

PROFORMA INCOME STATEMENT

PRACTICE #KL-909 from P&L

	Jul 17 - Jun 18	Adjustments	Proforma
Gross Receipts	1,425,491		1,425,491
Interest Income ¹	8,617	(8,617)	0
Management Fees ²	4,200	(4,200)	0
Refunds	(6,820)		(6,820)
Net Receipts	1,431,488		1,418,671
Expenses:			
Accounting ³	28,487	(13,487)	15,000
Advertising	819		819
Bank Service Charges	14,168		14,168
Barter Expense ⁴	3,360	(3,360)	0
Casual Labor & Temps	14,370		14,370
Computer/Electronics/Software	2,545		2,545
Dental Supplies ⁵	69,365	(8,000)	61,365
Dues & Subscriptions	1,710		1,710
Employee Health Care ⁶	74,774	(17,760)	57,014
Entertainment & Gifts ⁷	144	(144)	0
Gifts ⁷	594	(594)	0
Insurance	26,119		26,119
Interest Expense ⁸	21,981	(21,981)	0
Laboratory	58,062		58,062
Licenses & Fees	1,672		1,672
Meals ⁹	519	(519)	0
Pension Expense	245		245
Professional Fees	125		125
Rent ¹⁰	65,320	6,680	72,000
Repairs & Maintenance	18,000		18,000
Salaries & Wages			0
Back Office ¹¹	191,032	22,000	213,032
Dentist	147,498		147,498
Front Office ¹¹	177,094	16,800	193,894
Officer ¹²	333,000	(333,000)	0
Security	276		276
Storage	1,782		1,782
Supplies			0
Back Office	6,902		6,902
Front Office Expense	11,180		11,180
Office Supplies & Postage	20,612		20,612
Taxes			0
Federal	1,035		1,035
Payroll ¹³	54,944	(13,000)	41,944
Property ¹⁴	4,238	(4,238)	0
State	830		830
Uncategorized Expense	88		88
Uniforms	2,829		2,829
Telephone	8,048		8,048
Utilities	15,209		15,209
TOTAL EXPENSES	1,378,974		
TOTAL ADJUSTMENTS		(370,602)	
TOTAL ADJUSTED EXPENSES			1,008,372
NET PROFIT	52,513		410,299
ADJUSTED NET PROFIT			410,299

NOTES
<p>1.) Interest Income: Income of personal benefit to the owner.</p> <p>2.) Management Fees: Income unrelated to this dental practice of personal benefit to owner.</p> <p>3.) Accounting: Adjusted amount reflects average cost a new owner would typically incur.</p> <p>4.) Barter Expense: Considered of personal benefit to the owner.</p> <p>5.) Dental Supplies; Adjusted portion considered of personal benefit to the owner.</p> <p>6.) Employee Health Care: Considered of personal benefit to the owner.</p> <p>7.) Entertainment & Gifts: Considered of personal benefit to the owner.</p> <p>8.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.</p> <p>9.) Meals: Considered of personal benefit to the owner.</p> <p>10.) Rent: Adjusted to reflect current rent amount of \$6,000/month.</p> <p>11.) Salaries-Back Office/Front Office: Adjustment reflects cost of recent staff salary pay increases.</p> <p>12.) Salaries-Officer: Considered of personal benefit to the owner.</p> <p>13.) Taxes-Payroll: Adjustment reflects Seller's portion of payroll taxes.</p> <p>14.) Taxes-Property: Will be included in rent & non-applicable to new owner.</p> <p style="text-align: center;">**Above data has not been audited by Western Practice Sales. It is the Buyer's responsibility to verify if information is true and correct.</p>