

**CONFIDENTIAL BUSINESS OFFERING**



**Established two unit Med Spa in high income area of  
Santa Barbara, California**

**PROPRIETARY AND CONFIDENTIAL BUSINESS INFORMATION**



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BRE# 02023864

### Description of business

This 2 unit high volume Aesthetic practice opened it's doors in 2007. Both offices are located in prestigious high-income areas of Santa Barbara County.

The practice is known for offering state-of-the-art treatments and equipment at affordable prices, as well as featuring no down-time non-surgical modalities.

The practice is staffed by experienced providers offering top notch services and care to its large client base. The cohesive staff consists of motivated women employees dedicated to empowering women.

The business is semi-absentee run. The owner works a few days a week managing the practice and has providers that handle client procedures at both locations.

This med spa has featured the popular BTL equipment line which includes Emsella for incontinence/sexual function, Emsulpt and Emsculpt Neo for body sculpting, and EmFace, for a non-needle face lift. The mainstay of income comes from marketing this med spa as the local "Botox Headquarters."

### Locations and service offering

The first office is located in a corner, low rise medical building in downtown Santa Barbara, just minutes to the beach. The practice has first billing on monument signage offering excellent visibility from the busy street. The treatments offered at this location include:

- Potenza
- CO2 Laser
- Picosure
- Emsculpt Neo
- Emsella
- TempSure
- Plasma Pen
- Micro-Needling (*Traditional only, no RF*)
- Laser Hair Removal
- Botox
- Dermal Fillers
- Bellafill
- Medical-Grade Chemical Peels
- CoolPeel
- Carbon Peel
- Tattoo Removal
- Kybella
- MonaLisa Touch

The second location is approximately 30 miles away in a beautiful Victorian style commercial building. It is situated at a corner location with high visibility from the main street. Services include:

Exilis  
Vivace-RF Micro-Needling  
Botox  
Dermal Fillers  
Kybella  
Medical-Grade Chemical Peels

The new owner can open additional offices within the county as brand recognition can be established.

#### Product & Services breakdown and Revenue Potential

The breakdown of services is as follows:

- Botox - 33%
- Emsculpt Neo - 22%
- Filler - 18%
- Laser & RF Microneedling -19%

#### Employee/personnel/payroll:

<b><i>Title/Position</i></b>	<b><i>Wages/Salary</i></b>	<b><i>Benefits</i></b>
Manager	\$25/hr	H, U
PT R.N.	\$32 + 10% comm	H, U
R.N.	\$32 + 10% comm	U, R
R.N.	\$52/hr	U
Med. Assistant	\$25/hr	H, U, R
Receptionist	\$25/hr	H, U, R
Receptionist/Sales	\$25/hr	R

H = Health ins

U = Uniform allowance: \$200/yr

R = Retirement plan

All employees get “spa” benefits of beauty treatments, Botox, filler, wholesale price for product purchases, holiday pay, sick pay, vacation of 10 days per year

All participate in bonus for selling packages of Emsculpt Neo and Emface of 2-4%. All get 10% commission on product sales.

## CONFIDENTIAL BUSINESS OFFERING

### Ownership info

The business ownership is an S-corporation and stock is solely owned by the Owner.

The Owner does some procedures and spends 3 days a week in the business. Owner compensation is \$140,000 per year.

Current owner is willing to remain in the business after the transition for up to 2 years as a consultant or medical director at prevailing rates, if needed.

### Billing/Collection/Revenue Scores

Approximately 3800 active clients. All cash business.

### Patient Demographics

Client type	Description	%
Women	Ages 20 - 39	30%
Women	Ages 40 - 80	55%
Men	Ages 20 – 80	15%

The business currently sees 8-15 patients per day per provider with an active chart count of over 3800. The majority of clients are repeat clients

### Revenue and Profit (per seller profit & loss statements)

**Buyer to confirm all numbers and advised to hire CPA to review all financials**

	2025 ytd May	2024	2023	2022
Annual Revenue	\$803,181	\$ 2,327,256	\$ 2,167,003	\$ 1,931,771
EBITDA/ Net Profit	\$157,488	\$ 611,891	\$ 700,367	\$ 621,735

\*\* Practice on track to reach \$1.9M in revenue for 2025.

In 2025 owner suffered illness and 1 provider left the practice.

### Inventory

- ~ \$45,000 worth of Neurotoxins
- ~ \$50,000 worth of fillers
- ~ \$20,000 worth of other products

### Equipment

- Picosure by Cynosure
- Elite Plus by Cynosure
- Zimmer Cryo 6 Chiller
- Zimmer Cryo 5 Chiller
- Emsculpt Neo
- EmFace
- Emsella

## CONFIDENTIAL BUSINESS OFFERING

- Deka CO2/MonaLisa Touch Laser
- Potenza RF Microneedling
- Plasma Pen
- Eclipse Microneedling
- Tempsure Envi
- Vivace RF Microneedling
- Hydrafacial

### Software/System

- Vagaro (appointment scheduling & time cards)
- Quickbooks Online (inventory)

### Marketing

Currently, this Med Spa does TV commercials. It also has a strong & active presence in Social Media platforms like Facebook, Instagram, Yelp.

They also actively reach out to their clientele via emails, text messages & flash text sales.

The majority of clients are returning clients thus referrals coming from them are significant as well.

### Facilities:

Hours of operation are as follows:

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9:00 – 5:00	9:00 – 5:00	9:00 – 5:00	9:00 – 5:00	9:00 – 5:00	*

- 2-4 Saturdays per month open from 9am-5pm

The first facility is approximately 1,560 sq. ft. in a 2 story building with a rent of \$3,899/month plus CAM of approximately \$1941.

Parking is readily available behind the two-story building as well as on the street and in the surrounding neighborhood. The building has an elevator and handicap parking.

The second facility is approximately 250 sq. ft. in a 2 story building with a rent of \$1,600/month. Ample parking is available.

### Additional sources of revenue:

A new buyer can stay open later hours and every Saturday to capture additional working clients.

The practice can also offer additional services including IV infusion/hydration and weight loss programs.

Lastly, the business spends less than 2% of revenue for advertising. New owner could spend more on advertising to increase sales. Marketing experts recommend 5-10% of gross sales for marketing for increased growth.

For additional information, please complete a non-disclosure agreement on our website and provide proof of funds. Submit to [JDiza@PacificRB.com](mailto:JDiza@PacificRB.com)

## Profit and Loss

January 1 - April 15, 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 1-15, 2025	Total
<b>Income</b>					
<b>INCOME</b>	173,640.87	167,758.74	126,942.48		468,342.09
Income	0.00	0.00	0.00		0.00
Income Loyalty Programs	0.00	0.00	0.00		0.00
Income Alle	2,990.00	3,750.00	2,555.00		9,295.00
Income Aspire (Galderma)	300.00	20.00	0.00		320.00
Income Merz Xperience	50.00	120.00	50.00		220.00
Total Income Loyalty Programs	\$ 3,340.00	\$ 3,890.00	\$ 2,605.00		\$ 9,835.00
Total Income	\$ 3,340.00	\$ 3,890.00	\$ 2,605.00		\$ 9,835.00
Total INCOME	\$ 176,980.87	\$ 171,648.74	\$ 129,547.48		\$ 478,177.09
<b>Total Income</b>	<b>\$ 176,980.87</b>	<b>\$ 171,648.74</b>	<b>\$ 129,547.48</b>		<b>\$ 478,177.09</b>
<b>Cost of Goods Sold</b>					
Cost of Goods Sold	50,299.11	58,006.00	24,441.17		132,746.28
<b>Total Cost of Goods Sold</b>	<b>\$ 50,299.11</b>	<b>\$ 58,006.00</b>	<b>\$ 24,441.17</b>		<b>\$ 132,746.28</b>
<b>Gross Profit</b>	<b>\$ 126,681.76</b>	<b>\$ 113,642.74</b>	<b>\$ 105,106.31</b>		<b>\$ 345,430.81</b>
<b>Expenses</b>					
Advertising	4,107.50	3,293.55	4,527.22		11,928.27
Automobile Expense	0.00	765.00	114.72		879.72
Bank Charges	1.00	68.18	45.55		114.73
Credit Card Merchant	20.00	20.00	405.00		445.00
Total Bank Charges	\$ 21.00	\$ 88.18	\$ 450.55		\$ 559.73
Dues	1,219.00	50.00	0.00		1,269.00
Employee Benefit	0.00	0.00	0.00		0.00
Education	0.00	0.00	0.00		0.00
Health Ins. Employees	252.06	252.06	0.00		504.12
Total Employee Benefit	\$ 252.06	\$ 252.06	\$ 0.00		\$ 504.12
<b>Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>		<b>0.00</b>

Education	0.00	0.00	0.00	0.00
Laboratory Fees	198.00	0.00	0.00	198.00
Licenses and Permits	204.00	0.00	0.00	204.00
Miscellaneous Expense	0.00	0.00	0.00	0.00
Patient Refunds	1,440.00	1,602.00	0.00	3,042.00
<b>Total Expenses</b>	<b>\$ 1,842.00</b>	<b>\$ 1,602.00</b>	<b>\$ 0.00</b>	<b>\$ 3,444.00</b>
Insurance	0.00	0.00	0.00	0.00
Malpractice Insurance	791.00	0.00	0.00	791.00
Misc.	105.00	0.00	0.00	105.00
Office Liability	0.00	0.00	0.00	0.00
Worker's Compensation	0.00	0.00	3,155.00	3,155.00
<b>Total Insurance</b>	<b>\$ 896.00</b>	<b>\$ 0.00</b>	<b>\$ 3,155.00</b>	<b>\$ 4,051.00</b>
Interest	0.00	0.00	0.00	0.00
Equipment Loans Interest	0.00	0.00	0.00	0.00
Loan #1	115.79	106.36	97.21	319.36
Loan #2	311.03	298.60	286.12	895.75
Loan #3	967.83	941.79	916.49	2,826.11
<b>Total Equipment Loans Interest</b>	<b>\$ 1,394.65</b>	<b>\$ 1,346.75</b>	<b>\$ 1,299.82</b>	<b>\$ 4,041.22</b>
<b>Total Interest</b>	<b>\$ 1,394.65</b>	<b>\$ 1,346.75</b>	<b>\$ 1,299.82</b>	<b>\$ 4,041.22</b>
Meals	0.00	90.49	0.00	90.49
Employees meetings (50% deduct)	0.00	0.00	19.20	19.20
Meals Entertainment (non-deductible)	0.00	72.26	0.00	72.26
Travel for education (50% deduct)	0.00	5.44	96.14	101.58
<b>Total Meals</b>	<b>\$ 0.00</b>	<b>\$ 168.19</b>	<b>\$ 115.34</b>	<b>\$ 283.53</b>
Medical Supplies	0.00	0.00	0.00	0.00
	999.42	3,214.64	141.01	4,355.07
Medical Supplies Hydrafacial	358.01	0.00	0.00	358.01
Medical Supplies Vivace/Microneedling	4,692.00	0.00	0.00	4,692.00
<b>Total Medical Supplies</b>	<b>\$ 6,049.43</b>	<b>\$ 3,214.64</b>	<b>\$ 141.01</b>	<b>\$ 9,405.08</b>
Office Expense	0.00	156.04	8.18	164.22
Cleaning	752.00	620.00	480.00	1,852.00
Computer Expenses	799.93	6,719.86	3,088.71	10,608.50

Laundry	150.00	91.00	88.00	329.00	
Office Supplies	1,215.88	1,466.94	1,021.36	3,704.18	
Packaging & Shipping Expense	0.00	0.00	49.73	49.73	
Printing	257.55	0.00	0.00	257.55	
<b>Total Office Expense</b>	<b>\$ 3,175.36</b>	<b>\$ 9,053.84</b>	<b>\$ 4,735.98</b>	<b>\$ 16,965.18</b>	
Payroll Expenses	0.00	1,191.20	122.00	1,313.20	
Taxes	0.00	0.00	0.00	0.00	
CA SUI / ETT	1,679.78	654.89	156.35	2,491.02	
Federal Taxes (941/944)	5,039.66	5,469.29	4,710.78	15,219.73	
Federal Unemployment (940)	1,154.96	130.98	31.26	1,317.20	
<b>Total Taxes</b>	<b>\$ 7,874.40</b>	<b>\$ 6,255.16</b>	<b>\$ 4,898.39</b>	<b>\$ 19,027.95</b>	
Wages	53,378.35	58,993.51	49,078.59	161,450.45	
Officer Salary				0.00	
<b>Total Wages</b>	<b>\$ 53,378.35</b>	<b>\$ 58,993.51</b>	<b>\$ 49,078.59</b>	<b>\$ 161,450.45</b>	
<b>Total Payroll Expenses</b>	<b>\$ 61,252.75</b>	<b>\$ 66,439.87</b>	<b>\$ 54,098.98</b>	<b>\$ 181,791.60</b>	<b>\$ 727,166.40</b>
Professional Fees	0.00	0.00	0.00	0.00	
Legal Fees	977.50	1,057.50	0.00	2,035.00	
Marketing	3,042.25	1,500.00	1,500.00	6,042.25	
<b>Total Professional Fees</b>	<b>\$ 4,019.75</b>	<b>\$ 2,557.50</b>	<b>\$ 1,500.00</b>	<b>\$ 8,077.25</b>	
Reimbursements	0.00	0.00	0.00	0.00	
Gasoline expense	1,654.80	2,273.60	1,844.60	5,773.00	
<b>Total Reimbursements</b>	<b>\$ 1,654.80</b>	<b>\$ 2,273.60</b>	<b>\$ 1,844.60</b>	<b>\$ 5,773.00</b>	
Rent	0.00	0.00	0.00	0.00	
Office Bldg [REDACTED]	0.00	0.00	0.00	0.00	
Base Rent	4,131.72	4,131.72	4,131.44	12,394.88	
Common Area Maintenance	2,361.00	2,361.00	2,745.00	7,467.00	
<b>Total Office Bldg [REDACTED]</b>	<b>\$ 6,492.72</b>	<b>\$ 6,492.72</b>	<b>\$ 6,876.44</b>	<b>\$ 19,861.88</b>	
Rent [REDACTED] Office	1,800.00	1,800.00	0.00	3,600.00	
<b>Total Rent</b>	<b>\$ 8,292.72</b>	<b>\$ 8,292.72</b>	<b>\$ 6,876.44</b>	<b>\$ 23,461.88</b>	
Repairs and Maintenance	0.00	0.00	0.00	0.00	
Building Repairs	97.25	0.00	600.00	697.25	
Medical Equipment Repairs	9,500.00	0.00	0.00	9,500.00	



Office Equipment Repairs	0.00	0.00	0.00	0.00
<b>Total Repairs and Maintenance</b>	<b>\$ 9,597.25</b>	<b>\$ 0.00</b>	<b>\$ 600.00</b>	<b>\$ 10,197.25</b>
Subscriptions	0.00	0.00	0.00	0.00
Journals and books	50.00	0.00	0.00	50.00
Magazines/Newspapers	16.00	12.00	12.00	40.00
<b>Total Subscriptions</b>	<b>\$ 66.00</b>	<b>\$ 12.00</b>	<b>\$ 12.00</b>	<b>\$ 90.00</b>
Travel and Entertainment	0.00	0.00	0.00	0.00
Travel	0.00	778.01	0.00	778.01
<b>Total Travel and Entertainment</b>	<b>\$ 0.00</b>	<b>\$ 778.01</b>	<b>\$ 0.00</b>	<b>\$ 778.01</b>
Uncategorized Expense	0.00	0.00	0.00	0.00
Utilities	0.00	0.00	0.00	0.00
Electricity	326.37	417.71	394.67	1,138.75
Internet	195.83	195.83	195.83	587.49
Security - Alarm System	0.00	0.00	90.00	90.00
Telephone	567.99	568.20	568.85	1,705.04
Water	68.10	68.10	147.95	284.15
<b>Total Utilities</b>	<b>\$ 1,158.29</b>	<b>\$ 1,249.84</b>	<b>\$ 1,397.30</b>	<b>\$ 3,805.43</b>
<b>Total Expenses</b>	<b>\$ 104,998.56</b>	<b>\$ 101,437.75</b>	<b>\$ 80,868.96</b>	<b>\$ 287,305.27</b>
<b>Net Operating Income</b>	<b>\$ 21,683.20</b>	<b>\$ 12,204.99</b>	<b>\$ 24,237.35</b>	<b>\$ 58,125.54</b>
Other Income				
Other Income	0.00	0.00	1,199.10	1,199.10
<b>Total Other Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 1,199.10</b>	<b>\$ 1,199.10</b>
<b>Net Other Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 1,199.10</b>	<b>\$ 1,199.10</b>
<b>Net Income</b>	<b>\$ 21,683.20</b>	<b>\$ 12,204.99</b>	<b>\$ 25,436.45</b>	<b>\$ 59,324.64</b>

\$ 237,298.56

### Note

I extended this month's report to 4/15 to include payroll, so that you can see the reduction in wages achieve. However it does not include income to 4/15; and so far this month we have been open 9/22 days, so

I am expecting about \$8K x 22 days or \$176K income: Not great, but much better than last month!

Profit and Loss

January - December 2024

	Total	Personal
Income		
Bad Debt	-628.00	
	569,177.22	
Income Gift Certificates	0.00	
Income	0.00	
Discounts/Refunds Given	-4,072.00	
Income Botox	292,341.01	
Income Filler	73,042.99	
Income Hydrafacial	6,400.00	
Income IV Services	3,220.00	
Income Kybella	2,100.00	
Income LHR	7,385.00	
Income Microneedling	300.00	
Income Peels	3,210.00	
Income Product Sales	32,627.43	
Income Tempsure	240.00	
Income Vivace	78,664.25	
Total Income	\$ 495,458.68	
Income	0.00	
Discounts Given	-11,410.17	
Income KYBELLA	1,400.00	
Income Alle	14,053.57	
Income BOTOX	322,712.74	
Income EMFACE	63,050.00	
Income EMSCULPT NEO	92,875.00	
Income EMSELLA	7,815.00	
Income FILLER	231,735.00	
Income IV SERVICES	685.00	
Income Laser ELITE	3,700.00	
Income LHR	69,972.83	
Income Spiderveins/Telangiectasias Laser	21,956.00	
Total Income Laser ELITE	\$ 95,628.83	
Income Laser PICOSURE	0.00	
Income Tattoo Removal	88,874.16	
Picosure Skin Rejuvenation	95,324.70	
Total Income Laser PICOSURE	\$ 184,198.86	
Income Merz Xperience	400.00	
Income Microneedling	6,745.00	
Income Peels	1,285.00	
Income Potenza	145,325.00	
Income Product Sales	67,228.27	
Income Service/Fees	17,507.65	
MEDICAL SVCS	3,885.00	
WEIGHT LOSS	17,500.00	
Total Income	\$ 1,262,619.75	
Total INCOME	\$ 2,327,255.65	

Uncategorized Income	0.00	
Total Income	\$ 2,326,627.65	
Cost of Goods Sold		
Cost of Goods Sold	697,324.04	
Total Cost of Goods Sold	\$ 697,324.04	
Gross Profit	\$ 1,629,303.61	
Expenses		
Advertising	43,793.02	
Automobile Expense	1,495.11	1495.11
Bank Charges	470.86	
CareCredit Fee	6,548.80	
Cherry Fees	1,990.14	
Credit Card Merchant	42,780.85	
Total Bank Charges	\$ 51,790.65	
Dues	171.00	
Employee Benefit	0.00	
Education	1,006.00	
Health Ins. Employees	3,392.46	
Misc. Employee Benefit	543.92	
Uniform Allowance	1,807.47	
Total Employee Benefit	\$ 6,749.85	
Expenses	0.00	
Education	550.00	
Laboratory Fees	1,389.94	1389.94
Licenses and Permits	1,191.00	
Total Expenses	\$ 3,130.94	
Insurance	0.00	
Malpractice Insurance	3,121.00	3121
Misc.	420.00	
Office Liability	3,057.00	
Worker's Compensation	4,824.50	
Total Insurance	\$ 11,422.50	
Interest	0.00	
Equipment Loans Interest	0.00	
Loan #1	2,111.13	
Loan #2	4,690.54	
Loan #3	13,589.33	
Total Equipment Loans Interest	\$ 20,391.00	20391
Total Interest	\$ 20,391.00	
Meals	0.00	
Employees meetings (50% deduct)	327.91	
Food for events/holiday parties	1,144.59	
Travel for education (50% deduct)	1,436.93	1521.82
Total Meals	\$ 2,909.43	
Medical Supplies	0.00	
	15,493.22	2000
Medical Supplies Hydrafacial	635.00	
Medical Supplies IV Services	122.52	
Medical Supplies Picosure	9,789.69	
Medical Supplies Potenza	915.70	
Medical Supplies Vectus	2,170.00	

Medical Supplies Vivace/Microneedling	1,842.03	
Total Medical Supplies	\$ 30,968.16	
Office Expense	915.63	
Cleaning	8,143.95	
Computer Expenses	9,757.96	
Laundry	2,000.00	
Office Supplies	15,596.57	4511.32
Packaging & Shipping Expense	466.34	
Postage	379.25	
Printing	400.14	
Total Office Expense	\$ 37,659.84	
Payroll Expenses		
Taxes		
CA SUI / ETT	2,457.00	
Federal Taxes (941/944)	56,768.24	
Federal Unemployment (940)	1,045.27	
Payroll tax penalty/interest	2,205.00	
Total Taxes	\$ 62,475.51	
Wages	592,068.92	
Officer Salary	150,000.00	150000
Total Wages	\$ 742,068.92	11769 p/r tax on [REDACTED] Salary
Retirement Plan Contribution	\$ 68,165.24	43500 [REDACTED] Portion
Payroll Expenses	\$ 349.00	
Total Payroll Expenses	\$ 873,058.67	
Payroll Processing Fees	1,550.95	
Pension Plan Fees	2,430.00	2430
Professional Fees	747.50	
Accounting	7,274.34	7274.34
Computer consulting	800.00	
Legal Fees	39,828.85	39828.85
Marketing	30,643.25	
Total Professional Fees	\$ 79,293.94	
Reimbursements	0.00	
Gasoline expense	11,693.87	
Total Reimbursements	\$ 11,693.87	
Rent	0.00	
Office Bldg [REDACTED]	0.00	
Base Rent	48,497.86	
Common Area Maintenance	28,350.74	
Total Office [REDACTED]	\$ 76,848.60	
Rent [REDACTED] Office	20,800.00	
Total Rent	\$ 97,648.60	
Repairs and Maintenance	0.00	
Building Repairs	449.00	
Laser Maintenance	6,977.67	
Medical Equipment Repairs	930.00	
Total Repairs and Maintenance	\$ 8,356.67	
Subscriptions	0.00	
Magazines/Newspapers	329.71	
Total Subscriptions	\$ 329.71	329.71
Taxes	0.00	

Income, S Corp, State	22,090.00	22090	
Property	11,613.50		
<b>Total Taxes</b>	<b>\$ 33,703.50</b>		
Transfer account	0.00		
Travel and Entertainment	0.00		
Lodging	3,562.35		
Travel	3,592.97		
<b>Total Travel and Entertainment</b>	<b>\$ 7,155.32</b>	7155.32	
Utilities	0.00		
Electricity	4,980.06		
Internet	3,023.93	1699	
Security - Alarm System	450.00		
Telephone	8,900.84	2512.78	
Water	966.30		
<b>Total Utilities</b>	<b>\$ 18,321.13</b>		
<b>Total Expenses</b>	<b>\$ 1,344,023.86</b>	\$ 323,019.19	
<b>Net Operating Income</b>	<b>\$ 285,279.75</b>		
Other Income			
Other Miscellaneous Income	40.96		
<b>Total Other Income</b>	<b>\$ 40.96</b>		
Other Expenses			
Reconciliation Discrepancies-1	956.08		
Sales Tax Payable Adjustments	0.51		
<b>Total Other Expenses</b>	<b>\$ 956.59</b>	\$ 607,383.31	
<b>Net Other Income</b>	<b>-\$ 915.63</b>		
<b>Net Income</b>	<b>\$ 284,364.12</b>		607383 EBITDA

# EBITDA

January - December 2023

	Total
Income	
Bad Debt	-2,460.00
Discounts Given	-17,553.50
INCOME [REDACTED]	0.00
Income KYBELLA	9,600.00
Income Alle	340.01
Income BOTOX	470,091.69
Income EMFACE	116,600.00
Income EMSCULPT NEO	195,000.00
Income EMSELLA	35,750.00
Income FILLER	285,655.01
Income Laser ELITE	3,590.00
Income LHR	80,223.33
Income Spiderveins/Telangiectasias Laser	17,950.00
Total Income Laser ELITE	\$ 101,763.33
Income Laser PICOSURE	0.00
Income Tattoo Removal	85,366.84
Picosure Skin Rejuvenation	97,417.49
Total Income Laser PICOSURE	\$ 182,784.33
Income Laser SMARTXIDE CO2	0.00
Income CO2 Laser	5,450.00
Income MonaLisa Touch	4,850.00
Total Income Laser SMARTXIDE CO2	\$ 10,300.00
Income [REDACTED]	0.00
Discounts/Refunds Given [REDACTED]	-10,521.55
Income Botox Los Olivos	291,125.84
Income Filler Los Olivos	57,932.01
Income Hydrafacial	12,900.10
Income IV Services [REDACTED]	2,335.00
Income Kybella [REDACTED]	2,100.00
Income Microneedling [REDACTED]	1,015.00
Income Peels [REDACTED]	2,280.00
Income Product Sales [REDACTED]	25,830.29
Income Tempsure [REDACTED]	10,300.00
Income Vivace [REDACTED]	94,428.00
Total Income [REDACTED]	\$ 489,724.69
Income Merz Xperience	-160.00
Income Microneedling	15,965.47
Income Peels	1,945.00
Income Potenza	172,360.00
Income Product Sales	42,870.52
Income Service/Fees	21,321.00
MEDICAL SVCS	3,990.00

WEIGHT LOSS	31,115.00	
Total INCOME	<b>\$ 2,187,016.05</b>	
Total Income	<b>\$ 2,167,002.55</b>	
Cost of Goods Sold		
Cost of Goods Sold	580,984.41	
Total Cost of Goods Sold	<b>\$ 580,984.41</b>	
Gross Profit	<b>\$ 1,586,018.14</b>	
Expenses		
Advertising	76,657.13	
Automobile Expense	1,174.78	-1174.78
Bank Charges	118.02	
CareCredit Fee	6,110.93	
Cherry Fees	1,035.95	
Credit Card Merchant	35,618.63	
NSF	6,200.00	
Total Bank Charges	<b>\$ 49,083.53</b>	
Brochures/ Patient Education	162.60	
Dues	55.44	
Employee Benefit	0.00	
Education	3,368.46	
Health Ins. Employees	6,326.45	
Misc. Employee Benefit	1,199.95	
Uniform Allowance	168.51	
Total Employee Benefit	<b>\$ 11,063.37</b>	
Expenses	0.00	
Education	156.00	
Laboratory Fees	586.05	-586.05
Licenses and Permits	184.00	
Patient Refunds	5,061.60	-3400
Total Expenses	<b>\$ 5,987.65</b>	
Insurance	0.00	
Malpractice Insurance	4,204.00	
Misc.	210.00	
Office Liability	1,498.00	
Worker's Compensation	1,650.44	
Total Insurance	<b>\$ 7,562.44</b>	
Interest	0.00	
Equipment Loans Interest	0.00	
Promissory Note	714.69	
Loan #1	3,409.40	
Loan #2	6,404.78	
Loan #3	17,088.93	
Total Equipment Loans Interest	<b>\$ 27,617.80</b>	
Interest Paid Line of Credit	213.21	
Total Interest	<b>\$ 27,831.01</b>	-27831.01
Meals	0.00	
Employees meetings (50% deduct)	196.99	
Travel for education (50% deduct)	1,516.66	

Total Meals	\$	1,713.65	
Medical Supplies		0.00	
		22,031.83	-3179.01
Medical Supplies Emface		8,112.57	
Medical Supplies Hydrafacial		1,469.25	
Medical Supplies IV Services		1,654.51	
Medical Supplies Picosure		3,116.61	
Medical Supplies Potenza		8,874.31	
Medical Supplies Tempsure		326.25	
Medical Supplies Vivace/Microneedling		387.32	
Total Medical Supplies	\$	45,972.65	
Office Expense		0.00	
Cleaning		6,538.00	
Computer Expenses		5,633.43	-201.87
Laundry		3,078.72	
Office Supplies		16,077.05	-2391.57
Packaging & Shipping Expense		546.49	
Postage		405.61	
Printing		735.34	
Total Office Expense	\$	33,014.64	
Payroll Expenses		225.60	
Company Contributions		0.00	
Retirement		60,524.85	-60524.85
Total Company Contributions	\$	60,524.85	
Taxes		0.00	
CA SUI / ETT		3,051.97	
Federal Taxes (941/944)		46,059.87	
Federal Unemployment (940)		751.34	
Total Taxes	\$	49,863.18	
Wages		452,260.76	
Officer Salary		150,000.00	-150000
Total Wages	\$	602,260.76	
Total Payroll Expenses	\$	712,874.39	
Payroll Processing Fees		1,069.85	
Pension Plan Fees		2,624.00	2624
Professional Fees		0.00	
Accounting		7,677.37	-910
Computer consulting		1,100.00	
Financial Planner		5,000.00	-5000
Marketing		41,105.89	
Total Professional Fees	\$	54,883.26	
Reimbursements		0.00	
Gasoline expense		3,478.96	
Total Reimbursements	\$	3,478.96	
Rent		0.00	
Office Bldg		0.00	
Base Rent		46,854.18	
Common Area Maintenance		25,305.19	



Total Office Bldg	\$	72,159.37	
Rent		17,600.00	
Total Rent	\$	89,759.37	
Repairs and Maintenance		0.00	
Building Repairs		960.56	-795.56
Laser Maintenance		60.25	
Medical Equipment Repairs		691.89	
Office Equipment Repairs		295.00	
Total Repairs and Maintenance	\$	2,007.70	
Subscriptions		0.00	
Journals and books		13.75	
Magazines/Newspapers		417.04	-417.04
Total Subscriptions	\$	430.79	
Taxes		0.00	
Income, S Corp, State		30,860.00	-30,860.00
Property		12,838.78	-12,838.78
Total Taxes	\$	43,698.78	
Transfer account		0.00	
Travel and Entertainment		0.00	
Lodging		2,249.89	
Travel		5,783.92	
Total Travel and Entertainment	\$	8,033.81	-8033.81
Utilities		0.00	
Electricity		4,733.88	-420
Internet		2,285.28	-1163.88
Security - Alarm System		287.50	
Telephone		13,530.94	-4663.97
Water		920.58	
Total Utilities	\$	21,758.18	
Total Expenses	\$	1,200,897.98	
Net Operating Income	\$	385,120.16	
Other Income			
Other Miscellaneous Income		1.18	
Total Other Income	\$	1.18	
Other Expenses			
Other Expense		0.76	
Sales Tax Payable Adjustments		0.36	
Total Other Expenses	\$	1.12	
Net Other Income	\$	0.06	
Net Income	\$	385,120.22	\$ (311,768.18)
Add back		311768.18	
EBITDA		696888.4	

Monday, Jan 08, 2024 10:16:29 AM GMT-8 - Cash Basis