

PROFORMA INCOME STATEMENT
PRACTICE #BG-1085 12month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	1,401,805		1,401,805
Interest Income	3		3
Other Income	17,273		17,273
Patient Refunds	(7,341)		(7,341)
Services	(4,467)		(4,467)
Tax Refund	4,944	(4,944)	0
Net Receipts	1,412,217		1,407,273
Expenses:			
Accounting	9,175		9,175
Advertising	207		207
Ask My Accountant	786		786
Automobile ²	14,362	(14,362)	0
Bank Charges	272		272
Business Development	65		65
Charitable Contributions ³	550	(550)	0
Computer Expenses	1,353		1,353
Consulting ⁴	21,960	(21,960)	0
Continuing Education	450		450
Dental Supplies	98,558		98,558
Dues & Subscriptions	3,872		3,872
Dues ⁵	1,844	(1,844)	0
Employee Benefit Programs			
Disability	7,122		7,122
Workers Comp	9,374		9,374
Insurance			
General Liability	6,231		6,231
Life	75		75
Malpractice ⁶	4,385	(4,385)	0
Medical ⁶	42,577	(15,287)	27,290
Refund	87		87
Interest Expense ⁷	2,219	(2,219)	0
Laboratory	125,275		125,275
Laundry & Linen	1,307		1,307
Licenses & Permits	4,553		4,553
Marketing	4,316		4,316
Meals & Entertainment ⁸	3,606	(3,606)	0
Medical + Chiropractic Expenses ⁹	1,071	(1,071)	0
Merchant Fees + Care Credit	19,009		19,009
Office Supplies	12,138		12,138
OSHA Supplies	751		751
Outside Services/Temporary Help ¹⁰	85,069	(64,301)	20,768
Parking & Tolls	101		101
Payroll Processing Fees	2,322		2,322
Penalties	92		92
Pension & Profit Sharing ¹¹	26,033	(19,339)	6,694
Pension Plan Admin Fees	3,005		3,005
Postage	562		562
Printing	1,114		1,114
Professional Fees	180		180
Rent ¹²	57,600		57,600
Suspense (Void)	160		160
Repairs & Maintenance ¹³	22,571		22,571
Salaries & Wages	274,171		274,171
Associates ¹⁴	118,135	(118,135)	0
Hygiene	113,060		113,060
Salary-Doctors ¹⁵	204,000	(204,000)	0
Security	806		806
Taxes			
CA Franchise	1,705		1,705
Federal	2,277		2,277
Payroll ¹⁶	51,507	(8,000)	43,507
Property	781		781
Telephone	11,689		11,689
Uniforms	2,860		2,860
Utilities	7,746		7,746
TOTAL EXPENSES	1,385,098		
TOTAL ADJUSTMENTS		(479,059)	
TOTAL ADJUSTED EXPENSES			906,040
NET PROFIT	27,118		501,234
ADJUSTED NET PROFIT			501,234

NOTES

- 1.) Other Income: Delta Dental Settlement that reflects actual dental revenue.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Charitable Contributions: Considered of personal benefit to the owner.
- 4.) Consulting: Considered a non-recurring expense.
- 5.) Dues: Considered of personal benefit to the owner.
- 6.) Insurance-Malpractice: Considered of personal benefit to the owner.
- 6.) Insurance-Medical: Adjustment reflects \$7,8973+ for Doctor's Medical and \$7,413+ for Doctor's Life Insurances.
- 7.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 8.) Meals & Entertainment: Considered of personal benefit to the owner.
- 9.) Medical & Chiropractic Expense: Considered of personal benefit to the owner.
- 10.) Outside Services: Estimated salary paid to Associate DDS for temporary coverage services.
- 11.) Pension & Profit Sharing: Considered of personal benefit to the owner.
- 12.) Rent: Adjusted to reflect annualized rent based on \$4,800.00/month x 12 = \$57,600.00/yr.
- 13.) Repairs & Maintenance: Cost includes Computer, Office clean-up, Plumbing & Equipment Repair.
- 14.) Salaries & Wages-Associates: Estimated salary paid to Associate DDS working in office.
- 15.) Salary-Doctors: Doctor's draw, considered of personal benefit to the owner.
- 16.) Taxes - Payroll: Adjustment reflects Doctor's portion of payroll taxes.

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