunds	0	Optical		
NSF Checks	(40)	68.36%		
Adjustments	(41,267)			
	<u>101,096</u>			
Cost of sales:				
Purchases - Frames	4,140	CL Profit		
Purchases - Lenses	0	#DIV/0!		
Purchases - Contact Lenses	1,317			
Purchases - Solutions & Access	0			
Lab Costs	12,634			

	18,091	
Gross profit	83,005	
Costs and expenses:		
Non-shareholder Phys.Comp.	12,250	
Non-shareholder Phys.Health	431	
Non-shareholder Phys.P/R		
Taxes	1,481	
Non-shareholder Phys.Commis.	3,925	
Wages	13,162	
Wages - Mgmt	1,652	
Wages - Bonus	50	
Bonus - Mgmt	549	
Wages - PTO	(42)	
Wages - Commissions	1,401	
Advertising	65	
Auto Mileage	162	
Bank Charges	102	
Charitable Contributions	0	
Computer Supplies	4	
Contract Labor	2,008	
Credit Card Fees	937	
Depreciation	290	
Dues and Subscriptions	0	
Employee Relations	0	
Insurance - Medical/Dental/Lif	1,464	
Insurnc - Med/Dent/Life - Mgmt	102	
Insurance - Workers Comp.	126	
Licenses and Permits	100	
Meals and Entertainment	0	
Medical Supplies	270	
Office Supplies	1,036	
Payroll Service Charges	99	
Postage and Delivery	516	
Printing	21	
Professional Development	33	
Professional Fees - Accounting	0	
Professional Fees - Other	179	
Rent - Building	9,740	
Rent - Equipment	0	
Rent - Storage Facility	26	
Repairs & Maint. - Building	0	
Repairs & Maint. - Equipment	266	
Taxes - Payroll	1,217	
Taxes - Payroll - Mgmt	(57)	
Taxes - Sales & Use	0	
Taxes - Franchise	0	
Telephone	1,108	
Travel	0	
	54,672	
Earnings (loss) from operations		28,334

<b>Optical Gross Profit</b>	16,774.00	
	75.73%	65.00%
		14.17%

#### Staff Payroll

	13.02%	24.00%	45.75%
--	--------	--------	--------

#### Marketing and Promotion

	0.06%	4.00%	98.39%
--	-------	-------	--------

#### Rents

	9.63%	8.00%	-20.43%
--	-------	-------	---------

#### Aggregate Expenses

	54.08%	65.00%	16.80%
--	--------	--------	--------

#### Net Income

	28.03%	30.00%
--	--------	--------

