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Consulting Coaching Valuations Negotiations Purchase/Sale

Preliminary Financial Valuation INFORMATION REQUIREMENTS

1. Published financial statements for the last most recent four (4) year period, including Balance Sheet, Statement of Income, and Notes to Financial Statements;
2. Accountants "adjusted trial balance" for each of the last three years financial statements;
3. Monthly revenue figures / year to date financial statements for the current fiscal period;
4. Listing of competing clinics;
5. Breakdown of wages and benefits (unless detailed on financial statements) so as to clearly distinguish between:
 - a. Support employees
 - b. Associates / locum veterinarians
 - c. Principal veterinarian(s)
 - d. Family members of principal veterinarians
6. Identify investment in veterinary industry cooperative "purchasing groups" or associations from which the company receives a financial benefit, or sundry income such as a patronage dividend, cash dividend, interest, etc.
7. Does the company own / lease in house laboratory, diagnostic equipment used in conjunction with outside laboratory services?
8. Does the company employ an associate veterinarian on a consistent basis? What is their compensation package? How many hours per week do they work?

Does the company have a restrictive covenant or non-solicitation agreement with the associate?
9. General ledger detail for the last three years financial statements with respect to the following expenses:
 - a. Advertising, promotion, travel
 - b. Insurance
 - c. Equipment rental, lease
 - d. Office, miscellaneous
 - e. Repairs, maintenance
10. Copy of Lease or alternatively, confirmation of term, option periods, assignment of lease and demolition clauses.