

# Cost analysis for the operation of a ECPT unit. Lease Program+Imaging Income

## Assumptions:

1. ECPT machine will be operated by medical technicians with ACLS training-(like EMT techs) at an average annual salary of \$32,000 per year, assuming 200 days and 6 hours per day the cost of operator will be \$30 per hour.
2. Cost of utilities for operation is \$3.5 per hour
3. Income per treated patient ( Assuming a 65/35 mix of Medicare/Comm.patients) for 35 treatments is \$8,000
4. Secreterial Help at \$15 per hour, each patient treatment hour needs .35Hr. of secreterail help
5. Marketing Costs mailing and Brochures printing per month --> \$ **1,500.00**
6. Global income from a 30/70 mix of commercial/Medicare from diagnostic procedures - \$5,152
7. Professional component income from a 30/70 mix of commercial/Medicare from diagnostic procedures - \$2,250

**Option A:** Lease for \$150,000 for five years \$1 buyout at \$/Mo -- (\$3,091)

Expenses	Patients/Day	COSTS PER YEAR					
		2	4	5	6	7	8
	Patients/year	15	30	37	45	52	59
	# HOURS/MONTH	40	80	100	120	140	160
CardioAssist Cost/Month		\$3,091	\$3,091	\$3,091	\$3,091	\$3,091	\$3,091
CardioAssist Cost/Year		\$ 37,087.05	\$ 37,087.05	\$ 37,087.05	\$ 37,087.05	\$ 37,087.05	\$ 37,087.05
Operator cost/year		\$ 14,400.00	\$ 28,800.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 40,000.00
Utilitiea cost/year		\$ 1,680.00	\$ 3,360.00	\$ 4,200.00	\$ 5,040.00	\$ 5,880.00	\$ 6,720.00
Secreterial Help/year		\$ 2,520.00	\$ 5,040.00	\$ 6,300.00	\$ 7,560.00	\$ 8,820.00	\$ 10,080.00
Marketing Costs		\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00
<b>Total Annual Cost</b>		<b>\$ 76,777.63</b>	<b>\$ 95,377.63</b>	<b>\$ 104,677.63</b>	<b>\$ 106,777.63</b>	<b>\$ 108,877.63</b>	<b>\$ 114,977.63</b>
Cost Per Patient		\$ 5,118.51	\$ 3,179.25	\$ 2,829.13	\$ 2,372.84	\$ 2,093.80	\$ 1,948.77
Income from Patients		\$ 120,000.00	\$ 240,000.00	\$ 296,000.00	\$ 360,000.00	\$ 416,000.00	\$ 472,000.00
<b>Net Profits</b>		<b>\$ 43,222.37</b>	<b>\$ 144,622.37</b>	<b>\$ 191,322.37</b>	<b>\$ 253,222.37</b>	<b>\$ 307,122.37</b>	<b>\$ 357,022.37</b>
Net Profits/Patient		\$ 2,881.49	\$ 4,820.75	\$ 5,170.87	\$ 5,627.16	\$ 5,906.20	\$ 6,051.23
Annual Return on Investment		56%	152%	183%	237%	282%	311%
<b>Income from Diagnostic Testing</b>							
<b>Global Income</b>		\$ 206,080	\$ 412,160	\$ 515,200	\$ 618,240	\$ 721,280	\$ 824,320
<b>Professional Comp.</b>		\$ 89,960	\$ 179,920	\$ 224,900	\$ 269,880	\$ 314,860	\$ 359,840
<b>Total Income ECP and Diagnostic teasting</b>		<b>\$ 326,080.00</b>	<b>\$ 652,160.00</b>	<b>\$ 811,200.00</b>	<b>\$ 978,240.00</b>	<b>\$ 1,137,280.00</b>	<b>\$ 1,296,320.00</b>