

# STATEMENT OF INCOME AND EXPENSE

Prepared by **PRACTICECFO**

Dr. Clean DDS Inc.

March 31, 2017

	March		Year to Date		FP%	Ind%	Prior Year to Date		Chg	
INCOME										
Practice Collections	\$	185,666		\$	475,982			412,415		
Refunds		-946			-2,866			-861		
Net Collections		184,720	100%		473,116	100%	100%	411,554	100%	15.0%
LABOR										
Assistant		8,660	4.7%		24,641	5.2%		27,221	6.6%	90.5%
Front Office		7,826	4.2%		23,203	4.9%		27,151	6.6%	85.5%
Hygiene		18,614	10.1%		53,912	11.4%		55,397	13.5%	97.3%
Payroll Taxes		2,573	1.4%		10,618	2.2%		12,821	3.1%	82.8%
Employee Benefit Plan		2,275	1.2%		13,000	2.7%		10,037	2.4%	129.5%
Workers Compensation		2,761	1.5%		2,761	0.6%		2,762	0.7%	100.0%
Contract Labor - Direct		0	0.0%		65	0.0%			0.0%	0.0%
Other Direct Employee Expenses		0	0.0%		0	0.0%		2,321	0.6%	0.0%
Total Labor Expenses		42,709	23.1%		128,200	27.1%	30%	137,710	33.5%	-6.9%
DENTAL SUPPLIES										
Dental and Clinical Supplies		4,470	2.4%		47,317	10.0%		23,950	5.8%	97.6%
Total Dental Supplies		4,470	2.4%		47,317	10.0%	8%	23,950	5.8%	97.6%
DENTAL LAB										
Lab Services		17,202	9.3%		26,387	5.6%		14,271	3.5%	0.0%
Total Dental Lab		17,202	9.3%		26,387	5.6%	5%	14,271	3.5%	84.9%
FACILITY EXPENSES										
Rent		5,031	2.7%		15,094	3.2%		19,432	4.7%	-22.3%
Building Repair, Maint, and Impr.		708	0.4%		2,062	0.4%		522	0.1%	295.0%
Utilities		750	0.4%		2,901	0.6%		2,575	0.6%	12.7%
Security Systems		28	0.0%		84	0.0%		84	0.0%	0.0%
Janitorial and Grounds		450	0.2%		1,350	0.3%		4,604	1.1%	-70.7%
Total Facility Expense		6,967	3.8%		21,491	4.5%	5%	27,217	6.6%	-21.0%
ADMIN EXPENSES										
Advertising and Promotion		95	0.1%		285	0.1%		3,473	0.8%	-91.8%
Bank Charges		83	0.0%		85	0.0%		887	0.2%	-90.4%
Business Insurance		410	0.2%		1,229	0.3%		2,944	0.7%	-58.3%
Collection Costs		1,330	0.7%		5,286	1.1%		2,718	0.7%	94.5%
Computer Expense		242	0.1%		832	0.2%		1,756	0.4%	-52.6%
Consulting, Legal, and Accounting		978	0.5%		4,898	1.0%		7,788	1.9%	-37.1%
Continuing Education		0	0.0%		1,629	0.3%		1,503	0.4%	8.4%
Donations		0	0.0%		150	0.0%		100	0.0%	50.0%
Dues and Subscriptions		0	0.0%		495	0.1%		1,717	0.4%	-71.2%
Equipment Repair and Maint		0	0.0%		0	0.0%		5,048	1.2%	-100.0%

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Gifts	60	0.0%	908	0.2%			20	0.0%	4440.0%
Licensing, Registration, and Taxes	150	0.1%	1,852	0.4%			155	0.0%	1094.8%
Office Supplies	608	0.3%	5,256	1.1%			7,849	1.9%	-33.0%
Pension Administration	0	0.0%	0	0.0%			400	0.1%	-100.0%
Phone and Internet	954	0.5%	5,545	1.2%			4,190	1.0%	32.3%
Printing, Postage, Delivery	0	0.0%	138	0.0%			46	0.0%	200.0%
Staff Meetings and Meals	0	0.0%	18	0.0%			744	0.2%	-97.6%
Travel and Lodging	-181	-0.1%	695	0.1%			3,703	0.9%	-81.2%
Uniforms	331	0.2%	650	0.1%			921	0.2%	-29.4%
Waste Disposal Services	0	0.0%	519	0.1%			62	0.0%	737.1%
<b>Total Admin Expenses</b>	<b>5,060</b>	<b>2.7%</b>	<b>30,470</b>	<b>6.4%</b>	<b>10%</b>	<b>10%</b>	<b>46,024</b>	<b>11.2%</b>	<b>-33.8%</b>
<b>TOTAL OVERHEAD EXPENSES</b>	<b>76,408</b>	<b>41.4%</b>	<b>253,865</b>	<b>53.7%</b>	<b>58%</b>	<b>57%</b>	<b>249,172</b>	<b>60.5%</b>	<b>1.9%</b>
<b>OPERATING INCOME</b>	<b>108,312</b>	<b>58.6%</b>	<b>219,251</b>	<b>46.3%</b>	<b>42%</b>	<b>43%</b>	<b>162,382</b>	<b>39.5%</b>	<b>35.0%</b>
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<b>OWNER'S SALARY AND BENEFITS</b>									
DR Salary	21,271	11.5%	63,079	13.3%			59,194	14.4%	6.6%
DR Family Wages	6,579	3.6%	19,308	4.1%			15,956	3.9%	21.0%
DR and Family Payroll Taxes	2,457	1.3%	8,011	1.7%			6,551	1.6%	22.3%
Auto Expenses	464	0.3%	1,375	0.3%			2,156	0.5%	-36.2%
DR Meals and Entert (50%)	231	0.1%	702	0.1%			1,068	0.3%	-34.3%
Personal Medical Ins.	0	0.0%	0	0.0%			100	0.0%	-100.0%
<b>Total Owner's Salary and Benefits</b>	<b>31,002</b>	<b>16.8%</b>	<b>92,475</b>	<b>19.5%</b>			<b>85,025</b>	<b>20.7%</b>	<b>8.8%</b>
<b>NON-OPERATING ITEMS</b>									
Depreciation	0	0.0%	5,692	1.2%				0.0%	0.0%
Interest Expense	951	0.5%	3,389	0.7%			6,475	1.6%	-47.7%
<b>Total Non-Operating Items</b>	<b>951</b>	<b>0.5%</b>	<b>9,081</b>	<b>1.9%</b>			<b>6,475</b>	<b>1.6%</b>	<b>40.2%</b>
<b>NET INCOME</b>	<b>76,359</b>	<b>41.3%</b>	<b>117,695</b>	<b>24.9%</b>			<b>70,882</b>	<b>17.2%</b>	<b>66.0%</b>