

Larkfield Corner Pharmacy — Business Plan

Pharmacy in Tulsa, OK · Startup plan

Executive summary

Larkfield Corner Pharmacy is a new pharmacy in Tulsa, OK offering prescriptions filled the same day, with free local delivery; immunizations: flu, COVID-19, shingles, travel vaccines; medication synchronization and blister packaging; over-the-counter medicines, equipment and the front end; and medication reviews and point-of-care testing. The model is one pharmacist-owner's independent community pharmacy in about 2,000 square feet: a full prescription counter with two technicians and a part-time clerk, a small front end, immunizations and delivery, the stock on a wholesaler's primary agreement and most of the revenue paid by third-party plans.

Startup budget: \$327,155 across 14 items, funded from savings. Target: \$120,000 in monthly sales.

Twelve months from now, success looks like this: About \$120,000 a month in sales by the end of the first year — about 1,400 prescriptions a month at about \$75 each plus about \$15,000 of front-end sales — with 700 patients transferred in and the wholesaler's rebate tier reached

Products and services

Larkfield Corner Pharmacy's core service is prescriptions filled the same day, with free local delivery. Every prescription is adjudicated at the counter and filled the same day, synced and packaged for the families who ask, delivered free within the neighborhood, with every controlled substance counted, stored and reported to the rules and every vaccine recorded to the state registry.

- Prescriptions filled the same day, with free local delivery
 - Immunizations: flu, COVID-19, shingles, travel vaccines
 - Medication synchronization and blister packaging
 - Over-the-counter medicines, equipment and the front end
 - Medication reviews and point-of-care testing
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Market analysis

The customers are the patients within two miles who want a pharmacist who answers the phone; the families managing a parent's medications; the Medicare Part D and Medicaid patients who are about half of an independent pharmacy's prescriptions; the clinics and homes nearby that need delivery; and the employers and schools that book a vaccine clinic.

- Patients within two miles who want a pharmacist who answers the phone and a prescription ready the same day
 - Families managing a parent's ten medications who want them synced and packaged
 - Patients on Medicare Part D and Medicaid — about half of an independent pharmacy's prescriptions
 - The clinics, assisted-living homes and group homes nearby that need a pharmacy that delivers
 - Employers and schools that book a vaccine clinic
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Marketing strategy

Most patients will come from the prescribers next door and the transfer offer — switch your prescriptions and we handle the call — with word of mouth from the families you deliver to, the Google Business Profile, synchronization and the vaccine clinics adding the rest; the website with the refill and transfer forms, the hours and vaccine booking turns a search into a transferred patient.

- The prescribers next door: the clinics whose patients walk out with a prescription and a pharmacy recommendation
 - Google Business Profile and Google — “pharmacy near me”, “flu shot” plus your neighborhood
 - The transfer offer: switch your prescriptions and we handle the call
 - Delivery, synchronization and packaging — the services the chains stopped offering
 - The assisted-living homes, group homes and clinics that need a pharmacy that delivers
 - A website with the refill and transfer forms, the hours, vaccine booking and the services
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Operations plan

The pharmacist-owner fills, counsels, orders and reconciles in year one: on every shift with two technicians and a clerk, daily orders on the wholesaler's agreement, claims adjudicated at the counter and reconciled weekly against what each plan promised, controlled substances counted, stored and reported to the rules, the refrigerator logged twice a day, and a monthly read of prescriptions per day, margin per prescription and the payer mix.

- Open six days with the pharmacist-in-charge on every shift; two technicians and a part-time clerk
 - Stock on a wholesaler's primary agreement — ordered daily, delivered next morning, invoiced on 14-day terms
 - Claims adjudicated at the counter; the reconciliation of what each plan paid against what it promised, every week
 - Controlled substances counted on day one and every two years, stored to the DEA's rules, reported to the state's monitoring program by the next business day
 - Every vaccine recorded to the state registry; the refrigerator logged twice a day
 - A monthly read of prescriptions per day, gross margin per prescription and the payer mix
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Startup costs

What it will take to open the doors, funded from savings.

Startup costs

ITEM	AMOUNT
The state pharmacy license and the opening inspection	\$446
DEA registration to dispense controlled substances (three years)	\$888
Entity filing, the sales tax permit and the city license	\$313
Leasehold improvements: the prescription counter and the consultation room	\$87,500
Fixtures and equipment: shelving, counters, the vaccine refrigerator	\$55,000
Opening inventory: the prescription stock and the front end	\$85,000
Pharmacy management system, hardware and the first-year subscription	\$27,500
Exterior sign and the window and interior graphics	\$8,500
General liability or a BOP, and professional liability (first year)	\$2,069
Technician certification and the immunization certificate	\$381
Lease deposit and first month's rent on about 2,000 square feet	\$9,166
Opening: the transfer mailers, the clinic visits, the vaccine clinic launch	\$5,000
Website: refill and transfer forms, vaccine booking, Google Business Profile	\$0
Working capital: three months of running costs	\$45,392
Total	\$327,155

Typical range to start a pharmacy in the US: \$204,150–\$452,156. Your list is what you decided to spend — replace estimates with real quotes as you get them. Website: refill and transfer forms, vaccine booking, Google Business Profile: Your Zarla plan includes the website — the refill-request and transfer forms, the hours and delivery area, vaccine clinic booking, the services and the contact page — and walks you through your Google Business Profile. Having one built typically costs \$1,000 to \$2,000 from a freelancer. The prescriptions themselves are filled and billed in your pharmacy system, not on the website.

Financial plan

The numbers below come from your own startup list and typical monthly costs for a 2,000-square-foot independent pharmacy in the US. The build-out, the fixtures, the opening inventory and the system are

the real startup; the monthly lines are the stock, the technicians and the rent; and the prescriptions a day times the margin on each decides what is left.

Typical monthly operating costs for a pharmacy: \$104,921–\$119,470 a month, before the owner's own pay.

At \$120,000 in monthly sales, Larkfield Corner Pharmacy would clear \$530–\$15,079 a month before owner pay and tax, and recover the \$327,155 startup budget in roughly 22 months if costs stay near the low end of the typical range — far longer at the high end, where the margin is thin, so pin your real monthly costs down first.

Typical monthly operating costs

COST	TYPICAL RANGE
Rent on about 2,000 square feet	\$3,333–\$5,833
Technicians and a part-time clerk	\$5,507–\$9,693
Cost of goods: 78% to 82% of sales (on \$120,000)	\$93,600–\$98,400
The pharmacy management system, by the month	\$300–\$1,500
Liability and professional liability, by the month	\$106–\$239
The DEA registration, by the month	\$25–\$25
Electricity, water, internet, the phone and the alarm	\$400–\$900
The buying group, the services administration organization and the license renewals	\$100–\$300
Mailers, the clinic visits, the vaccine clinics	\$300–\$1,000
Bookkeeping, payroll and the tax preparer	\$200–\$500
Card fees on about \$30,000 of copays and front-end sales across 2,000 transactions	\$1,050–\$1,080

US ranges for a small operation; replace with your own figures as you learn them.

Risks and honest downsides

Every pharmacy plan should say out loud what can go wrong. For Larkfield Corner Pharmacy, the real risks are:

- Four-fifths of every sale leaves for the wholesaler, and the plan's reimbursement can land below your cost on a brand drug
 - The wholesaler's invoice is due in two weeks and the plans pay in four to eight — cash is the first-year problem
 - A direct-and-indirect remuneration clawback or an audit arrives months after the claim was paid
 - The pharmacist-owner is on every shift: a sick week is a closed pharmacy or a \$70-an-hour relief pharmacist
 - One prescriber's retirement or one clinic's move takes a hundred patients with it
 - A late controlled-substance report or a missed count is an inspection finding, not a warning
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Licenses, permits and insurance

What Larkfield Corner Pharmacy needs before it can legally trade in the US. Rules vary by state and city — confirm each item with your local licensing office and an accountant.

- The state pharmacy license, the pharmacist-in-charge and the inspection — In the US a pharmacy opens on a state board license and a passed inspection, with a licensed pharmacist in charge of the prescription department: the Texas Class A community pharmacy license is \$611 plus \$25 a balance, about 90 days including the pre-inspection, renewed every two years for \$608; Florida's community pharmacy permit is \$255 with a designated prescription department manager, an inspection once the application is complete and a minimum of 20 hours a week open unless the Board approves fewer; technicians register with the board and certify (PTCB's exam is \$129), and each state sets how many a pharmacist may supervise. Confirm your board's ratio and renewal calendar.
- DEA registration and the controlled-substance rules — In the US a pharmacy that stocks any controlled substance registers with the DEA on Form 224 (\$888 for three years), takes an inventory of every controlled substance on the day it opens and at least every two years after (21 CFR 1304.11), stores Schedule II drugs to the DEA's security rules, orders them through the DEA's electronic ordering system or Form 222, and reports every controlled prescription to the state's monitoring program — in Texas by the next business day, with a zero report after seven days without one (22 Tex. Admin. Code §315.6). A missing count or a late report is the inspection finding that closes a pharmacy.
- The identifiers and the plans that pay you — In the US the pharmacy bills through an NPI (free), an NCPDP Provider ID and the contracts a pharmacy services administrative organization holds with the plans and their pharmacy benefit managers; enrolling as a Medicare Part B supplier for diabetic supplies and equipment costs a \$750 application fee in 2026 (CMS) plus accreditation, and Medicaid enrolls separately. The wholesaler's invoice is due in about 14 days and the plans pay weeks later — some states — Arkansas since its March 2025 prompt-pay law — now require prompt payment of clean claims — which is why the working capital is three months. Read every network contract's reimbursement terms before you sign.
- Patient privacy, records and the vaccines — In the US a pharmacy is a HIPAA covered entity — a notice of privacy practices, a security risk assessment, business associate agreements with the system vendor and the delivery service — and keeps prescription records for the years its state board requires; pharmacists in every state may immunize under a protocol and a certificate (APhA's program is \$375), with each dose recorded to the state registry; compounding beyond a simple mix follows USP's standards; and a data breach triggers notification under HIPAA and the state law. Keep the risk assessment current and the refrigerator log honest.
- Sales tax on prescriptions and the front end — In the US prescription drugs are exempt from sales tax in every state that has one except Illinois, which taxes them at a reduced 1% state rate; over-the-counter medicines are taxable in most states, while Texas, Florida, New York, Pennsylvania, Virginia and a handful of others exempt them (TaxJar's state table, July 1, 2026). The front end — vitamins, cosmetics, gifts — is taxable retail almost everywhere. Set the point of sale's tax rules by category and confirm them with your accountant.

- Insurance and the staff — In the US the pharmacy carries general liability or a business owner's policy (\$2,023 a year at Insureon's median), its own professional liability (\$600 to \$840) and, once it hires, workers' compensation in most states; each pharmacist and technician usually carries an individual professional policy too. The first hire brings the I-9, the W-4, payroll taxes, the posters and the state's minimum wage where it is higher than the federal \$7.25 (Florida \$15 since September 30, 2026; California \$16.90). Payroll software or your accountant handles the filings.
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Milestones: the next 30 days

The first month's to-do list for Larkfield Corner Pharmacy, in order:

- Pick the neighborhood and walk it: the prescribers within a mile, the nearest chain's hours, the clinics and homes that need delivery
 - Form the entity, take the EIN, and file the state board application — the 90-day clock starts there
 - Sign the lease with a build-out period and the pharmacy use in writing; order the counter and the fixtures
 - Apply for the DEA registration, the NPI and the NCPDP ID; sign with a services administration organization
 - Sign the wholesaler's primary agreement and schedule the opening order for the week of the inspection
 - Bind the business owner's policy and the professional liability; set up payroll for the technicians
 - Choose the pharmacy system, the point of sale and the delivery routing; set the sales tax categories
 - Put the website live with the transfer and refill forms and vaccine booking, and claim the Google Business Profile
 - Visit every prescriber within a mile with the delivery and synchronization offer before the doors open
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Appendix: what a lender will ask for

This plan tells the story and shows the numbers. If you take it to a bank, expect to be asked for these documents as well:

- Two years of personal tax returns and a personal financial statement
- Your pharmacist license, the board application and the lease
- The wholesaler's agreement and the opening inventory quote
- The build-out and equipment bids, and the pharmacy system quote
- A prescription forecast by month with the payer mix and the gross margin per prescription
- Your credit report and the business bank statements

Sample plan for a fictional business, written by Zarla's free business plan generator. Every figure is a typical US range or calculated from the sample's own numbers — nothing is a market projection. Make it yours in five questions:
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