

PROFORMA INCOME STATEMENT

PRACTICE #HG-987 12-month P&L

	Jan - Dec 2019	Adjustments	Proforma
Gross Receipts	954,877		954,877
Fee Adjustments	(4,965)		(4,965)
Net Receipts	949,912		949,912
Expenses:			
Accounting	5,515		5,515
Advertising			
ATT	1,344		1,344
Classified	110		110
Newspaper	406		406
Tahoe Telephone	3,150		3,150
Website	280		280
Automobile ¹	18,049	(18,049)	0
Bank Fees ²	6,676	(250)	6,426
Bookkeeping	13,037		13,037
Computer & Software	1,116		1,116
Hardware & Software Support	2,091		2,091
Continuing Education			
Officer Continuing Education	380		380
Officer Continuing Education Travel	758		758
Staff Continuing Education	2,509		2,509
Other	200		200
Dental Supplies	37,147		37,147
Patterson Dental Supplies	24,363		24,363
Depreciation ³			
Equipment ³	14,443	(14,443)	0
Dues & Subscriptions	421		421
Electronic Services	2,199		2,199
Equipment Repair & Maintenance			
Office Equipment Repair & Maintenance	1,012		1,012
Dental Equipment Repair & Maintenance	1,284		1,284
Insurance			
Auto ⁴	348	(348)	0
Business & Liability	3,478		3,478
Disability ⁴	9,512	(9,512)	0
Health - Staff	21,402		21,402
Health ⁴	16,657	(16,657)	0
Life ⁴	1,680	(1,680)	0
Workers Comp	3,375		3,375
Janitorial	6,125		6,125
Laboratory	29,061		29,061
Laundry & Linen	1,220		1,220
Legal & Professional	2,600		2,600
Licenses & Permits	4,727		4,727
Meals & Entertainment ⁵	4,237	(4,237)	0
Medical Cost & Reimbursement ⁶	1,378	(1,378)	0
Miscellaneous	1,476		1,476
Office Supplies	5,223		5,223

Practice #HG-987 (draft)

****Above data has not been audited by Western Practice Sales.
It is the Buyer's responsibility to verify if information is true and correct.**

Patient Communication System	2,732		2,732
Postage	768		768
Promotion			
Non-Profit Organization ⁷	2,100	(2,100)	0
Patient Promotion	3,957		3,957
Rent ⁸	91,200	(12,000)	79,200
Repairs & Maintenance	1,274		1,274
Landscaping ⁹	4,382	(1,000)	3,382
Snow Removal	4,901		4,901
Salaries & Wages			
Hygiene	69,708		69,708
Staff ¹⁰	172,894	(50,000)	122,894
Salary-Officer ¹¹	90,000	(90,000)	0
Security System Monitoring	693		693
Taxes			
Payroll - Staff ¹²	27,764	(4,329)	23,435
Property	15,382		15,382
State	800		800
Telephone	5,159		5,159
Uniforms	263		263
Utilities	14,871		14,871
TOTAL EXPENSES		757,839	
TOTAL ADJUSTMENTS			(225,983)
TOTAL ADJUSTED EXPENSES			531,855
NET PROFIT		192,073	418,057
ADJUSTED NET PROFIT			418,057

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Bank Fees - Line of Credit: Considered of personal benefit to the owner.
- 3.) Depreciation: Considered of a non-cash expense.
- 4.) Insurance: Category adjustments considered of personal benefit to the owner.
- 5.) Meals and Entertainment: Considered of personal benefit to the owner.
- 6.) Medical Cost & Reimbursement: Considered of personal benefit to the owner.
- 7.) Promotions: Considered one-time, non-recurring expense, of personal benefit to the owner.
- 8.) Rent: Seller owns building. Adjusted to normalize annual rent for new Buyer.
- 9.) Landscaping: Adjustment considered of personal benefit to the owner.
- 10.) Salaries & Wages/Staff: Adjustment considered of personal benefit to the owner.
- 11.) Salary-Officer: Considered of personal benefit to the owner.
- 12.) Taxes: Adjustment reflects Seller's estimated payroll taxes, of personal benefit to owner.

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