

PROFORMA INCOME STATEMENT
PRACTICE #IN-1349 12-month P&L

	Jan-Dec 2021	Adjustments	Proforma
Gross Receipts	522,282		522,282
Other Income-Loan Forgiven ¹	50,776	(50,776)	0
COVID Grant ¹	15,000	(15,000)	0
Interest Income	2		2
Refunds	(3,237)		(3,237)
Net Receipts	584,824		519,048
Expenses:			
Accounting	8,421		8,421
Advertising & Website	6,436		6,436
Amortization ²	11,333	(11,333)	0
Automobile ³	2,292	(2,292)	0
Bank Service Fees & Charges	4,073		4,073
Continuing Education	2,481		2,481
Dental Supplies	57,685		57,685
Depreciation ⁴	20,583	(20,583)	0
Donations/Contributions ⁵	3,364	(3,364)	0
Drugs Supplies	91		91
Dues & Subscriptions ⁶	4,360	(1,000)	3,360
Gifts ⁷	274	(274)	0
Insurance			
Disability	5,456		5,456
Liability	327		327
Workers Comp	4,416		4,416
Interest Expense ⁸	16,603	(16,603)	0
Laboratory	30,792		30,792
Laundry & Cleaning	114		114
Licenses & Permits	5,596		5,596
Meals ⁹	291	(291)	0
Office Supplies	17,348		17,348
Penalty	520		520
Postage & Delivery	259		259
Rent ¹⁰	39,000	(20,016)	18,984
Repairs & Maintenance	600		600
Salaries & Wages ¹¹	246,342	(131,268)	115,074
Security	1,166		1,166
Small Medical Equipment ¹²	32	(32)	0
Software Support Services	6,126		6,126
Taxes	1,279		1,279
Payroll ¹³	20,255	(12,153)	8,102
Property	3,799		3,799
Use Tax	430		430
Telephone	4,794		4,794
Travel ¹⁴	301	(301)	0
Utilities	7,424		7,424
Waste Disposal	522		522
TOTAL EXPENSES	535,186		
TOTAL ADJUSTMENTS		(219,511)	
TOTAL ADJUSTED EXPENSES			315,675
NET PROFIT	49,638		203,373
ADJUSTED NET PROFIT			203,373

NOTES

- 1.) Covid Grant Funds and Loan Forgiveness are non-relevant to the 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.) Donations: Considered of personal benefit to the owner.
- 6.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 7.) Gifts: Considered of personal benefit to the owner.
- 8.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 9.) Meals: Considered of personal benefit to the owner.
- 10.) Rent: Seller owns building. Adjustment reflects annual mortgage payment new Owner would expect to pay with purchase price of \$395,000 with 20% down, amortized for 25 yrs @ 3.5%. The monthly payment would be approximately \$1,581.97
- 11.) Salaries & Wages: Adjusted Doctor & Spouse salaries, considered of personal benefit.
- 12.) Small Equipment: Considered a one-time, non-recurring expense, of personal benefit.
- 13.) Taxes-Payroll: Adjusted Doctor's estimated payroll taxes, considered personal benefit.
- 14.) Travel: 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.**