

PROFORMA INCOME STATEMENT
PRACTICE #HG-851 from revised P&L

	Jan - Dec 2016	Adjustments	Proforma
Gross Receipts	705,077		705,077
Other Income	7,944		7,944
Rebate	200		200
Refunds	(4,421)		(4,421)
Net Receipts	708,799		708,799
Expenses:			
Advertising & Promotion	5,525		5,525
Automobile ¹	5,213	(5,213)	0
Bank Service Charges	373		373
Cameras ²	1,750	(1,750)	0
Continuing Education	2,182		2,182
Credit Card Processing Fees	4,737		4,737
Dental Supplies			0
Doctor ³	45,672	(5,000)	40,672
Hygiene	5,087		5,087
Other ³	25,974	(25,974)	0
Donation ⁴	780	(780)	0
Dues & Subscriptions ⁵	3,803	(1,000)	2,803
Insurance			0
Automobile ⁵	430	(430)	0
Health	1,218		1,218
Liability & Property	4,532		4,532
Personal ⁶	4,148	(4,148)	0
Workers Comp	3,743		3,743
Interest & Penalty Expense ⁷	12,831	(12,831)	0
Janitorial, Laundry & Linen	130		130
Laboratory ⁸	63,925	(15,000)	48,925
Late Fee	520		520
Licenses & Permits	537		537
Meals & Entertainment ⁹	1,744	(1,744)	0
Office Expense			0
Other ¹⁰	34,680	(15,000)	19,680
Phone Service	2,212		2,212
Outside Services			0
Hygienist	400		400
Other	4,322		4,322
Payroll			0
Payroll Fees	326		326
Payroll Taxes	5		5
Payroll Taxes-Employer	1,385		1,385
Postage & Shipping	763		763
Professional			0
Accounting & Bookkeeping	8,468		8,468
Legal	12		12
Rent	47,395		47,395
Repairs & Maintenance ¹¹	19,683	(13,732)	5,951
Salaries ¹²	296,703	(70,000)	226,703
Taxes			0
Equipment Property	2,219		2,219
Federal	6,869		6,869
Local City Business	1,573		1,573
Other	1,424		1,424
Property Tax	20		20
Sales	252		252
State	372		372
Uniforms	741		741
Utilities	18,187		18,187
TOTAL EXPENSES	642,863		
TOTAL ADJUSTMENTS		(172,602)	
TOTAL ADJUSTED EXPENSES			470,261
NET PROFIT			238,538
ADJUSTED NET PROFIT			238,538

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Camera: Purchase of HD Intra-oral Camera system, considered a one-time, non-recurring expense.
- 3.) Dental Supplies: Adjusted to reflect true 2017 dental supplies expense, normalized at 5-6% of gross receipts.
- 4.) Donation: Considered a non-cash expense.
- 5.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 6.) Insurance: Automobile & Personal considered of personal benefit to the owner.
- 7.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 8.) Laboratory: Adjusted to reflect true 2017 laboratory expenses, normalized at 5-6% of gross.
- 9.) Meals and Entertainment: Considered of personal benefit to the owner.
- 10.) Office Expense: Considered high because it includes telephone & internet expenses, adjusted to normalized office expenses.
- 11.) Repairs & Maintenance: Adjustment reflects purchase of new equipment, considered a one-time, non-recurring expense.
- 12.) Salaries: Adjustment considered of personal benefit to the owner.

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