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| --- | --- | --- | --- | --- | --- |
| **Expenditure/Income** | **Category** | **Description** | **First Year** | **Second Year** | **Third Year** |
| **Expenditure** | **Salary** | 1 project manager. 6,500 yuan/month for each. Total 12 months. | 78,000 | 78,000 | 78,000 |
| 1 Deputy Project Manager.6,000 yuan/month for each. Total 12 months. | 72,000 | 72,000 | 72,000 |
| 10 Trained professional accompanying staff.3,000 yuan/month for each.Total 12 months. (11 in the second year and 12 in the third year). | 360,000 | 396,000 | 432,000 |
| **Physical Facility** | Rental of a small office in Hospital A (with simple tables and chairs).2,500 yuan/month for each. Total 12 months. (3,000 yuan/month in the second and third year). | 30,000 | 36,000 | 36,000 |
| Management fees paid to Hospital A. 1,000 yuan/month for each. Total 12 months. | 12,000 | 12,000 | 12,000 |
| utilities in Hospital A. 800 yuan/month for each. Total 12 months. | 9,600 | 9,600 | 9,600 |
| **Materials** | Posters, H5 posters, website,brochures, flyers. 2,000 yuan/month for each. Total 12 months. | 24,000 | 24,000 | 24,000 |
| Office supplies. 500 yuan/month for each. Total 12 months. | 6,000 | 6,000 | 6,000 |
| 1 Accompanying Service Online Platform.  (1,000 yuan each for maintenance costs in the following years) | 21,000 | 1,000 | 1,000 |
| 10 folding wheelchairs. 800 yuan/vehicle.(2,400 yuan each for additions and depreciation in the following years) | 8,000 | 2,400 | 2,400 |
| 20 Work suits. 2000 yuan/suit, 2 suits for each (1,200 yuan each for additions and depreciation in the following years) | 4,000 | 1200 | 1200 |
| **Tax** | The value-added tax rate is 6%.  6% of the sales (including regular and low-income charges) | 36,720 | 40,392 | 44,448 |
| **Total Expenditure** | | **661,320** | **678,592** | **718,648** |
| **Income** | **Investor** | Hospital A | 100,000 | 100,000 | 100,000 |
| **Sales Product** | Regular charges: 200 yuan/time  （growth rate in number of services is expected to be at 10%）  In the first year: 240 times/month and 2,880 times/year.Total 576000 yuan/year.  In the second year: 264 times/month and 3,168 times/year.Total 633600 yuan/year.  In the third year: 290 times/month and 3,485 times/year.Total 697000 yuan/year. | 576,000 | 633,600 | 697,000 |
| Low-income charges: 50 yuan/time  （growth rate in number of services is expected to be at 10%）  In the first year: 60 times/month and 720 times/year.Total 36000 yuan/year.  In the second year: 66 times/month and 792 times/year.Total 39600 yuan/year.  In the third year: 73 times/month and 867 times/year.Total 43800 yuan/year. | 36,000 | 39,600 | 43,800 |
| **Total Income** | | **712,000** | **773,200** | **840,800** |
| **Net** |  |  | **50,680** | **94,608** | **122,152** |