

PROFORMA INCOME STATEMENT

PRACTICE #HG-1116 12-month P&L

*Office closed due to Covid from March 14 - June 7, 2020

	Jan - Dec 2020	Adjustments	Proforma
Gross Receipts	579,752		579,752
Interest Income	275		275
Miscellaneous Income	8,000		8,000
Other Income ¹	88,386		88,386
Returns & Allowances	(2,356)		(2,356)
Net Receipts	674,057		674,057
Expenses:			
Accounting	10,634		10,634
Advertising	3,577		3,577
Amortization ²	30,042	(30,042)	0
Automobile ³	8,134	(8,134)	0
Bank Charges	12		12
Billing Service	11,148		11,148
Computer Expenses	8,932		8,932
Continuing Education & Meetings	89		89
Contract Services	600		600
Dental Supplies	27,409		27,409
Depreciation + Section 179 ⁴	18,973	(18,973)	0
Insurance			
Business Overhead	2,680		2,680
Health - Officer ⁵	8,229	(8,229)	0
Life - Officer ⁵	183	(183)	0
Malpractice	2,191		2,191
Other	1,848		1,848
Property	1,449		1,449
Workers Comp	2,422		2,422
Interest Expense ⁶	12,708	(12,708)	0
Janitorial	374		374
Laboratory	48,133		48,133
Laundry & Uniform	777		777
Management Consultant ⁷	6,000	(6,000)	0
Meals ⁸	1,100	(1,100)	0
Merchant Fees	3,072		3,072
Office Supplies & Expenses	8,309		8,309
Postage	416		416
Rent	29,100		29,100
Business Use of Home ⁹	8,494	(8,494)	0
Repairs & Maintenance	6,074		6,074
Retirement Contribution	4,375		4,375
Officer ¹⁰	3,012	(3,012)	0
S Corp Distribution ¹⁰	2,851	(2,851)	0
Salaries & Wages			
Assistant	40,233		40,233
Hygiene	92,940		92,940
Office	63,480		63,480
Salary-Officer ¹¹	100,385	(100,385)	0
Small Equipment ¹²	2,001	(2,001)	0
Taxes, Fees & Licenses	1,968		1,968
FTB Corporate	1,068		1,068
Sales	2,869		2,869
Payroll-Officer ¹³	5,699	(5,699)	0
Payroll-Staff	17,861		17,861
Telephone	3,755		3,755
Utilities	6,494		6,494
TOTAL EXPENSES	612,102		
TOTAL ADJUSTMENTS		(207,811)	
TOTAL ADJUSTED EXPENSES			404,290
NET PROFIT	61,955		269,767
ADJUSTED NET PROFIT			269,767

NOTES

- 1.) Other Income: EIDL & PPP Loan funds not relevant for new Buyer.
- 2.) Amortization: Considered a non-cash expense.
- 3.) Automobile: Considered of personal benefit to the owner.
- 4.) Depreciation: Considered a non-cash expense.
- 5.) Insurance Health & Life-Officer: Considered of personal benefit to the owner.
- 6.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 7.) Management Consultant: Considered of personal benefit to the owner.
- 8.) Meals: Considered of personal benefit to the owner.
- 9.) Rent: Adjustment considered of personal benefit to the owner.
- 10.) Retirement Contribution: Adjustment considered of personal benefit to the owner.
- 11.) Salary-Officers: Considered of personal benefit to the owner.
- 12.) Small Equipment: Considered a one-time, non-recurring expense.
- 13.) Taxes-Payroll: Adjustment reflect Doctor's estimated payroll taxes, of personal benefit.

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