

PROFORMA INCOME STATEMENT
PRACTICE #BG-1025

	Year end 2016	Adjustments	Proforma
Gross Receipts	1,198,711		1,198,711
Other Income	2,400		2,400
Returns and Allowances	(19,279)		(19,279)
Net Receipts	1,181,832		1,181,832
Expenses:			
Accounting	11,632		11,632
Advertising	14,238		14,238
Automobile ¹	22,476	(22,476)	0
Bank Charges	74		74
Computer Expense	12,172		12,172
Continuing Education & Meetings ²	4,240	(2,000)	2,240
Dental Supplies	85,386		85,386
Depreciation ³	25,471	(25,471)	0
Dues & Subscriptions ⁴	3,856	(1,000)	2,856
Employee Benefit Programs	8,642		8,642
Equipment Rental ⁵	653	(653)	0
Insurance ⁶	4,838	(1,400)	3,438
Interest Expense ⁷	16,148	(16,148)	0
Janitorial	13,108		13,108
Laboratory			
Fixed	66,155		66,155
General	14,634		14,634
Gold	393		393
Implants	31,520		31,520
Removable	16,790		16,790
Teeth	4,451		4,451
Legal & Professional	4,017		4,017
Marketing	6,509		6,509
Meals & Entertainment ⁸	4,253	(4,253)	0
Merchant Fees	19,032		19,032
Office Expense	11,775		11,775
Outside Services ⁹	15,160	(15,160)	0
Pension & Profit Sharing	11,445		11,445
Postage	2,837		2,837
Rent ¹⁰	5,883	51,837	57,720
Repairs & Maintenance	10,464		10,464
Salaries & Wages ¹¹	394,054	(101,828)	292,226
Taxes & Licenses ¹²	48,352	(16,858)	31,494
Telephone	8,446		8,446
Temporary Labor	600		600
Travel ¹³	13,382	(13,382)	0
Uniforms	1,945		1,945
Utilities - Association Dues ¹⁴	23,341	875	24,216
TOTAL EXPENSES	938,372		
TOTAL ADJUSTMENTS		(167,917)	
TOTAL ADJUSTED EXPENSES			770,455
NET PROFIT	243,460		411,377
ADJUSTED NET PROFIT			411,377

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Continuing Education: 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.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 6.) Insurance: Adjustment reflects amount for Officer's (Spouse) Liability Insurance.
- 7.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 8.) Meals & Entertainment: Considered of personal benefit to the owner.
- 9.) Outside Services: Considered a non-recurring expense for Management Consultant Fees.
- 10.) Rent: Seller owns building. Adjusted to reflect future annualized rent of \$4,810.00/month.
- 11.) Salaries & Wages: Adjustment reflects salary paid to Lab Tech and Officer's Spouse.
- 12.) Taxes & Licenses: Adjustment reflects amount paid for property taxes & Officer's (Spouse) License Fees.
- 13.) Travel: Considered of personal benefit to the owner.
- 14.) Utilities - Association Dues: Adjustment to reflect future annualized Association Dues of \$2,018.00/month.

****Above data has not been audited by Western Practice Sales.
It is the Buyer's responsibility to verify if information is true and correct.**