**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.)