

# PROFORMA INCOME STATEMENT

PRACTICE #LV-866 from P&L

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	999,135		999,135
Other Income	1,873		1,873
Refunds	(9,300)		(9,300)
<b>Net Receipts</b>	<b>991,709</b>		<b>991,709</b>
<b>Expenses:</b>			
Bank Fees	13,155		13,155
Charity <sup>1</sup>	827	(827)	0
Computer Expenses <sup>2</sup>	20,674	(9,674)	11,000
Continuing Education <sup>3</sup>	5,493	(3,000)	2,493
Contract Labor	7,832		7,832
Dental Equipment-Small <sup>4</sup>	12,166	(12,166)	0
Dental Supplies <sup>5</sup>	103,082	(676)	102,406
Implant	19,133		19,133
Depreciation <sup>6</sup>	36,124	(36,124)	0
Dues & Subscriptions <sup>7</sup>	2,407	(2,331)	76
Equipment Lease & Rental <sup>8</sup>	1,766	(1,766)	0
Insurance			
Liability	2,275		2,275
Life <sup>9</sup>	2,380	(2,380)	0
Malpractice	3,030		3,030
Workers omp	2,779		2,779
Interest Expense <sup>10</sup>	2,513	(2,513)	0
Laboratory	56,890		56,890
Licenses & Permits	3,200		3,200
Marketing	14,549		14,549
Meals & Entertainment <sup>11</sup>	1,654	(1,654)	0
Office <sup>12</sup>	26,448	(16,843)	9,605
Office Equipment - Small <sup>4</sup>	1,428	(1,428)	0
Office Supplies	4,361		4,361
Penalties <sup>13</sup>	91	(91)	0
Postage & Delivery	1,907		1,907
Printing & Reproduction	2,100		2,100
Professional-Legal/Accounting/Consulting <sup>14</sup>	3,517	(1,338)	2,179
Rent <sup>15</sup>	98,226	(16,952)	81,274
Repairs <sup>16</sup>	8,003	(8,003)	0
Salaries & Wages <sup>17</sup>	338,400	(3,218)	335,182
Salary-Officer <sup>18</sup>	72,000	(72,000)	0
Taxes			
Federal Unemployment	541		541
Medicare <sup>19</sup>	31,396	(6,376)	25,020
Property	3,334		3,334
Sales	3,723		3,723
State	13,014		13,014
Telephone	1,087		1,087
Uniforms	595		595
Utilities	6,995		6,995
<b>TOTAL EXPENSES</b>	<b>929,094</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(199,360)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>729,734</b>
<b>NET PROFIT</b>	<b>62,615</b>		<b>261,974</b>
<b>ADJUSTED NET PROFIT</b>			<b>261,974</b>

NOTES
1.) Charity: Considered of personal benefit to the owner.
2.) Computer Expense: Adjustment reflects one-time, non-recurring expense.
3.) Continuing Education: Adjustment considered of personal benefit to the owner.
4.) Equipment-Small Dental & Office: Considered a one-time, non-recurring expense.
5.) Dental Supplies: Adjustment reflects non-recurring, one-time equipment expense.
6.) Depreciation: Considered a non-cash expense.
7.) Dues & Subscriptions: Considered a one-time, non-recurring expense.
8.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
9.) Insurance-Life: Considered of personal benefit to the owner.
10.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
11.) Meals and Entertainment: Considered of personal benefit to the owner.
12.) Office: Adjustment reflects optional expenses not required by new owner.
13.) Penalties: Expense that will not be applicable to new owner.
14.) Professional Fees: Adjustment of consulting & temporary staffing fees, considered of personal benefit to the owner.
15.) Rent: Seller owns building. Adjusted to reflect Fair Market Rent for Buyer.
16.) Repairs: Seller owns building. Expenses would be covered under terms of lease w/ new owner.
17.) Salaries & Wages: Temporary Associate position no longer applicable.
18.) Salary-Officer: Considered of personal benefit to the owner.
19.) Taxes-Medicare: Considered of personal benefit to the owner.
<b>**Above data has not been audited by Western Practice Sales. It is the Buyer's responsibility to verify if information is true and correct.</b>