

PROFORMA INCOME STATEMENT

PRACTICE # DN-1031 12monthP&L

	Jan - Dec 2019	Adjustments	Proforma
Gross Receipts	1,499,149		1,499,149
Interest Income	104		104
Other Income	8		8
Refunds	(4,853)		(4,853)
Net Receipts	1,494,408		1,494,408
Expenses:			
Advertising	23,127		23,127
Automobile ¹	14,046	(14,046)	0
Bank Charges	8,525		8,525
Charitable Contributions ²	200	(200)	0
Cleaning & Laundry	293		293
Dental Supplies	31,652		31,652
Depreciation ³	35,494	(35,494)	0
Dues & Subscriptions	1,185		1,185
Education & Seminar	1,519		1,519
Employee Benefit Programs	1,340		1,340
Equipment Lease ⁴	422	(422)	0
Gifts ⁵	4,351	(4,351)	0
Insurance	80,269		80,269
Insurance - Worker's Comp	4,897		4,897
Interest Expense ⁶	21,172	(21,172)	0
Laboratory	32,735		32,735
Legal & Professional	71,032	(71,032)	0
Licenses	872		872
Meals and Entertainment ⁷	8,167	(8,167)	0
Employee overtime Meal ⁷	646	(646)	0
Office Expense	10,924		10,924
Office Supplies	6,742		6,742
Outside Contract Services ⁸	142,822	(142,822)	0
Parking & Tolls	50		50
Pension Plan	81,949	(60,000)	21,949
Pension Plan Service	2,475		2,475
Postage	1,358		1,358
Printing & Reproduction	234		234
Promotion	6,710		6,710
Rent	101,704		101,704
Repairs & Maintenance	2,214		2,214
Salaries & Wages	610,418	(370,000)	240,418
Software Support	2,370		2,370
Taxes			
Income	1,419		1,419
Payroll	41,110		41,110
Property	3,070		3,070
Temp Help ⁹	1,636	(1,636)	0
Telephone	2,695		2,695
Travel ¹⁰	5,910	(5,910)	0
Utilities	6,620		6,620
TOTAL EXPENSES	1,374,373		
TOTAL ADJUSTMENTS		(735,896)	
TOTAL ADJUSTED EXPENSES			638,476
NET PROFIT	120,035		855,931
ADJUSTED NET PROFIT			855,931

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Charitable Contributions: Considered of personal benefit to the owner.
- 3.) Depreciation: Considered a non-cash expense.
- 4.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 5.) Gifts: 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.) Outside Services: Adjustment reflects estimated salary paid to Associate working in practice.
Pension Plan: Adjustment considered of personal benefit to the owner.
Salaries & Wages: Adjustment reflects Doctor's salary of \$250,000, and Shareholder's/Family members salaries of \$50,000 and \$70,000, considered of personal benefit.
- 9.) Temp Help: Considered a one-time, non-recurring expense to new Owner.
- 10.) 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.**