

PROFORMA INCOME STATEMENT
PRACTICE #FC-677

Profit & Loss Statement	2016	Adjustments	Proforma
Dr. Receipts	894,708		894,708
Loan ¹	40,067	(40,067)	-
Overdraft Transfer ¹	11,588	(11,588)	-
Patient Refund	(1,417)		(1,417)
Hygiene 14%	145,650		145,650
TOTAL INCOME	1,090,596	(51,655)	1,038,941
Advertising	3,434		3,434
Auto ²	12,852	(12,852)	-
Bank Charges	12,084		12,084
Bank Fee	173		173
Dental Equipment	2,996		2,996
Dental Supplies	54,459		54,459
Dental Supplies - Drugs	2,782		2,782
Dues	415		415
Education ³	3,600	(2,100)	1,500
Employee Welfare	2,868		2,868
Equipment	310		310
Equipment Repair	4,677		4,677
Insurance - Disability ⁴	3,558	(3,558)	-
Insurance - Medical - Officer ⁵	11,874	(11,874)	-
Insurance - Medical - Staff	31,298		31,298
Insurance - Workers Comp	4,731		4,731
Interest ⁶	1,933	(1,933)	-
IRS Fine ⁷	955	(955)	-
Lab - Crown & Bridge	72,442		72,442
Lab - Miscellaneous	271		271
Lab - Removable Prosth.	2,560		2,560
Laundry & Uniform	519		519
Legal & Accounting ⁸	15,640	(10,640)	5,000
Licenses	843		843
Loan ⁹	61,986	(61,986)	-
Maintenance - Building	3,706		3,706
Misc	4,500		4,500
Office Expense ¹⁰	47,501	(10,000)	37,501
OSHA Expense	1,792		1,792
Payroll ¹¹	342,832	(75,000)	267,832
Payroll Taxes ¹²	172,786	(30,855)	141,931
Postage	2,797		2,797
Professional Books, Periodicals	29		29
Professional Services	128,484		128,484
Rent ¹³	31,681	22,319	54,000
Repairs	650		650
Subscriptions	1,327		1,327
Taxes - Corporation ¹⁴	800	(800)	-
Taxes - Unsecured Property	498		498
Telephone	10,409		10,409
TEP	5,658		5,658
Utilities	11,283		11,283
TOTAL EXPENSES	1,075,995		
TOTAL ADJUSTMENTS		200,235	
TOTAL ADJUSTED EXPENSES			875,760
NET PROFIT	14,602	251,890	163,181
ADJUSTED NET PROFIT			163,181

NOTES

- 1.) Other Income: Non-dental related income. Considered of personal benefit to the Owner/Doctor.
 - 2.) Auto: Considered of personal benefit to the Owner/Doctor.
 - 3.) Education: Considered of personal benefit to the Owner/Doctor and an allowance was left for the year.
 - 4.) Insurance - Disability: Considered of personal benefit to the Owner/Doctor.
 - 5.) Insurance - Medical - Officer: Considered of personal benefit to the Owner/Doctor.
 - 6.) Interest Expense: Assume Debt-Free. A new doctor will have their own debt structure as it pertains to the purchase of the practice.
 - 7.) IRS Fine: Non-operating expense, considered discretionary.
 - 8.) Legal & Professional: The adjusted amount shown is an estimated projection for this expense.
 - 9.) Loan: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
 - 10.) Office Expenses: An adjustment was made to reflect the Owner/Doctor's personal expenses.
 - 11.) Payroll: An adjustment was made to reflect the Owner/Doctor's Wages.
 - 12.) Payroll Taxes: An adjustment was made to reflect payroll taxes attributed to the Owner/Doctor.
 - 13.) Rent: The adjusted amount is a projection of anticipated rent to be paid by the purchaser based on fair market rental for the area.
 - 14.) Taxes - Corporation: Considered of personal benefit to the Owner/Doctor.
- **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.**