

PROFORMA INCOME STATEMENT
PRACTICE #EN-660 from P&L

	Jan - Dec 2016	Adjustments	Proforma
Collections	1,065,015		1,065,015
Cost of Goods Sold			
Dental Supplies ¹	(70,652)	20,685	(49,967)
Laboratory Expense	(69,633)		(69,633)
Refunds	(3,870)		(3,870)
Net Receipts	920,860		941,545
Expenses:			
Advertising-Print & Promotion	12,550		12,550
Advertising-Website & Internet	6,896		6,896
Automobile ²	11,311	(11,311)	0
Bank Fees	96		96
Cleaning & Maintenance ³	5,074	(3,000)	2,074
Computer & Billing	2,961		2,961
Computer & Internet ⁴	5,720	(1,485)	4,235
Credit Card Discount	7,203		7,203
Dues & Subscriptions	823		823
Education	1,301		1,301
Entertainment ⁵	10,611	(10,611)	0
Equipment Repairs ⁶	18,944	(14,197)	4,747
HOA Dues ⁷	9,205	(1,841)	7,364
Insurance:			
Liability	6,501		6,501
Disability	1,187		1,187
Workers Comp	4,044		4,044
Health ⁸	21,424	(17,681)	3,743
Janitorial ⁹	5,720	(440)	5,280
License & Fees	1,523		1,523
Meals ¹⁰	9,124	(9,124)	0
Office Expense ¹¹	13,356	(10,000)	3,356
Office Supplies ¹²	5,651	(2,000)	3,651
Other Expense	440		440
Outside Service	1,080		1,080
Professional Fees	3,745		3,745
Postage & Shipping	940		940
Rent	82,800		82,800
Repairs & Maintenance ¹³	6,847	(3,192)	3,655
Repairs - Staff ¹³	1,075	(1,075)	0
Retirement Plan Contribution (401k) ¹⁴	12,836	(8,400)	4,436
Salaries & Wages ¹⁵	462,700	(210,000)	252,700
Security	478		478
Services Fees	1,567		1,567
Staff Appreciation ¹⁶	1,550	(603)	947
Taxes:			
Business & Sales Tax	42		42
Income ¹⁷	1,800	(1,800)	0
Property ¹⁸	13,113	(4,367)	8,746
Payroll	37,894		37,894
Telephone, Cable and Internet ¹⁹	10,661	(3,518)	7,143
Travel ²⁰	4,537	(4,537)	0
Uniform	1,188		1,188
Utilities ¹⁹	7,891	(2,604)	5,287
TOTAL EXPENSES	814,409		
TOTAL ADJUSTMENTS		(321,787)	
TOTAL ADJUSTED EXPENSES			492,622
NET PROFIT	106,451		448,923
ADJUSTED NET PROFIT			448,923

NOTES

- 1.) Dental Supplies: Adjusted for normalization to industry standards.
 - 2.) Automobile: Considered of personal benefit to the owner.
 - 3.) Cleaning & Maintenance: Adjusted for non-practice related expense
 - 4.) Computer & Internet: Adjusted for non-practice related expense
 - 5.) Entertainment: Considered of personal benefit to the owner.
 - 6.) Equipment Repairs: Adjusted for a one-time expense. Considered a non-recurring expense.
 - 7.) HOA Dues: Adjusted for quarterly payment made in advance. Considered of personal benefit to the owner.
 - 8.) Insurance - Health: Adjusted for owner's and spouse's portion. Considered personal benefit to owner.
 - 9.) Janitorial: Adjusted for non-practice related expense.
 - 10.) Meals: Considered of personal benefit to the owner.
 - 11.) Office Expense: Adjusted for non-practice related expense
 - 12.) Office Supplies: Adjusted for non-practice related expense.
 - 13.) Repairs & Maintenance/ Repairs - Staff: Adjusted for a one-time expense. Considered a non-recurring expense.
 - 14.) Retirement Plan Contribution (401k): Adjusted for owner's and spouse's portion Considered of personal benefit to the owner.
 - 15.) Salaries & Wages: Adjusted for owner's salary of \$165,400 and spouse's salary of \$44,600 Considered of personal benefit to the owner. Spouse's position may need to filled, but can be done at a lower wage.
 - 16.) Staff Appreciation: Considered of personal benefit to the owner.
 - 17.) Taxes-Income: Owner's personal taxes. Considered non-practice related expense.
 - 18.) Taxes-Property: Adjusted for installment payment made in advance. Considered of personal benefit to the owner.
 - 19.) Telephone, Cable and Internet/Utilities: Adjusted for non-practice related expense.
 - 20.) Travel: Considered of personal benefit to the owner.
- **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.**