**The Medical Spas Market**

***Sample Income & Expense Statement for a Stand-alone Med Spa***

*(all figures are per YEAR: 2011)*

|  |  |  |
| --- | --- | --- |
|  |  | % of Total |
|  |  |  |
| Gross revenues | $720,000 | 100.0 |
|  |  |  |
| Expenses |  |  |
|  Cost of supplies & materials | 158,400 | 22.0 |
|  Facility rent | 86,400 | 12.0 |
|  Utilities | 2,160 | 0.3 |
|  Phone/internet | 7,200 | 1.0 |
|  Accounting & legal | 2,900 | 0.4 |
|  Liability insurance | 7,200 | 1.0 |
|  Advertising/marketing | 86,400 | 12.0 |
|  Maintenance & repairs | 5,760 | 0.8 |
|  Bank & credit card fees | 7,200 | 1.0 |
|  Dues, subscriptions | 720 | 0.1 |
|  Office supplies | 7,200 | 1.0 |
|  Postage | 2,160 | 0.3 |
|  Taxes | 3,600 | 0.5 |
| Staff – labor: Total | 233,000 | 32.4 |
|  Receptionist | 25,000 |  |
|  2 FT laser technicians | 83,000 |  |
|  2 FT nurses or estheticians | 125,000 |  |
|  |  |  |
| Total expenses | 567,100 | 78.8 |
|  |  |  |
| Net profit | $152,900 | 14.2 |

Source: Marketdata estimates

Notes, assumptions:

* Based on a 2,400 sq. ft. facility
* Assumes staff of 2 laser technicians (at $20/hr.) and 2 nurses or estheticians (at $35/hr.)