

PROFORMA INCOME STATEMENT

PRACTICE #HG-987 12-month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	1,004,363		1,004,363
Fee Adjustments	(2,281)		(2,281)
Net Receipts	1,002,081		1,002,081
Expenses:			
Accounting	2,350		2,350
Advertising			
ATT	2,558		2,558
Classified	520		520
Newspaper	522		522
Tahoe Telephone	3,650		3,650
Website ¹	8,887	(8,000)	887
Automobile ²	5,789	(5,789)	0
Bank Fees ³	11,517	(250)	11,267
Bookkeeping	11,499		11,499
Computer & Software			
Hardware & Software Support	2,705		2,705
Continuing Education ⁴			
Officer Continuing Education ⁴	3,196	(3,196)	0
Officer Continuing Education Travel ⁴	5,382	(5,382)	0
Staff Continuing Education ⁴	3,117	(3,117)	0
Dental Supplies	53,710		53,710
Patterson Dental Supplies	30,897		30,897
Depreciation ⁵			
Equipment ⁵	975	(975)	0
Dues & Subscriptions ⁶	5,430	(5,030)	400
Electronic Services	2,745		2,745
Equipment Repair & Maintenance			
Office Equipment Repair & Maintenance	816		816
Dental Equipment Repair & Maintenance	2,384		2,384
Insurance			
Auto ⁷	3,227	(3,227)	0
Business & Liability	2,559		2,559
Disability ⁷	9,409	(9,409)	0
Health - Staff	17,863		17,863
Health ⁷	16,038	(16,038)	0
Life ⁷	2,193	(2,193)	0
Malpractice ⁷	5,868	(2,934)	2,934
Workers Comp	4,473		4,473
Janitorial ⁸	7,652	(500)	7,152
Laboratory	46,854		46,854
Laundry & Linen	1,140		1,140
Legal & Professional ⁹	1,211	(1,211)	0
Licenses & Permits ¹⁰	4,728	(1,418)	3,310
Meals & Entertainment ¹¹	8,796	(8,796)	0
Medical Cost & Reimbursement ¹²	4,749	(4,749)	0
Office Supplies ¹³	10,313	(1,500)	8,813

Patient Communication System	4,548		4,548
Postage	1,661		1,661
Promotion			
Gift & Donations ¹⁴	268	(268)	0
Non-Profit Organization ¹⁴	2,400	(2,400)	0
Patient Promotion	5,655		5,655
Rent ¹⁵	91,200	(12,000)	79,200
Repairs & Maintenance	5,014		5,014
Landscaping ¹⁶	4,473	(1,000)	3,473
Snow Removal	2,382		2,382
Retirement Plan			
Administration & Maintenance Fees ¹⁷	5,685	(5,685)	0
Salaries & Wages			
Hygiene	70,794		70,794
Staff ¹⁸	191,076	(50,000)	141,076
Salary-Officer ¹⁹	117,200	(117,200)	0
Security System Monitoring	924		924
Taxes			
Payroll - Officer ²⁰	9,564	(9,564)	0
Payroll - Staff ²⁰	22,402	(4,329)	18,073
Property	15,135		15,135
State	800		800
Telephone	6,290		6,290
Uniforms	689		689
Utilities	14,694		14,694
TOTAL EXPENSES	878,578		
TOTAL ADJUSTMENTS		(286,160)	
TOTAL ADJUSTED EXPENSES			592,418
NET PROFIT	123,503		409,663
ADJUSTED NET PROFIT			409,663

NOTES

- 1.) Advertising - Webiste: Adjustment considered one-time, non recurring expense.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Bank Fees - Line of Credit: Considered of personal benefit to the owner.
- 4.) Continuing Education: Adjustment considered of personal benefit to the owner.
- 5.) Depreciation: Considered of a non-cash expense.
- 6.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 7.) Insurance: Category adjustments considered of personal benefit to the owner.
- 8.) Janitorial: Adjustment considered of personal benefit to the owner.
- 9.) Legal & Professional: Considered of personal benefit to the owner.
- 10.) Licenses & Permits: Adjustment considered of personal benefit to the owner.
- 11.) Meals and Entertainment: Considered of personal benefit to the owner.
- 12.) Medical Cost & Reimbursement: Considered of personal benefit to the owner.
- 13.) Office Supplies: Adjustment considered of personal benefit to the owner.
- 14.) Promotions: Considered one-time, non-recurring expense, of personal benefit to the owner.
- 15.) Rent: Seller owns building. Adjusted to normalize annual rent for new Buyer.
- 16.) Landscaping: Adjustment considered of personal benefit to the owner.
- 17.) Administration & Maintenance Fees: Considered of personal benefit to the owner.
- 18.) Salaries & Wages/Staff: Adjustment considered of personal benefit to the owner.
- 19.) Salary-Officer: Considered of personal benefit to the owner.
- 20.) Taxes: Adjustment reflects Seller's estimated payroll taxes, of personal benefit to 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.**

