

PROFORMA INCOME STATEMENT
PRACTICE #GN-1408 12-month P&L

	Jan - Dec 2021	Adjustments	Proforma
Gross Receipts	1,464,782		1,464,782
Miscellaneous Production	30		30
Other Income	814		814
Refunds	(4,753)		(4,753)
Adjustments	(12,340)		(12,340)
Net Receipts	1,448,533		1,448,533
Expenses:			
Accounting & Tax Planning	2,425		2,425
Advertising	14,465		14,465
Answering Service	1,879		1,879
Aquarium Expense	3,512		3,512
Automobile ¹	4,102	(4,102)	0
Bank & Merchant Charges	36,523		36,523
Billing & Collection	2,841		2,841
Bookkeeping	11,100		11,100
Cable & Radio	2,057		2,057
Computer	5,718		5,718
Continuing Education-Staff	347		347
Contributions ²	49,082	(49,082)	0
Conventions & Meetings ³	1,668	(1,668)	0
Credit Card Finance Charges	5,761		5,761
Dental Supplies	77,613		77,613
Dues & Subscriptions ⁴	10,913	(8,000)	2,913
Employee Benefit Programs	20,960		20,960
Equipment Rental	1,823		1,823
Insurance			
Business Liability	6,452		6,452
Facility	2,630		2,630
Health ⁵	30,009	(30,009)	0
Workers Comp	10,770		10,770
Interest Expense ⁶	27,051	(27,051)	0
Janitorial			0
Laboratory	2,231		2,231
Licenses & Permits	1,974		1,974
Marketing & Consulting	3,887		3,887
Meals ⁷	10,004	(10,004)	0
Miscellaneous Expense			
Administrative	221		221
Doctor	71		71
Office Expense	9,109		9,109
Outside Services-Doctors ⁸	186,921		186,921
Payroll Processing	3,273		3,273
Pension Benefits			
Doctor ⁹	3,980	(3,980)	0
Staff	5,607		5,607
Postage	2,296		2,296
Printing	1,936		1,936
Promotion	7,302		7,302
Rent	42,840		42,840
Repairs & Maintenance	1,956		1,956
Salaries & Wages	278,280		278,280
Admin (Doctor) ¹⁰	21,600	(21,600)	0
Associate	21,000		21,000
Salary-Officer ¹¹	99,495	(99,495)	0
Security	570		570
Storage	768		768
Taxes-Other	1,501		1,501
Taxes-Payroll			
Associate	1,810		1,810
Doctor ¹²	9,670	(9,670)	0
FTB State	1,600		1,600
Staff	22,710		22,710
Telephone			
Cell (Doctor) ¹³	2,078	(2,078)	0
Telephone & Internet	3,524		3,524
Temp Services	289		289
Travel ¹⁴	95	(95)	0
Uniforms & Laundry	2,322		2,322
Utilities	9,514		9,514
TOTAL EXPENSES	1,090,134		
TOTAL ADJUSTMENTS		(266,834)	
TOTAL ADJUSTED EXPENSES			823,301
NET PROFIT	358,398		625,232
ADJUSTED NET PROFIT			625,232

NOTES	
1.)	Automobile: Considered of personal benefit to the owner.
2.)	Contributions: Considered of personal benefit to the owner.
3.)	Conventions & Meetings: Adjustment considered of personal benefit to the owner.
4.)	Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
5.)	Insurance-Health: Doctor's health insurance 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.)	Meals: Considered of personal benefit to the owner.
8.)	Outside Services-Doctors: Associate DDS salaries.
9.)	Pension Benefits: Doctor's personal pension considered of personal benefit to the owner.
10.)	Salary-Admin: Estimated salary paid to Dr's spouse working in office.
11.)	Salary-Officer: Considered of personal benefit to the owner.
12.)	Taxes-Payroll: Adjusted Dr's estimated payroll taxes.
13.)	Telephone-Doctor's Cell: Considered of personal benefit to the owner.
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.	