

# CALCULATE YOUR ECONOMIC GAIN WITH SWANSON.

Just complete this simple form and you will understand, first hand, how a commissary service, in conjunction with the use of Cobra Banker™ software will significantly reduce your operating cost and increase your revenue.

## Current Operating Expenses:

1) Average Daily Population .....		<input type="text"/>
2) Current Sales .....	\$	<input type="text"/>
3) Current Rate of Return (percent profit) .....		<input type="text"/> %
4) Current Dollars of Revenue From Commissary Sales .....	\$	<input type="text"/>
5) Current Estimates Direct Expenses:		
a. Accounting Expenses .....	\$	<input type="text"/>
<i>(Total staff hrs x hourly rate x 140%)</i>		
b. Order Picking & Delivery .....	\$	<input type="text"/>
<i>(Total staff hrs x Rate x 140%)</i>		
c. Accounting Supplies .....	\$	<input type="text"/>
<i>(ADP x \$3.00 per year)</i>		
d. Commissary Supplies .....	\$	<input type="text"/>
<i>(ADP x \$4.00 per year)</i>		
e. Commissary Order Forms .....	\$	<input type="text"/>
<i>(ADP x \$1.00 per year)</i>		
f. Equipment & Maintenance Cost .....	\$	<input type="text"/>
<i>(Annual cost to acquire &amp; maintain)</i>		
g. Facility Rent (if Self Operate) .....	\$	<input type="text"/>
<i>(Square footage x \$12.00)</i>		
h. Inventory Shrinkage .....	\$	<input type="text"/>
<i>(2% of Cost of Goods Sold)</i>		
<b>Total Expenses .....</b>	<b>\$</b>	<input type="text"/>
6) Net Gain or (LOSS) From Commissary .....	\$	<input type="text"/>
<i>(Subtract Total Expenses, Line 5 from Revenue, Line 4)</i>		

**Projected Sales With Swanson:**

7) Average Daily Population ..... \$

8) Per Capita Sales Achieved by Swanson ..... \$

(Select the appropriate ADP)

- a. ADP less than 100, use \$500/year
- b. ADP from 100-300, use \$525/year
- c. ADP from 301-800, use \$550/year
- d. ADP greater than 800, use \$600/year

9) Projected Annual Sales with Swanson<sup>(1)</sup> ..... \$

(Line 7 [x] Line 8) <sup>(1)</sup>These are only projections, actual results may vary

10) Revenue Projection with Swanson ..... \$

(Current Revenue Rate, Line 3 from Previous Page, x Projected Sales, Line 9)

11) Accounting Expenses with Swanson ..... \$

(50% of cost listed on Line 5.a)

12) Other Costs (may be none) ..... \$

13) Other Costs (may be none) ..... \$

14) Total Expenses with Swanson ..... \$

(Total line 11 + 12 + 13)

15) Other Revenue Possible With Swanson

a. Cost Recovery Admission PAKs ..... \$

(80% of Annual Bookings x \$2.00 each)

b. SwanPAKS™ Sales ..... \$

(10% of Annual Bookings x \$2.00 each as "profit")

c. Indigent Cost Recovery ..... \$

(33% of Indigent PAKs distributed @ \$2.00 each)

16) Total Additional Revenue with Swanson ..... \$

17) Economic Gain With Swanson ..... \$

(Line 10 [-] Line 14 [+] Line 16)

**Important** ..... **Compare Line 17 with Line 6**

To calculate your economic gain by contracting with Swanson, just complete the above form, OR, call (866) 992-6766 and we will complete the form with you.