

PROFORMA INCOME STATEMENT
PRACTICE #CC-567

	2015	Adjustments	Proforma
Doctor's Receipts	906,136		906,136
Unreconciled Deposits	14,435		14,435
Refunds ¹	(39,959)	28,000	(11,959)
Hygiene 25%	302,045		302,045
TOTAL INCOME	1,182,657	28,000	1,210,657
Clinical Supplies: Implants	274		274
Clinical Supplies: Other	42,261		42,261
Clinical Supplies: Product	10,797		10,797
Depreciation ²	-	5,000	5,000
Facility: Rent - Building	99,794		99,794
Facility: Repairs & Main't - Building	1,037		1,037
Facility: Utilities	7,911		7,911
Insurance: General Liability	2,064		2,064
Insurance: Life ³	13,709	(13,709)	-
Insurance: Malpractice	1,000		1,000
Interest ⁴	42,162	(42,162)	-
Lab	60,211		60,211
Loan Fees ⁵	554	(554)	-
Office Expense: Advertising & Marketing	8,369		8,369
Office Expense: Bank & Merchant Fees	34,794		34,794
Office Expense: Bus. License & Permit	350		350
Office Expense: Charitable Contribution	75		75
Office Expense: Computer	4,990		4,990
Office Expense: Continuing Ed	279		279
Office Expense: Internet	3,187		3,187
Office Expense: Office Supplies	7,247		7,247
Office Expense: PMS Software	3,901		3,901
Office Expense: Postage & Delivery	216		216
Office Expense: Repairs & Main't - EQ	2,314		2,314
Office Expense: Telephone	2,585		2,585
Owner Comp: Non PR Owner Comp ⁶	1,000	(1,000)	-
Owner Comp: Other ⁶	35,026	(35,026)	-
Personnel: Bonus	6,060		6,060
Personnel: Centralized Services ⁷	1,257	(1,257)	-
Personnel: Health Ins. - Staff	20,727		20,727
Personnel: Laundry & Uniforms - Staff	1,642		1,642
Personnel: PR Employer Tax	40,771		40,771
Personnel: PR Service Fee	4,556		4,556
Personnel: Wages - Business	86,115		86,115
Personnel: Wages - Clinical	90,060		90,060
Personnel: Wages - Hygiene	140,118		140,118
Practice Support Fees ⁸	53,892	(53,892)	-
Professional Fees: Accounting ⁹	6,073	(3,573)	2,500
Professional Fees: Legal ⁹	7,988	(5,488)	2,500
Taxes: Franchise Tax Board (CA) ¹⁰	1,622	(1,622)	-
Taxes: Property	1,411		1,411
Telephone	199		199
Travel & Ent: Meals & Entertainment	337		337
Travel & Ent: Mileage Reimb. & Transport. ¹¹	72	(72)	-
Travel & Ent: Other ¹¹	600	(600)	-
Wages - Assoc: Non PR Assoc. Wages ¹²	328,933	(328,933)	-
TOTAL EXPENSES	1,178,537		
TOTAL ADJUSTMENTS		482,887	
TOTAL ADJUSTED EXPENSES			695,650
NET PROFIT	4,120	454,887	515,007
ADJUSTED NET PROFIT			515,007

NOTES

- 1.) Refunds: The amount adjusted out is owner/doctor's personal expenses.
- 2.) Depreciation: Considered a non-cash expense. An adjustment for depreciation is made, leaving a fund for replacement of any hard assets/equipment.
- 3.) Insurance: The amount adjusted out is to reflect the personal portion of the owner's insurance costs.
- 4.) Interest: Assume Debt-Free. A new doctor will have his/her own debt structure.
- 5.) Loan Fees: Considered of personal benefit to the owner/doctor. A new doctor will have its own debt structure.
- 6.) Owner Comp: Considered of personal benefit to the owner/doctor.
- 7.) Personnel: Centralized Services (Consulting Group): Considered a personal benefit to the owner/doctor.
- 8.) Practice Support Fees (Consulting Group): Considered of personal benefit to owner/doctor.
- 9.) Professional Fees: The adjusted amount shown is an estimated projection for this expense.
- 10.) Taxes: Franchise Tax Board: The expense is for the benefit of the practice owner and is considered an elective, not an operating expense.
- 11.) Travel & Entertainment: Considered of personal benefit to owner/doctor.
- 12.) Wages - Associate: Non PR Associate Wages: The current doctor is paying a commission to an Associate Doctor which may not continue to be an expense following the sale.

****Above data has not been audited by Western Practice Sales/John M. Cahill Associates.
It is the Buyer's responsibility to verify if information is true and correct.**