

APPENDIX 2

PROFIT OVER PRODUCTION (POP), LLC BALANCE SHEET AND P&L AFTER CASH MANAGEMENT

BALANCE SHEET After Cash Management	
ASSETS	TOTAL
Current Assets	
Bank Accounts	
Income	5,000.00
Profit	2,211.86
Owner's Compensation	4,423.72
Overhead	12,165.23
Tax Reserves	3,317.79
Vault	130,000.00
Total Bank Accounts	\$ 157,118.60
Fixed Assets	
Leasehold Improvements	258,385.52
Furniture	126,417.60
Equipment	157,960.81
Accumulated Depreciation	-542,763.93
Total Fixed Assets	\$ 0.00
Other Assets	
Goodwill	475,000.00
Loan Closing Costs	1,687.00
Accumulated Amortization	-476,687.00
Security Deposits	3,018.49
Total Other Assets	\$ 3,018.49
TOTAL ASSETS	\$ 160,137.09

LIABILITIES AND EQUITY	TOTAL
Liabilities	
Current Liabilities	
Credit Card	13,584.82
Payroll Liabilities	0.00
Accrued 401(K)	30,758.09
Total Current Liabilities	\$ 44,342.91
Long-Term Liabilities	
Note Payable – Practice Purchase	0.00
Note Payable – Computer Hardware	0.00
Note Payable – Leasehold Improvements	0.00
PPP Loan #1	0.00
PPP Loan #2	0.00
Total Long-Term Liabilities	\$ –
Equity	
Capital Stock	1,000
Retained Earnings	79,700.46
Distributions	
Personal	-1,372.49
Taxes	-83,435.97
Net Income	208,588.00
Total Equity	\$ \$ 204,480.00
TOTAL LIABILITIES AND EQUITY	\$ 160,137.09

PROFIT AND LOSS STATEMENT After Cash Management	
	TOTAL
Income	
Fee Income	1,006,900
Refunds	-8,601

Merchant Fees	-11,372
Total Income	\$ 986,927
Expenses	
Team Expenses	
Assistant Wages	42,038
Administrative Wages	74,360
Hygiene Wages	127,214
Contract Labor Wages	1,652
Staff Insurance Benefits	12,439
Staff Retirement Plan	3,488
Payroll Taxes	18,610
Payroll Processing Fees	4,662
Uniforms and Laundry	4,819
Staff Recruitment	2,425
Total Team Expenses	\$ 291,707
Advertising and Marketing	
Advertising and Promotion	26,548
Total Marketing Expenses	\$ 26,548
Dental Supplies	
Dental Supplies	84,523
Hazardous Waste Disposal Fees	2,549
Total Dental Supplies	\$ 87,072
Lab Expenses	
Lab Fees	3,304
Total Lab Expenses	\$ 3,304
Rent and Facilities	
Rent	43,200
Utilities	2,461
Facility Repairs and Maintenance	1,065
Janitorial Expense	200

Security	906
Total Rent and Facilities	\$ 47,832
Equipment and Furniture	
Small Equipment and Furniture	744
Equipment Repairs and Maintenance	921
Computer Support and Maintenance	14,482
Total Equipment and Furniture	\$ 16,147
General and Administrative	
Legal	2,642
Collections	2,096
Accounting	16,700
Consulting	29,724
Insurance—Business	6,789
Licenses and Permits	1,661
Dues, Journals, and Subscriptions	968
State PTE Tax	1,000
Bank Service Charges	98
Continuing Education	1,109
Conventions and Seminars	2,988
Travel Expense	6,432
Automobile Expense	102
Meals	2,892
Office Supplies and Expenses	11,725
Postage	4,210
Telephone	10,403
Total General and Admin	\$ 101,539
Total Expenses	\$ 574,149
NET OPERATING INCOME	\$ 412,778
Other Income	
Interest Income	114

Total Other Income	\$ 114
Other Expenses	
Owner Doctor Compensation	
Doctor Wages	150,000
Doctor Payroll Taxes	11,784
Doctor Health Insurance	13,217
Doctor Family Wages	12,210
Doctor Family Payroll Taxes	1,099
Total Owner Doctor Compensation	\$ 188,310
Amortization	0
Depreciation	15,994
Interest Expense	0
Total Other Expenses	\$ 204,304
NET OTHER INCOME	\$ (204,190)
NET INCOME	\$ 208,588