

PROFORMA INCOME STATEMENT
PRACTICE #HG-1068 12monthP&L

| | Jan - Dec 2019 | Adjustments | Proforma |
|---|----------------|----------------|----------------|
| Gross Receipts | 474,921 | | 474,921 |
| Returns & Allowances | (15) | | (15) |
| Net Receipts | 474,906 | | 474,906 |
| Expenses: | | | |
| Advertising | 2,034 | | 2,034 |
| Alarm | 333 | | 333 |
| Automobile ¹ | 1,765 | (1,765) | 0 |
| Bank Service Charge | 250 | | 250 |
| Computer Expense | 11,302 | | 11,302 |
| Continuing Education | 444 | | 444 |
| Contributions ² | 1,715 | (1,715) | 0 |
| Credit Card Discounts | 5,472 | | 5,472 |
| Dental Supplies | 31,304 | | 31,304 |
| Depreciation ³ | 474 | (474) | 0 |
| Dues & Subscriptions | 275 | | 275 |
| Employee Recognition ⁴ | 513 | (513) | 0 |
| Gifts ⁵ | 32 | (32) | 0 |
| Insurance | | | |
| Fire-Building & Contents ⁶ | 2,035 | (2,035) | 0 |
| Liability & Malpractice | 2,449 | | 2,449 |
| Workers Comp | 1,415 | | 1,415 |
| Interest Expense ⁷ | 2,291 | (2,291) | 0 |
| Internet | 3,787 | | 3,787 |
| Laboratory | 33,039 | | 33,039 |
| Licenses & Permits | 2,742 | | 2,742 |
| Office Supplies | 5,705 | | 5,705 |
| Parking | 15 | | 15 |
| Payroll Processing Fee | 1,426 | | 1,426 |
| Pension Plan Expense | 670 | | 670 |
| Postage & Delivery | 325 | | 325 |
| Professional Fees-Legal & Accounting | 6,550 | | 6,550 |
| Rent ⁸ | 31,000 | 23,000 | 54,000 |
| *Potential Rental Income ⁹ | | (14,400) | (14,400) |
| Repairs & Maintenance ¹⁰ | 1,702 | (1,702) | 0 |
| Salaries & Wages | 136,396 | | 136,396 |
| Taxes | | | |
| Equipment | 2,509 | | 2,509 |
| Payroll | 11,639 | | 11,639 |
| Property ¹¹ | 1,616 | (1,616) | 0 |
| Telephone | 3,083 | | 3,083 |
| Travel, Meals & Entertainment ¹² | 1,620 | (1,620) | 0 |
| Uniforms | 120 | | 120 |
| Utilities | 6,391 | | 6,391 |
| TOTAL EXPENSES | 314,438 | | |
| TOTAL ADJUSTMENTS | | (5,162) | |
| TOTAL ADJUSTED EXPENSES | | | 309,276 |
| NET PROFIT | 160,468 | | 165,630 |
| ADJUSTED NET PROFIT | | | 165,630 |

| NOTES | |
|---|--|
| 1.) | Automobile: Considered of personal benefit to the owner. |
| 2.) | Contributions: Considered of personal benefit to the owner. |
| 3.) | Depreciation - Equipment: Considered a non-cash expense. |
| 4.) | Employee Recognition: Considered of personal benefit to the owner. |
| 5.) | Gifts: Considered of personal benefit to the owner. |
| 6.) | Insurance: Considered of personal benefit to the owner. |
| 7.) | Interest Expense - Loan: Assume Debt-Free. A new owner will have his/her own debt structure as it pertains to the purchase of the practice. |
| 8.) | Rent: Seller owns building. Adjusted to reflect estimated annualized rent expenses based on \$4,500.00 monthly rent. |
| 9.) | *Potential Rental Income: *Property includes ~1,000 sf space that if purchased, Buyer can lease for rental income of approximately \$1,200.00/month. |
| 10.) | Repairs & Maintenance: Adjustment considered of personal benefit to the owner. |
| 11.) | Taxes-Property: Considered of personal benefit of the owner. |
| 12.) | Travel, Meals & Entertainment: 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. | |