

PROFORMA INCOME STATEMENT

PRACTICE #DN-937 from P&L

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	810,177		810,177
Patient Refunds	(3,369)		(3,369)
Refunds	(1,272)		(1,272)
Net Receipts	805,536		805,536
Expenses:			
Advertising & Promotion	10,737		10,737
Alarm	293		293
Automobile ¹	61	(61)	0
Bank Service Charges	3,242		3,242
Collection Agency	917		917
Computer Expenses	5,534		5,534
Dental Supplies	46,589		46,589
Dental Warranty Charge	638		638
Donation ²	558	(558)	0
Dues & Subscriptions	2,542		2,542
Finance Charges	84		84
Insurance Expense			
Auto ³	185	(185)	0
Business Equipment	568		568
Disability ³	1,214	(1,214)	0
General Liability	405		405
Health	22,095		22,095
Other ³	615	(615)	0
Workers Comp	2,176		2,176
Insurance Refunds	137		137
Interest Expense ⁴	522	(522)	0
Janitorial	3,817		3,817
Laboratory	26,485		26,485
Licenses & Permits	43		43
Miscellaneous	1,032		1,032
Office Expense	14,038		14,038
Office Supplies	422		422
Payroll Processing Fees	663		663
Periodicals & Subscriptions	30		30
Postage & Delivery	146		146
Printing & Reproduction	82		82
Professional Fees	1,295		1,295
Rent	143,784		143,784
Triple Net	7,542		7,542
Repairs & Maintenance	2,666		2,666
Salaries & Wages	134,761		134,761
Back Office	7,334		7,334
Endo	11,818		11,818
Front Office	4,874		4,874
Garnishment ⁵	825	(825)	0
GP ⁵	61,985	(61,985)	0
Hygiene	17,007		17,007
Oral Surgery	18,314		18,314
Ortho	29,670		29,670
Pedo ⁷	3,467	(3,467)	0
Perio	1,767		1,767
Security	389		389
Storage	701		701
Taxes			
Corporate	120		120
Income	256		256
Payroll	67,893		67,893
Payroll	20		20
Property	906		906
Telephone	7,753		7,753
Telephone & Internet Hardware	293		293
Uncategorized	1		1
Uniforms	1,157		1,157
Utilities	8,356		8,356
Water	174		174
Water Bottles	276		276
TOTAL EXPENSES	681,273		
TOTAL ADJUSTMENTS		(69,432)	
TOTAL ADJUSTED EXPENSES			611,841
NET PROFIT	124,263		193,695
ADJUSTED NET PROFIT			193,695

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Donations: Considered of personal benefit to the owner.
- 3.) Insurance: Adjustment considered of personal benefit to the owner.
- 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.) Salaries & Wages-Garnishment: Considered a non-recurrent expense pertaining to owner.
- 6.) Salaries & Wages-GP: Adjustment reflects estimated salary paid to Seller's spouse who is a Dentist in Practice.
- 7.) Salaries & Wages-Pedo: Adjustment considered a part-time, temporary expense.

****Above data has not been audited by Western Practice Sales.**

It is the Buyer's responsibility to verify if information is true and correct.