

**Sample Companion Practice  
Profit & Loss  
January through December 2016**

Ordinary Income/Expense	Jan - Dec 16	% of Income
<b>Income</b>		
<b>5000 · Professional Services Revenue</b>		
5001 · Vaccine Revenue	193,143.18	6.3%
5010 · Exam Revenue	422,534.28	13.7%
5020 · Hospitalization & Treatment Rev	20,068.81	0.7%
5025 · Fluid Therapy Revenue	63,946.87	2.1%
5030 · Diagnostic Services Revenue	8,314.22	0.3%
5040 · Rehabilitation Revenue	16,812.01	0.5%
5045 · Laser Therapy Revenue	48,347.98	1.6%
5050 · Mortuary Revenue	13,962.40	0.5%
5060 · Behavior Service Revenue	4,094.66	0.1%
5070 · Alternative Medicine Revenue	10,369.28	0.3%
5080 · Specialist Revenue	115.00	0.0%
5095 · Medical Waste Revenue	16,133.99	0.5%
5099 · Large Animal Services Revenue	1,256.34	0.0%
<b>Total 5000 · Professional Services Revenue</b>	<b>819,099.02</b>	<b>26.6%</b>
<b>5100 · Pharmacy Revenue</b>		
5105 · FDA Prescription Meds Revenue	346,305.30	11.3%
5110 · Injection Revenue	47,621.42	1.5%
5115 · FDA Prescription Flea/Tick Rev	6,258.10	0.2%
5120 · FDA Prescription Combo HW Rev	332,555.72	10.8%
5130 · Internet Pharmacy Revenue	4,025.00	0.1%
<b>Total 5100 · Pharmacy Revenue</b>	<b>736,765.54</b>	<b>23.9%</b>
<b>5200 · Dietary Product Revenue</b>		
5201 · Therapeutic Diet Prod Revenue	116,075.29	3.8%
5202 · Retail Diet Product Revenue	15,214.40	0.5%
<b>Total 5200 · Dietary Product Revenue</b>	<b>131,289.69</b>	<b>4.3%</b>
<b>5300 · Laboratory Revenue</b>		
5301 · In-House Lab Revenue	200,046.61	6.5%
5302 · Outside (Reference) Lab Revenue	351,647.05	11.4%
<b>Total 5300 · Laboratory Revenue</b>	<b>551,693.66</b>	<b>17.9%</b>
<b>5400 · Imaging Revenue</b>		
5403 · X-Ray Revenue	176,464.99	5.7%
5404 · Dental X-Ray Revenue	957.96	0.0%
5405 · CT Services Revenue	665.55	0.0%
5410 · Ultrasound Services Revenue	2,321.51	0.1%
5415 · MRI Services Revenue	2,587.15	0.1%
5420 · Specialist Imaging Consult Rev	3,057.40	0.1%
<b>Total 5400 · Imaging Revenue</b>	<b>186,054.56</b>	<b>6.0%</b>

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<b>5500 · Surgery Revenue</b>		
5510 · Non-Specialist Surgery Revenue	60,852.17	2.0%
5520 · Specialist Surgery Revenue	3,561.02	0.1%
<b>Total 5500 · Surgery Revenue</b>	64,413.19	2.1%
<b>5600 · Anesthesia Revenue</b>	128,935.21	4.2%
<b>5700 · Dentistry Revenue</b>	50,156.75	1.6%
<b>5800 · Ancillary Product &amp; Service Rev</b>		
5801 · OTC Prod, Shamp/Nutraceutical	20,099.35	0.7%
5802 · Pet Supplies Retail Revenue	4,307.00	0.1%
5803 · Non FDA Flea and Tick Ctrl Rev	51,806.24	1.7%
5804 · Internet Ancillary Product Rev	179.24	0.0%
<b>Total 5800 · Ancillary Product &amp; Service Rev</b>	76,391.83	2.5%
<b>5825 · Boarding Revenue</b>	226,407.92	7.4%
<b>5850 · Grooming Revenue</b>	110,485.35	3.6%
<b>5900 · Fee Discounts &amp; Client Returns</b>		
5905 · Fee Discounts	-2,252.96	-0.1%
5910 · Returns & Allowances	-1,344.03	-0.0%
<b>Total 5900 · Fee Discounts &amp; Client Returns</b>	-3,596.99	-0.1%
<b>Total Income</b>	3,078,095.73	100.0%
<b>Cost of Goods Sold</b>		
<b>6000 · Professional Services Costs</b>		
6001 · Vaccine Costs	29,131.00	0.9%
6020 · Exam, Hosp & Treatmt Costs	1,358.00	0.0%
6025 · Fluid Therapy Costs	9,658.50	0.3%
6040 · Rehabilitation Costs	2,010.12	0.1%
6050 · Animal Disposal/Mortuary Costs	15,136.00	0.5%
6095 · Medical Waste Disposal	848.00	0.0%
6099 · Large Animal Costs	325.77	0.0%
<b>Total 6000 · Professional Services Costs</b>	58,467.39	1.9%
<b>6100 · Pharmacy Costs</b>		
6105 · FDA Prescription Meds Cost	92,389.00	3.0%
6110 · Injection Costs	3,136.95	0.1%
6115 · FDA Prescript Flea/Tick Costs	9,807.00	0.3%
6120 · FDA Prescript Combo HW Costs	88,092.00	2.9%
6130 · Internet Pharmacy Costs	3,009.02	0.1%
<b>Total 6100 · Pharmacy Costs</b>	196,433.97	6.4%

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<b>6200 · Dietary Product Costs</b>		
6201 · Therapeutic Diet Prod Costs	93,254.00	3.0%
6202 · Retail Diet Product Costs	12,103.52	0.4%
<b>Total 6200 · Dietary Product Costs</b>	105,357.52	3.4%
<b>6300 · Laboratory Costs</b>		
6301 · In House Lab Costs	14,701.00	0.5%
6302 · Outside (Reference) Lab Costs	110,653.00	3.6%
<b>Total 6300 · Laboratory Costs</b>	125,354.00	4.1%
<b>6400 · Imaging Costs</b>		
6403 · X-Ray Costs	24,740.42	0.8%
6404 · Dental X-Ray Costs	8.33	0.0%
6405 · CT Costs	465.89	0.0%
6410 · Ultrasound Costs	1,471.53	0.0%
6415 · MRI Costs	1,940.36	0.1%
6420 · Specialist Imaging Consult Cost	34,701.00	1.1%
<b>Total 6400 · Imaging Costs</b>	63,327.53	2.1%
<b>6500 · Surgery Costs</b>	8,710.00	0.3%
<b>6600 · Anesthesia Costs</b>	13,152.00	0.4%
<b>6700 · Dentistry Costs</b>	4,437.00	0.1%
<b>6800 · Ancillary Product &amp; Serv Costs</b>		
6801 · OTC Prod, Shamp/Nutraceutical	23,257.00	0.8%
6802 · Pet Supplies Cost	27,502.00	0.9%
6803 · Non FDA Flea&Tick Control Costs	3,660.00	0.1%
6804 · Internet Ancillary Prod Costs	125.47	0.0%
<b>Total 6800 · Ancillary Product &amp; Serv Costs</b>	54,544.47	1.8%
<b>6825 · Boarding Costs</b>	2,962.00	0.1%
<b>6850 · Grooming Costs</b>	2,900.14	0.1%
<b>Total COGS</b>	635,646.02	20.7%
<b>Gross Profit</b>	2,442,449.71	79.3%
<b>Expense</b>		
<b>Labor Expense</b>		
7000 · Owner Veterinarian Compensation	75,000.00	2.4%
7005 · Owner Management Compensation	25,377.00	0.8%
7080 · Associate DVM Compensation	356,859.00	11.6%
7083 · Relief Veterinarians-Contractor	4,615.00	0.1%
7085 · Veterinary Specialists-Contract	35,012.00	1.1%
7100 · Other Support Staff Comp	12,971.32	0.4%
7130 · Registered Technicians Comp	200,638.20	6.5%
7135 · Veterinary/Tech Assts Comp	85,987.80	2.8%
7140 · Client Svc/Receptionist Comp	161,790.00	5.3%

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7145 · Other (non-DVM) Temporary Svc	2,201.00	0.1%
7160 · Administrative Personnel Comp	110,270.00	3.6%
7162 · Practice Mgr/Admn Compensation	48,200.00	1.6%
7170 · Groomers Compensation	55,242.68	1.8%
7175 · Kennel Assistants Compensation	85,342.95	2.8%
<b>Total Labor Expense</b>	<b>1,259,506.95</b>	<b>40.9%</b>
<b>Employer Payroll Taxes</b>		
7210 · FICA tax - Employers Portion	85,436.00	2.8%
7220 · Federal Unemployment Tax	1,451.00	0.0%
7230 · State Unemployment Tax	11,589.00	0.4%
7250 · Other Employer Payroll Tax	8,475.00	0.3%
<b>Total Employer Payroll Taxes</b>	<b>106,951.00</b>	<b>3.5%</b>
<b>Employee Fringe Benefits</b>		
7300 · Employee Benefit Programs		
7301 · Group Health Insurance	29,905.78	1.0%
7302 · S Corporation SH Health Ins	8,410.00	0.3%
7303 · Group Dental Insurance	2,501.75	0.1%
7304 · Group Disability Insurance	7,403.00	0.2%
7305 · Group Term Life Insurance	451.47	0.0%
<b>Total 7300 · Employee Benefit Programs</b>	<b>48,672.00</b>	<b>1.6%</b>
7310 · ER Retirement Contribution Exp	15,852.00	0.5%
7320 · Professional Liability Ins Prem	2,452.00	0.1%
7340 · Worker's Compensation Insurance	10,203.00	0.3%
7360 · Continuing Ed Registration		
7361 · Meeting/Course Registration	540.00	0.0%
7362 · Bus & Prof Book, Journal, VIN	2,166.00	0.1%
7363 · Staff Training Fees and Costs	3,094.00	0.1%
<b>Total 7360 · Continuing Ed Registration</b>	<b>5,800.00</b>	<b>0.2%</b>
7365 · Travel & Lodging		
7366 · Air Fare	350.00	0.0%
7367 · Lodging	2,306.00	0.1%
7368 · Transportation	9,693.00	0.3%
7369 · Mileage Reimb (CE Travel)	270.00	0.0%
<b>Total 7365 · Travel &amp; Lodging</b>	<b>12,619.00</b>	<b>0.4%</b>
<b>Total Employee Fringe Benefits</b>	<b>95,598.00</b>	<b>3.1%</b>

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<b>Other Employee Costs</b>		
7400 · Study Group Fees	2,273.00	0.1%
7440 · Business Meals & Entertainment	5,174.00	0.2%
7445 · Staff Parties & Recreation	6,985.00	0.2%
7450 · Employee Recruitment	5,536.00	0.2%
7460 · Laundry & Uniforms	2,720.00	0.1%
7470 · Employment Practices Liab Ins	6,780.00	0.2%
<b>Total Other Employee Costs</b>	29,468.00	1.0%
<b>Facility &amp; Equipment Costs</b>		
7500 · Rent on Practice Real Estate	158,676.00	5.2%
7510 · Rent on Equipment	1,000.00	0.0%
7515 · Outside Storage	59.00	0.0%
7520 · Maintenance		
7521 · Medical Equip Maintenance	13,331.00	0.4%
7522 · IT & Ofc Equip Maintenance	250.00	0.0%
7523 · Facility Maintenance	6,223.00	0.2%
<b>Total 7520 · Maintenance</b>	19,804.00	0.6%
7530 · Service Contracts		
7531 · Medical Equip Service Contracts	4,724.00	0.2%
7532 · IT & Ofc Equip Service Contract	8,660.00	0.3%
7533 · Facility Service Contracts	2,515.00	0.1%
<b>Total 7530 · Service Contracts</b>	15,899.00	0.5%
7540 · Housekeeping & Janitorial	15,536.00	0.5%
7570 · Repairs		
7571 · Medical Equip Repairs	8,341.00	0.3%
7572 · IT & Ofc Equip Repairs	600.00	0.0%
7573 · Facility Repairs	1,500.00	0.0%
<b>Total 7570 · Repairs</b>	10,441.00	0.3%
7580 · Prop Casualty Liab Insurance	8,500.00	0.3%
7590 · Real Estate Taxes	7,717.00	0.3%
7600 · Personal Property Tax	2,463.00	0.1%
7660 · Utility Services		
7661 · Electricity	11,338.00	0.4%
7662 · Natural Gas/Fuel Oil/Propane	1,741.00	0.1%
7664 · Water	4,887.00	0.2%
<b>Total 7660 · Utility Services</b>	17,966.00	0.6%

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<b>7670 · Telephone Services</b>		
7671 · Cellular Phone Service	1,683.00	0.1%
7672 · Landline Phone Service	2,963.00	0.1%
<b>Total 7670 · Telephone Services</b>	4,646.00	0.2%
<b>7675 · Cable &amp; Internet Services</b>	4,594.00	0.1%
<b>7680 · Answering Service</b>	2,520.00	0.1%
<b>7690 · Rubbish Disposal</b>	2,119.00	0.1%
<b>Total Facility &amp; Equipment Costs</b>	271,940.00	8.8%
<b>Administrative Costs</b>		
7705 · Licenses & Permits	3,021.00	0.1%
7710 · Use Tax Paid	1,500.00	0.0%
7725 · Veterinary & Professional Dues	7,333.00	0.2%
7730 · Client Education Material	3,552.00	0.1%
7735 · Business Gift & Flowers	3,983.00	0.1%
7740 · Charitable Contributions	1,450.00	0.0%
7745 · Computer Supplies	1,731.00	0.1%
7750 · Office Supplies	14,924.00	0.5%
7755 · Postage	2,112.00	0.1%
7760 · Printing	3,059.00	0.1%
7765 · Accounting Fees	12,863.00	0.4%
7770 · Bookkeeping Services	9,524.00	0.3%
7775 · Payroll Service Fees	6,777.00	0.2%
7780 · Employee Benefits Administration	1,000.00	0.0%
7785 · Legal Services	698.00	0.0%
7790 · Business Consultation	5,000.00	0.2%
<b>Total Administrative Costs</b>	78,527.00	2.6%
<b>Advertising &amp; Promotion</b>		
7801 · Yellow Page Advertising	21,389.00	0.7%
7802 · Website Maintenance	1,374.00	0.0%
7803 · Internet Advertising	3,285.00	0.1%
7804 · Direct Mailing	1,517.00	0.0%
7805 · Client Reminders	4,493.00	0.1%
7806 · Memorial Contributions	1,000.00	0.0%
7808 · Sponsored Events	355.00	0.0%
7809 · Marketing Consultant Fees	6,000.00	0.2%
7810 · Advertising and Promotion Other	3,048.00	0.1%
<b>Total Advertising &amp; Promotion</b>	42,461.00	1.4%

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<b>Fee Income Collection Costs</b>		
7905 · Bank Charges and Service Fees	435.00	0.0%
7910 · Credit Card Merchant Fees	47,115.00	1.5%
7915 · Care Credit Service Fees	12,819.63	0.4%
7920 · Collection Fees	375.00	0.0%
7930 · Bad Debts	1,500.00	0.0%
7940 · Returned Checks Fees	20.00	0.0%
<b>Total Fee Income Collection Costs</b>	62,264.63	2.0%
8000 · Depreciation Expense	70,319.00	2.3%
8050 · Amortization Expense	4,137.00	0.1%
<b>Total Expense</b>	2,021,172.58	65.7%
<b>Net Ordinary Income</b>	421,277.13	13.7%
<b>Other Income/Expense</b>		
<b>Other Income</b>		
<b>Other Revenue</b>		
9000 · Miscellaneous Revenue	2,184.00	0.1%
9020 · Interest & Dividend Revenue	100.00	0.0%
9030 · Gain/(Loss) on Disposed Assets	1,800.00	0.1%
<b>Total Other Revenue</b>	4,084.00	0.1%
<b>Total Other Income</b>	4,084.00	0.1%
<b>Other Expense</b>		
<b>Other Miscellaneous Expense</b>		
9040 · Miscellaneous Expense	1,067.00	0.0%
9050 · Fines & Penalties	150.00	0.0%
9060 · Officer/Key Person Life Ins	5,230.00	0.2%
9070 · Officer Disability Insurance	4,175.00	0.1%
<b>Total Other Miscellaneous Expense</b>	10,622.00	0.3%
<b>Interest Expense</b>		
9080 · Interest Expense-Financed	1,292.00	0.0%
<b>Total Interest Expense</b>	1,292.00	0.0%

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	Jan - Dec 16	% of Income
Income Tax Expense		
9200 · State Income Tax Provision	150.00	0.0%
<b>Total Income Tax Expense</b>	<b>150.00</b>	<b>0.0%</b>
<b>Total Other Expense</b>	<b>12,064.00</b>	<b>0.4%</b>
<b>Net Other Income</b>	<b>-7,980.00</b>	<b>-0.3%</b>
<b>Net Income</b>	<b>413,297.13</b>	<b>13.4%</b>