

PROFORMA INCOME STATEMENT
PRACTICE #HG-827 from P&L

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	430,995		430,995
Other Income	377		377
Gross Profit	431,372		431,372
Expenses:			
Advertising	21,273		21,273
Bank Charges	342		342
Commissions & Fees	10,970		10,970
Contributions ¹	166	(166)	0
Dental Supplies	33,543		33,543
Dues & Subscriptions	914		914
Employer Medical Expense ²	2,400	(2,400)	0
Equipment Rental ³	771	(771)	0
Insurance			
Liability	2,161		2,161
Workers Comp	1,606		1,606
Interest Expense ⁴	4,990	(4,990)	0
Internet	997		997
Laboratory	22,097		22,097
Licenses & Fees	1,526		1,526
Meals & Entertainment ⁵	929	(929)	0
Office Expense	2,428		2,428
Other Expense	2,832		2,832
Outside Services	7,188		7,188
Professional Development	2,018		2,018
Rent ⁶		24,000	24,000
Repairs & Maintenance	159		159
Salaries & Wages	109,602		109,602
Taxes & Licenses	1,744		1,744
Taxes-Payroll	11,907		11,907
Telephone	3,658		3,658
Uniforms	550		550
TOTAL EXPENSES	246,769		
TOTAL ADJUSTMENTS		14,744	
TOTAL ADJUSTED EXPENSES			261,513
NET PROFIT	184,602		169,859
ADJUSTED NET PROFIT			169,859

NOTES

- 1.) Contributions: Considered of personal benefit to the owner.
- 2.) Employer Medical Expense: Considered of personal benefit to the owner.
- 3.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 4.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 5.) Meals and Entertainment: Considered of personal benefit to the owner.
- 6.) Rent: Seller owns building. Adjusted to reflect true annualized rent based on calculations of current approximate \$2,000.00/monthly rent.

**** Above data has not been audited by Western Practice Sales/John M. Cahill Associates. It is the Buyer's responsibility to verify if information is true and correct.**