

**PROFORMA INCOME STATEMENT**  
PRACTICE #AN-513 from P&L

	Jan - Dec 2016	Adjustments	Proforma
Ordinary Income/Expense	1		1
Patient Fees	536,255		536,255
Refunds	(1,913)		(1,913)
<b>Net Receipts</b>	<b>534,342</b>		<b>534,342</b>
<b>Expenses:</b>			
Advertising & Marketing	11,794		11,794
Accounting	1,764		1,764
Alarm	970		970
Amortization <sup>1</sup>	4,202	(4,202)	0
Automobile <sup>2</sup>	5,337	(5,337)	0
Bank Service Charges	(2,787)		(2,787)
Consulting <sup>3</sup>	423	(423)	0
Dental Supplies	25,651		25,651
Donation <sup>4</sup>	350	(350)	0
Dues & Subscriptions <sup>5</sup>	7,326	(4,400)	2,926
Equipment Storage	3,411		3,411
Fire Protection	58		58
Insurance			0
Automobile <sup>2</sup>	6,328	(6,328)	0
Liability (Doctors)	5,496		5,496
Workers Comp	416		416
Internet & Computer	3,270		3,270
Janitorial Expense	263		263
Laboratory	33,025		33,025
Lease-Automobile <sup>2</sup>	2,153	(2,153)	0
Legal Fees	6,377		6,377
Licenses & Permits	1,049		1,049
Medical Expense <sup>6</sup>	5,051	(5,051)	0
Miscellaneous	4,537		4,537
Office Supplies	10,818		10,818
Outside Services	838		838
Postage & Delivery	455		455
Professional Development	2,596		2,596
Rent <sup>7</sup>	83,026	(60,562)	22,464
<b>Repairs:</b>			
Building <sup>8</sup>	24,413	(24,413)	0
Computer	5,005		5,005
Equipment <sup>8</sup>	10,897	(10,897)	0
Salaries & Wages <sup>9</sup>	165,288	(50,000)	115,288
Subcontractors <sup>10</sup>	62,621	(62,621)	0
<b>Taxes</b>			
Federal <sup>11</sup>	(2,727)	2,727	0
Payroll	13,075		13,075
State <sup>11</sup>	1,057	(1,057)	0
Telephone	5,839		5,839
Travel & Entertainment <sup>12</sup>	13,272	(13,272)	0
Uniform & Cleaning	14		14
Utilities	5,520		5,520
<b>TOTAL EXPENSES</b>	<b>528,471</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(248,338)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>280,132</b>
<b>NET PROFIT</b>	<b>5,872</b>		<b>254,210</b>
<b>ADJUSTED NET PROFIT</b>			<b>254,210</b>

<b>NOTES</b>	
1.) Amortization: Considered a non-cash expense.	
2.) Automobile: Lease & insurance, all expenses considered of personal benefit to the owner.	
3.) Consulting: Adjustment considered of personal benefit to the owner.	
4.) Donation: Considered of personal benefit to the owner.	
5.) Dues & Subscriptions: Considered of personal benefit to the owner.	
6.) Medical Expense: Considered of personal benefit to the owner.	
7.) Rent: Adjusted \$60,562 for misapplied rent expense for Seller's second office. Current monthly rent at this location \$1,872.	
8.) Repairs - Building/Equipment: Considered non-recurring expense.	
9.) Salaries & Wages: Adjusted for Seller's Salary of \$50,000. Considered of personal benefit to the owner.	
10.) Subcontractors: Adjustment reflects salary paid to Associate Dentist, whose services may not be needed by new owner-operator.	
11.) Taxes - Federal/State: Considered of personal benefit to the owner.	
12.) Travel, Meals & Entertainment: Considered of personal benefit to the owner.	
<b>**Above data has not been audited by Western Practice Sales/John M. Cahill Associates.</b>	
<b>It is the Buyer's responsibility to verify if information is true and correct.</b>	