

PROFORMA INCOME STATEMENT
PRACTICE #AN-939 from P&L

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	227,909		227,909
Refunds	(94)		(94)
Fees - Pleasanton	1,335		1,335
Net Receipts	229,150		229,150
Expenses:			
Advertising/Marketing	7,081		7,081
Accounting	1,810		1,810
Alarm Service	413		413
Amortization ¹	1,801	(1,801)	0
Automobile ²	1,813	(1,813)	0
Lease ²	494	(494)	0
Bad Debt	52		52
Bank Service Charges	565		565
Computer & Internet Expenses	2,988		2,988
Consulting - IT ³	2,786	(2,786)	0
Dental Supplies	10,696		10,696
Dental X-ray	181		181
Implant Supply	1,984		1,984
Depreciation ⁴	9,667	(9,667)	0
Dues & Subscriptions	2,777		2,777
Equipment Rental ⁵	405	(405)	0
Fire Protection	53		53
Insurance			
Auto ²	2,647	(2,647)	0
Dentists	985		985
Liability	623		623
Medical	57		57
Interest Expense ⁶	1,728	(1,728)	0
Janitorial	56		56
Laboratory	8,998		8,998
Lab Supply	5,923		5,923
Legal Fees	1,304		1,304
Licenses & Permits	240		240
Meals & Entertainment ⁷	2,056	(2,056)	0
Medical Expense ⁸	2,203	(2,203)	0
Merchant Fee	2,394		2,394
Office Supplies	11,062		11,062
Other Expenses ⁹	2,047	(2,047)	0
Outside Services	315		315
Payroll Expenses - Other	97		97
Postage & Delivery	116		116
Professional Development	943		943
Reimbursement	11		11
Rent	29,710		29,710
Academy	2,009		2,009
Pleasanton Clinic	1,063		1,063
Repairs-Building, Computer & Equipment	3,556		3,556
Research & Development	300		300
Subcontractors ¹⁰	21,505	(21,505)	0
Taxes			
Federal	(2,021)		(2,021)
Payroll	5,556		5,556
State	609		609
Telephone	3,096		3,096
Travel ¹¹	822	(822)	0
Uniforms & Cleaning	9		9
Utilities	4,008		4,008
Wages	61,721		61,721
TOTAL EXPENSES	221,314		
TOTAL ADJUSTMENTS		(49,974)	
TOTAL ADJUSTED EXPENSES			109,619
NET PROFIT	7,836		119,531
ADJUSTED NET PROFIT			119,531

NOTES

- 1.) Amortization: Considered a non-cash expense.
- 2.) Automobile: Lease & Insurance considered of personal benefit to the owner.
- 3.) Consulting: Adjustment of IT services maybe a one-time, non-recurring expense.
- 4.) Depreciation: Considered a non-cash expense.
- 5.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 6.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 7.) Meals and Entertainment: Considered of personal benefit to the owner.
- 8.) Medical Expense: Adjustment considered of personal benefit to the owner.
- 9.) Other Expenses: Considered of personal benefit to the owner.
- 10.) Subcontractors: Adjustment reflects estimated salary paid to Associate Dentist, whose services may not be needed by new Owner/Operator.
- 11.) 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.**