

PROFORMA INCOME STATEMENT
PRACTICE #DG-1356 12-month P&L

	Jan - Dec 2021	Adjustments	Proforma
Gross Receipts	861,678		861,678
Other Income ¹	119,213	(119,213)	0
Refunds	(2,734)		(2,734)
Net Receipts	978,158		858,945
Expenses:			
Bank Service Charges	139		139
Computer Service & Maintenance	4,145		4,145
Continuing Education & Seminars	1,428		1,428
Credit Card Merchant Fees	9,432		9,432
Dental Supplies	77,800		77,800
Dues & Subscriptions	1,542		1,542
Employee Benefit Programs			
Medical	27,830		27,830
Life-Group	513		513
Equipment Lease ²	561	(561)	0
Financial Advisory Services	10,121		10,121
Insurance			
General Liability	2,440		2,440
Overhead	350		350
Workers Comp	2,586		2,586
Interest Expense ³	5,110	(5,110)	0
Janitorial	12,448		12,448
Laboratory	46,845		46,845
Laundry & Uniform	861		861
Office Expense	18,257		18,257
Postage	3,462		3,462
Rent	30,036		30,036
Repairs & Maintenance	3,783		3,783
Retirement Administration	3,075		3,075
Salaries & Wages			
Assistants	105,880		105,880
Hygienists	97,141		97,141
Office ⁴	192,015	(91,856)	100,159
Storage	455		455
Taxes & Licenses	2,742		2,742
Taxes			
Payroll	31,543		31,543
Property	520		520
Telephone	8,118		8,118
Utilities	6,006		6,006
Waste Disposal	112		112
TOTAL EXPENSES	707,296		
TOTAL ADJUSTMENTS		(97,526)	
TOTAL ADJUSTED EXPENSES			609,770
NET PROFIT	270,861		249,175
ADJUSTED NET PROFIT			249,175

NOTES

- 1.) Other Income: Covid Relief Grant/Stimulus funds are not relevant to the Buyer.
- 2.) Equipment Lease: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 3.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 4.) Salaries & Wages-Office: Adjustment for estimated salary for Office Manager who is planning to retire and will be replaced by the 2 key staff members who have been hired.

****Above data has not been audited by Western Practice Sales.**

It is the Buyer's responsibility to verify if information is true and correct.