

PROFORMA INCOME STATEMENT
PRACTICE #CC-1389 12-month P&L

	Jan - Dec 2021	Adjustments	Proforma
Gross Receipts	1,091,555		1,091,555
Other Income ¹	100,920	(100,920)	0
Returns and Allowances	(1,964)		(1,964)
Net Receipts	1,190,511		1,089,591
Expenses:			
Accounting ⁴	13,560		13,560
Advertising	923		923
Automobile ²	7,770	(7,770)	0
Bank Charges	11,407		11,407
Computer Expenses	10,861		10,861
Dental Supplies	49,952		49,952
Dues & Subscriptions	5,105		5,105
Equipment Lease ³	1,776	(1,776)	0
Insurance			
Health	2,277		2,277
Liability	5,258		5,258
Other	816		816
Workers Comp	1,347		1,347
Interest Expense ⁴	6,010	(6,010)	0
Janitorial ⁵	12,353	(5,153)	7,200
Laboratory	86,090		86,090
Laundry & Uniforms ⁶	1,530	(140)	1,390
Legal & Professional	2,705		2,705
Licenses & Fees ⁷	2,688	(728)	1,960
Marketing	4,225		4,225
Meals ⁸	6,951	(6,951)	0
Office Supplies	7,546		7,546
Oral Surgery for Implant Cases	85,000		85,000
Outside Services ⁹	5,756	(484)	5,272
Postage & Delivery	1,055		1,055
Rent ¹⁰	78,000	(6,000)	72,000
Repairs & Maintenance	7,845		7,845
Salaries & Wages			
Pre-Tax Benefits	(642)		(642)
Assistants & Admin	103,181		103,181
Hygiene	86,901		86,901
Salary-Officer ¹¹	150,500	(150,500)	0
Staff Meeting	1,741		1,741
Taxes			
Payroll ¹²	26,249	(11,197)	15,052
Property	757		757
Telephone ¹³	2,178		2,178
Utilities	13,488	(2,956)	10,532
TOTAL EXPENSES	803,159		
TOTAL ADJUSTMENTS		(199,665)	
TOTAL ADJUSTED EXPENSES			603,494
NET PROFIT	387,352		486,097
ADJUSTED NET PROFIT			486,097

NOTES
1.) Other Income: CA Relief Grant & PPP Funds are non-relevant to Buyer.
2.) Automobile: Considered of personal benefit to the owner.
3.) Equipment Lease: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
4.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
5.) Janitorial: Adjustment considered of personal benefit to the owner.
6.) Laundry & Uniforms: Adjustment considered of personal benefit to the owner.
7.) Licenses & Fees: Adjustment considered of personal benefit to the owner.
8.) Meals: Considered of personal benefit to the owner.
9.) Outside Services: Adjustment considered of personal benefit to the owner.
10.) Rent: Normalized to reflect annual Fair Market Rent expense.
11.) Salary-Officer: Considered of personal benefit to the owner.
12.) Taxes-Payroll: Adjusted Dr's estimated payroll taxes.
13.) 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.