

**PROFORMA INCOME STATEMENT**  
PRACTICE #BG-843 Perio Fiscal 12m P&L

	Oct '18-Sept '19	Adjustments	Proforma
Gross Receipts	747,988		747,988
Refunds & Adjustments	(12,747)		(12,747)
Interest	13		13
<b>Net Receipts</b>	<b>735,254</b>		<b>735,254</b>
<b>Expenses:</b>			
Advertising & Promotion	10,506		10,506
Automobile <sup>1</sup>	3,377	(3,377)	0
Bank Merchant Charges	12,173		12,173
Continuing Education	1,014		1,014
Conventions & Meetings	406		406
Dental Supplies	97,332		97,332
Depreciation <sup>2</sup>	1,393	(1,393)	0
Dues & Subscriptions	2,061		2,061
Employee Benefits	19,289		19,289
Equipment Lease <sup>3</sup>	73,944	(73,944)	0
Insurance	11,008		11,008
Interest Expense <sup>4</sup>	7,803	(7,803)	0
Laboratory	4,001		4,001
Laundry & Uniforms	1,162		1,162
Licenses & Taxes	1,013		1,013
Meals <sup>5</sup>	871	(871)	0
Office Expense	26,058		26,058
Office Supplies	16,732		16,732
Outside Services	5		5
Payroll Administration Fees	10,245		10,245
Pension Profit: 401k Employer Match	2,241		2,241
Postage & Delivery	2,719		2,719
Professional Fees	8,022		8,022
Rent	38,510		38,510
Repairs & Maintenance	7,749		7,749
Salaries & Wages			
Assistants	35,651		35,651
Associate Fees <sup>6</sup>	19,847	(19,847)	0
Front Office	91,632		91,632
Hygiene	59,105		59,105
Reception	35,840		35,840
Salary-Officer <sup>7</sup>	134,212	(134,212)	0
Taxes			
Franchise	9,175		9,175
Payroll	23,498		23,498
Property	662		662
Telephone	8,014		8,014
Travel <sup>8</sup>	644	(644)	0
Utilities	5,215		5,215
<b>TOTAL EXPENSES</b>	<b>783,129</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(242,091)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>541,038</b>
<b>NET PROFIT</b>	<b>(47,875)</b>		<b>194,216</b>
<b>ADJUSTED NET PROFIT</b>			<b>194,216</b>

**NOTES**

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Depreciation: Considered a non-cash expense.
- 3.) Equipment Lease: 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.) Salaries-Associate Fees: Estimated salary paid to Associate DDS working in practice.
- 7.) Salary-Officer: Considered of personal benefit to the owner.
- 8.) Travel: 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.**