

PROFORMA INCOME STATEMENT

PRACTICE # DN-1031 12-month P&L

**Office closed due to Covid from March 15 - July 7, 2020*

	Jan - Dec 2020	Adjustments	Proforma
Gross Receipts	820,403		820,403
Interest Income	79		79
Refunds	(5,691)		(5,691)
Net Receipts	814,791		814,791
Expenses:			
Advertising	13,999		13,999
Automobile ¹	5,233	(5,233)	0
Lease ¹	16,582	(16,582)	0
Bank Charges	4,673		4,673
Dental Supplies	32,539		32,539
Depreciation ²	34,742	(34,742)	0
Dues & Subscriptions	1,580		1,580
Education & Seminar	281		281
Employee Benefit Programs	340		340
Equipment Lease ³	687	(687)	0
Gifts ⁴	3,428	(3,428)	0
Insurance ⁵	90,280	(14,940)	75,340
Insurance - Worker's Comp	4,449		4,449
Interest Expense ⁶	18,194	(18,194)	0
Laboratory	29,155		29,155
Legal & Professional	5,760		5,760
Licenses	240		240
Meals ⁷	4,373	(4,373)	0
Employee overtime Meal ⁷	399	(344)	55
Office Expense	7,092		7,092
Office Supplies	3,557		3,557
Outside Contract Services ⁸	82,585	(82,585)	0
Parking & Tolls	12		12
Pension Plan	48,925		48,925
Pension Plan Service	2,975		2,975
Postage	1,322		1,322
Promotion	2,233		2,233
Rent	96,411		96,411
Repairs & Maintenance	4,491		4,491
Salaries & Wages ⁹	249,271	(154,539)	94,732
Software Support	4,538		4,538
Taxes			
Income	1,776		1,776
Payroll	19,621		19,621
Property	1,685		1,685
Temporary ¹⁰	590	(590)	0
Telephone	2,972		2,972
Training Expense	2,900		2,900
Travel ¹¹	495	(495)	0
Utilities	5,521		5,521
TOTAL EXPENSES	805,908		
TOTAL ADJUSTMENTS		(336,731)	
TOTAL ADJUSTED EXPENSES			469,176
NET PROFIT	8,883		345,615
ADJUSTED NET PROFIT			345,615

NOTES

- 1.) Automobile: Lease and expenses considered of personal benefit to the owner.
- 2.) Depreciation: Considered a non-cash expense.
- 3.) Equipment Lease: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 4.) Gifts: Considered of personal benefit to the owner.
- 5.) Insurance: Adjusted for owner's portion: 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.
- 9.) Salaries & Wages: Adjustment reflects Doctor's salary of \$109,539, and Shareholder's/Family members salaries of \$45,000. Considered of personal benefit.
- 10.) Temp Help: Considered a one-time, non-recurring expense to new Owner.
- 11.) 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.