

APPENDIX 3

IMPORTANT NUMBERS WORKSHEET

▶ BALANCE SHEET-RELATED

Cash on Hand _____

Long-Term Debt _____

Distributions _____

Tax Basis/Equity _____

▶ PROFIT AND LOSS STATEMENT-RELATED

Total Income _____

Net Income _____

Owner's Compensation

Owner's Salary _____

Owner's Payroll Taxes _____

Children's Salaries _____

Children's Payroll Taxes _____

Health Insurance _____

Total = _____

Interest Expense _____

Taxes _____

Depreciation _____

Amortization _____

Team Expenses

Staff Payroll _____

Contract Labor _____

Staff Insurance _____

EBITDA

Retirement _____

Staff Payroll Taxes _____

Payroll Processing _____

Uniforms and Laundry _____

Staff Recruitment _____

Total Team Expenses = _____

Facilities

Rent _____

Repairs and Maintenance _____

Utilities _____

Total Facilities = _____

Dental Supplies _____

Lab Expenses _____

Marketing _____

Office Supplies and Expense _____

Associate Compensation

Salary _____

Payroll Taxes _____

Health Insurance _____

Other Benefits _____

Total Associate Compensation = _____