

1. **The basic daily cost (BDC)** is made up of
  - a) labor (paid per day) and
  - b) the daily overhead cost which is the monthly overhead costs (rent, utilities, phones, etc) divided by the number of operating days. For example, if rent, utilities etc add up to \$800 and the clinic is open eight days, the daily overhead is around \$100 per day.
  
2. **The per surgery costs**, which are the items used in each surgery. This includes suture, drugs, oxygen, etc.

The basic daily costs remain constant whether or not the day is filled, so it costs more to be open if there are an excessive number of no-show clients or the schedule is not filled. Additional days will be added to the schedule when the demand for services increases.

### **Basic Daily Costs (on surgery days)**

**The Basic Daily Costs includes the cost of keeping the doors open; salaries, rent, utilities, etc.**

|  |   |
|--|---|
| Veterinary pay (depends on the number of surgeries veterinarian able to provide) | \$400 to \$600  |
| Technician   | \$125 to \$180  |
| Assist/tech  | \$150   |
| Phone/ intake assistant  | \$50 (Part-day)   |
| Scheduler (offsite, volunteer stipend)   | \$50 for one scheduled day of surgeries   |
| Incidentals  | \$50  |
| FICA   | \$70 to \$85 (sum of the .11 added on each wage but not on contract labor veterinarian) |
| Rent/ utilities/ phones/ insurance (this amount is based on 8 days/month)        | \$125 (total \$1200/mo)   |
| <b>Total cost</b>  | <b>\$1050 to \$1400 per day</b>   |

**Costs for vaccines and surgical supplies are based on discounts provided to non-profit organizations by some medical supply companies. These costs may not be available to those without 501C3 status.**

**Per surgery cost** (drugs, forms, suture, gauze, etc):

\$8.00 to \$12.00 (min. is male cats and max. is large fe dogs)

### **Numbers of surgeries**

**Eight days per month (96 days per year) with an average of 25 surgeries per day provides 2400 surgeries per year.**

**Eight days per month with an average of 32 surgeries per day provides 3,072 surgeries/year.**

Most clients purchase additional vaccines or deworming, creating additional income.

### **Sample budget for 3072 surgeries annually**

96 surgery days (2 days per week, 32 surgeries per day for 48 weeks each year)

|                        |                  |  |
|------------------------|------------------|--|
| Intake                 | \$168,960        | (\$55 average intake for 3072 animals) |
| <u>Extra services</u>  | <u>\$15,000</u>  | (1500 pets receiving one vaccination)  |
| <b>Program revenue</b> | <b>\$183,960</b> |  |

### **Costs**

96 surgery days (2 days per week, 32 surgeries per day for 48 weeks each year)

|                                 |                   |                                  |
|---------------------------------|-------------------|----------------------------------|
| Veterinarian pay (contract pay) | \$52,800          | (\$550 per day for 32 surgeries) |
| Staff (lead tech and assistant) | \$38,000          |                                  |
| Support (scheduling)            | \$5,000           |                                  |
| Scheduling and check-in support | \$12,000          |                                  |
| Supplies                        | \$36,864          |                                  |
| FICA                            | \$3200            |                                  |
| <u>Building/overhead/phone</u>  | <u>\$18,000</u>   | (based on \$1500/month)          |
| <b>Costs total</b>              | <b>\$ 165,864</b> |                                  |

Two staff people are needed during check-in and one of these can be the surgery staff, which is from 7:00 to 9 am at which time the front door may be locked.

The 'phone person' is responsible for scheduling and reminder calls. These may be completed off site.

Surgeries are expected to take until 3 to 4 pm. The veterinarian leaves after checking the animals in the recovery area.

This model allows special events to help during slower periods. For example, male cats cost significantly less than female cats or dogs. When times are slow, a \$25, "Neuter scooter," can generate needed revenue.