

PROFORMA INCOME STATEMENT
PRACTICE #JN-1128 & JN-1129

	Dr G	Dr M	Combined	Adjustments	Proforma
Gross Receipts	454,887	376,645	831,532		831,532
Other Income	13		13		13
Returns and Allowances	(1,275)	(524)	(1,799)		(1,799)
Net Receipts	453,625	376,121	829,746		829,746
Expenses:					
Advertising, Marketing & Promotion	1,228		1,228		1,228
Bank Charges & Merchant Fees	6,067	3,500	9,567		9,567
CE, Conferences, Books & Seminars	2,234	800	3,034		3,034
Dental Supplies ¹	33,248	27,202	60,450	(11,000)	49,450
Dues & Subscriptions	3,480	50	3,530		3,530
Insurance	12,172	11,097	23,269		23,269
Laboratory	26,865	37,973	64,838		64,838
Laundry & Uniforms	2,180		2,180		2,180
Licenses, Payroll and Other Taxes	14,422	4,563	18,985		18,985
Mortgage (estimated) ²				37,813	37,813
Office Expense (Administrative)	14,701	27,105	41,806		41,806
Office Supplies	4,655		4,655		4,655
Postage, Printing & Shipping	1,096	1,374	2,470		2,470
Professional Fees: Legal & Accounting	12,270		12,270		12,270
Rent ³	40,341		40,341	(40,341)	0
Repairs & Maintenance ⁴	6,549	13,413	19,962	(14,962)	5,000
Salaries & Wages ⁵	112,176	131,531	243,707	(58,490)	185,217
Security, Janitorial, Gardening & Garbage	4,996		4,996		4,996
Telephone, Answering Service & Utilities ⁶	25,813	14,841	40,654	(2,860)	37,794
TOTAL EXPENSES	324,493	273,449	597,942		
TOTAL ADJUSTMENTS				(89,840)	
TOTAL ADJUSTED EXPENSES					508,102
NET PROFIT	129,132	102,672	231,804		321,644
ADJUSTED NET PROFIT					321,644

NOTES

- 1) Dental Supplies: Adjusted to normalize to industry standards for a practice of this size.
- 6.) Mortgage (estimated): One of the Sellers owns building. Adjustment reflects annual mortgage payment new Owner would expect to pay with purchase price of \$650,000 with 20% down and amortized for 20 yrs. @ 4%. The monthly payment would be approximately \$3,151.10
- 3) Rent: Adjusted for rent which will no longer paid by new Owner purchasing building.
- 4) Repairs & Maintenance: Adjusted to normalize to industry standards for a practice of this size
- 5) Salaries & Wages: Adjust for estimated payroll for wages paid to employees whose positions will no long be required post practice merger.
- 6.) Telephone, Answering Service & Utilities: Adjusted for duplicate utilities that will not be required post practice merger.

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