

HEALTHPLEX ASSOCIATES
Pro Forma Statements of Operations - SUMMARY
For Years 1 through 5

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>5 Year Total</u>
Space						
Square footage	50,000	50,000	50,000	50,000	50,000	50,000
Members						
Beginning of period	556	1,192	1,908	2,377	2,377	556
End of period	1,192	1,908	2,377	2,377	2,377	2,377
Net change	636	716	469	(0)	(0)	1,821
Revenue						
1 <u>Membership fees and dues</u>						
Initiation fees - individual	\$104,639	\$83,589	\$79,934	\$52,563	\$52,563	\$373,287
Initiation fees - family	-	-	-	-	-	0
Monthly dues - individual	522,525	933,720	1,285,636	1,421,266	1,421,266	5,584,414
Monthly dues - family	-	-	-	-	-	0
	627,165	\$1,017,308	\$1,365,570	\$1,473,829	\$1,473,829	\$5,957,701
2 <u>Other operating</u>						
Child care fees	7,000	9,000	10,000	11,000	12,500	49,500
Guest fees - Adult	9,000	12,000	15,000	17,000	18,500	71,500
Guest fees - Child	0	0	0	0	0	0
Locker rental	12,000	15,000	17,000	19,000	21,000	84,000
Massage	0	0	0	0	0	0
Miscellaneous	0	0	0	0	0	0
Special events	0	0	0	0	0	0
Sports camp	10,000	15,000	18,000	19,000	20,000	82,000
School District Payment	100,000	100,000	100,000	100,000	100,000	500,000
Training	25,000	27,500	30,000	33,000	37,000	152,500
Finance/card replace charges	-	-	-	-	-	-
Vending - food and beverage	5,000	7,500	8,500	8,500	9,500	39,000
Classroom rental	25,000	26,000	27,000	28,500	30,000	136,500
Other	-	-	-	-	-	-
	193,000	212,000	225,500	236,000	248,500	1,115,000
3 <u>Total gross revenue</u>	820,165	1,229,308	1,591,070	1,709,829	1,722,329	7,072,701
4 <u>Revenue adjustments</u>						
Promotional reductions	6,272	5,087	6,828	7,369	7,369	32,924
Discounts	33,491	20,897	19,983	13,141	13,141	100,653
Returned checks/bank fees	3,136	2,035	2,731	2,948	2,948	13,797
Other	-	-	-	-	-	-
Other	-	-	-	-	-	-
Total	42,898	28,018	29,542	23,458	23,458	147,374
5 <u>Total net revenue</u>	777,266	1,201,290	1,561,528	1,686,372	1,698,872	6,925,327
Expenses						
1 Salaries and wages	370,400	381,941	395,839	407,714	419,946	1,975,841
2 Employee benefits	103,712	106,943	110,835	114,160	117,585	553,235
3 Commission	62,324	95,857	120,953	120,209	121,647	520,991
4 Supplies and other	287,580	280,439	304,993	319,787	327,621	1,520,419
5 Pool Operating Cost	350,000	350,000	350,000	350,000	350,000	1,750,000
6 Utilities	180,500	184,110	189,633	195,322	201,182	950,748
7 Management fee	-	-	-	-	-	-
8 Advertising and marketing	25,000	25,000	25,000	25,000	25,000	125,000
9 Bad debt	6,272	10,173	13,656	14,738	14,738	59,577
10 Insurance expense	50,000	51,500	53,045	54,636	56,275	265,457
11 Equipment depreciation	73,125	80,625	88,125	95,625	103,125	440,625
12 Other	-	-	-	-	-	-
13 Other	-	-	-	-	-	-
14 Other	-	-	-	-	-	-
15 Total	1,508,913	1,566,589	1,652,079	1,697,193	1,737,119	8,161,892
Net Income (Loss) Before Taxes	(\$731,646)	(\$365,299)	(\$90,552)	(\$10,821)	(\$38,247)	(\$1,236,565)

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