

PROFORMA INCOME STATEMENT

PRACTICE #EN-1329

**Office closed due to Covid from March 16 - June 2, 2020*

	Year end 2020	Adjustments	Proforma
Gross Receipts	797,187		797,187
Net Receipts	797,187		797,187
Expenses:			
Accounting	14,742		14,742
Advertising	981		981
Amortization ¹	42	(42)	0
Automobile ²	1,380	(1,380)	0
Bank Charges	10,094		10,094
Collection Fees	1,643		1,643
Computer Expenses	19,090		19,090
Dental Supplies	66,792		66,792
Depreciation ³	14,582	(14,582)	0
Dues & Subscriptions	3,162		3,162
Equipment Rental ⁴	146	(146)	0
Insurance	11,252		11,252
Interest Expense ⁵	1,192	(1,192)	0
Janitorial	3,543		3,543
Laboratory	75,059		75,059
Laundry & Cleaning	36		36
License & Fees	846		846
Meals ⁶	619	(619)	0
Mortgage - estimate ⁷		35,530	35,530
Condo Association Dues	11,891		11,891
Office Expense	22,411		22,411
Outside Services	376		376
Parking & Tolls	25		25
Patient Refunds	2,862		2,862
Pension & Profit Sharing	6,243		6,243
Pension Plan Administration ⁸	2,622	(2,622)	0
Postage	1,317		1,317
Printing	1,828		1,828
Promotion	9,315		9,315
Repairs & Maintenance	4,956		4,956
Returned Checks	63		63
Salaries & Wages ⁹	253,177	(18,000)	235,177
Security	258		258
Staff Expense ¹⁰	9,082	(9,082)	0
Storage	1,908		1,908
Taxes & Licenses	30,995		30,995
Telephone	8,043		8,043
Uniforms	1,186		1,186
Utilities	4,643		4,643
TOTAL EXPENSES	598,402		
TOTAL ADJUSTMENTS		(12,135)	
TOTAL ADJUSTED EXPENSES			586,267
NET PROFIT	198,785		210,920
ADJUSTED NET PROFIT			210,920

NOTES

- 1.) Amortization: Considered a non-cash expense.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Depreciation: Considered a non-cash expense.
- 4.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 5.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 6.) Meals: Considered of personal benefit to the owner.
- 7.) Mortgage: Seller owns building. Adjustment reflects estimated annual mortgage payment new Owner would expect to pay with purchase price of \$825,000 with 20% down amortized for 25 yrs @ 2.5%. The monthly payment would be approximately \$2,960.87
- 8.) Pension & Profit Sharing Administration: Fees considered of personal benefit to the owner.
- 9.) Salaries & Wages: Adjusted for Family members wages whose positions will be not required by new owner.
- 10.) Staff Expense: Considered of personal benefit to the 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.**