

PROFORMA INCOME STATEMENT

PRACTICE # BN-1023 12monthP&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts - Bay Dental	51,470		51,470
Gross Receipts - Gateway ¹	546,721	(546,721)	0
Net Receipts	598,191		51,470
Expenses:			
Amortization ²	3,534	(3,534)	0
Automobile ³	3,535	(3,535)	0
Bank Charges ⁴	3,733	(2,613)	1,120
Computer Expenses	120		120
Continuing Education & Seminars	3,171		3,171
Dental Supplies ⁵		3,603	3,603
Depreciation ⁶	9,303	(9,303)	0
Dues & Subscriptions	256		256
Environmental Hazardous Material	101		101
Fire Extinguisher	26		26
Gifts & Promotions ⁷	3,605	(3,605)	0
Insurance	2,429		2,429
Interest Expense ⁸	6,040	(6,040)	0
Laboratory ⁹	1,043	1,531	2,574
Meals & Entertainment ¹⁰	1,928	(1,928)	0
Medical Supplies	413		413
Membership	201		201
Miscellaneous	652		652
Office Expense	721		721
Office Supplies	3,923		3,923
Outside Services ¹¹	379,292	(379,292)	
Professional Fees	1,300		1,300
Repairs & Maintenance	4,866		4,866
Salary-Officer ¹²	72,000	(72,000)	0
Taxes & Licenses	13,457		13,457
Transportation ¹³	273	(273)	0
Travel ¹⁴	6,590	(6,590)	0
Utilities	5,556		5,556
TOTAL EXPENSES	528,068		
TOTAL ADJUSTMENTS		(483,579)	
TOTAL ADJUSTED EXPENSES			44,489
NET PROFIT	70,124		6,981
ADJUSTED NET PROFIT			6,981

NOTES

- 1.) Gross Receipts - Gateway: Adjusted for Seller's Associateship income, not related to this practice.
- 2.) Amortization: Considered a non-cash expense.
- 3.) Automobile: Considered of personal benefit to the owner.
- 4.) Bank Charges: Adjusted for Seller's Associateship related expenses, not related to this practice.
- 5.) Dental Supplies: Adjusted to normalized industry standard for dental supply costs.
- 6.) Depreciation: Considered a non-cash expense.
- 7.) Gifts & Promotion: Considered of personal benefit to the owner.
- 8.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 9.) Laboratory: Adjusted to normalized industry standard for lab costs.
- 10.) Meals and Entertainment: Considered of personal benefit to the owner.
- 11.) Outside Services: These are invoiced expenses related to Seller's Associateship and are not related to this practice.
- 12.) Salary-Officer: Considered of personal benefit to the owner.
- 13.) Transportation: Considered of personal benefit to the owner.
- 14.) 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.**