

**PROFORMA INCOME STATEMENT**

PRACTICE #AG-993 Fiscal P&L

	Apr 19 - Mar 20	Adjustments	Proforma
Patient Fees	500,341		500,341
Refunds	(2,174)		(2,174)
<b>Net Receipts</b>	<b>498,167</b>		<b>498,167</b>
<b>Expenses:</b>			
Accounting	3,274		3,274
Advertising & Promotion	1,552		1,552
Automobile <sup>1</sup>	3,857	(3,857)	0
Computer Expenses	3,163		3,163
Consulting <sup>2</sup>	896	(896)	0
Continuing Education	852		852
Dental Electronic Claim Service	74		74
Dental Supplies	18,600		18,600
Dental Implant	1,291		1,291
Depreciation <sup>3</sup>	6,847	(6,847)	0
Dues & Subscriptions <sup>4</sup>	4,399	(2,000)	2,399
Employee Benefit Programs			
Medical Allowance <sup>5</sup>	24,131	(22,931)	1,200
Other	1,407		1,407
Infection Control	322		322
Insurance			
Disability	2,232		2,232
Liability	3,802		3,802
Personal Property	2,674		2,674
Workers Comp	2,044		2,044
Interest Expense <sup>6</sup>	133	(133)	0
Janitorial	3,080		3,080
Laboratory	42,307		42,307
Laundry	257		257
Legal Fees	2,300		2,300
Licenses & Permits	1,222		1,222
Management & Utility	10,231		10,231
Marketing	1,755		1,755
Meals <sup>7</sup>	6,613	(6,613)	0
Medical Supplies	165		165
Merchant Fee	7,847		7,847
Miscellaneous	11		11
Other Expenses	28		28
Office Supplies	11,625		11,625
Office Supplies	553		553
Parking	322		322
Payroll Services	2,252		2,252
Pension & Profit Sharing SEP <sup>8</sup>	21,143	(12,219)	8,924
Postage & Delivery	2,841		2,841
Rent	50,400		50,400
Repairs	703		703
Salaries & Wages	93,929		93,929
Salary-Officer <sup>9</sup>	81,458	(81,458)	0
Small Equipment <sup>10</sup>	814	(814)	0
Subcontractor <sup>11</sup>	15,750		15,750
Taxes			
Payroll	6,429		6,429
State	1,053		1,053
Telephone	3,484		3,484
Travel & Entertainment <sup>12</sup>	13,345	(13,345)	0
Utilities	33		33
<b>TOTAL EXPENSES</b>	<b>463,501</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(151,113)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>312,388</b>
<b>NET PROFIT</b>	<b>34,666</b>		<b>185,779</b>
<b>ADJUSTED NET PROFIT</b>			<b>185,779</b>

**NOTES**

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Consulting: Considered of personal benefit to the owner.
- 3.) Depreciation: Considered a non-cash expense.
- 4.) Dues & Subscriptions: Considered of personal benefit to the owner
- 5.) Insurance-Medical Allowance: Considered of personal benefit to the owner.
- 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: Considered of personal benefit to the owner.
- 8.) Pension & Profit Sharing SEP: Adjustment considered of personal benefit to the owner.
- 9.) Salary-Officer: Considered of personal benefit to the owner.
- 10.) Small Equipment: Considered a one-time, non-recurring expense, of personal benefit.
- 11.) Subcontractor: Reflects estimated salary paid to part-time Dental Hygienist.
- 12.) 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.**