

# Sample Profit & Loss Statement for Orthodontic Practice Owners

*For Illustrative and Training Purposes Only*

Dr. \_\_\_\_\_

**Income Statement and Adjustments**

**2023**

| Year Ended December 31,<br>Practice Collections | 2023      | Adjustments | ADJUSTED  | %        |               |
|---|-----------|-------------|-----------|----------|---------------|
| Orthodontic collections                         | \$        | \$          | \$        | %        |               |
| Refunds to patients                             |           |             |           |          |               |
| <b>Practice Collections, net</b>                |           |             |           | <b>%</b> | <b>100.0%</b> |
| <b>Practice Expenses</b>                        |           |             |           |          |               |
| Salaries and wages                              |           |             |           |          | 20.0%         |
| Taxes - payroll                                 |           |             |           |          | 1.6%          |
| Uniforms  |           |             |           |          | 0.2%          |
| Continuing education, meetings                  |           |             |           |          | 0.6%          |
| Employee Benefits                               |           |             |           |          | 1.2%          |
| Pension, profit-sharing                         |           |             |           |          | 0.8%          |
| Other staff expense                             |           |             |           |          | 0.1%          |
| <b>Staff Expense</b>                            |           |             |           | <b>%</b> | <b>24.5%</b>  |
| Orthodontic supplies                            |           |             |           |          | 5.0%          |
| Aligners  |           |             |           |          | 12.0%         |
| <b>Orthodontic Expense</b>                      |           |             |           | <b>%</b> | <b>17.0%</b>  |
| Bank charges                                    |           |             |           |          | 1.6%          |
| Advertising & promotion                         |           |             |           |          | 3.2%          |
| Automobile                                      |           |             |           |          | 0.0%          |
| General office supplies                         |           |             |           |          | 1.2%          |
| Computer expense                                |           |             |           |          | 0.7%          |
| Insurance - liability, general                  |           |             |           |          | 0.7%          |
| Licenses & taxes                                |           |             |           |          | 0.5%          |
| Outside services - accting & legal              |           |             |           |          | 0.5%          |
| Outside services - other                        |           |             |           |          | 0.3%          |
| Postage & shipping                              |           |             |           |          | 0.2%          |
| Travel & entertainment                          |           |             |           |          | 0.3%          |
| Dues & subscriptions                            |           |             |           |          | 0.3%          |
| <b>Business Management</b>                      |           |             |           | <b>%</b> | <b>9.5%</b>   |
| Rent  |           |             |           |          | 7.0%          |
| Utilities                                       |           |             |           |          | 1.3%          |
| Janitorial                                      |           |             |           |          | 0.2%          |
| Repairs & maintenance                           |           |             |           |          | 0.5%          |
| <b>Occupancy Expense</b>                        |           |             |           | <b>%</b> | <b>9.0%</b>   |
| <b>Total Practice Expenses</b>                  |           |             |           | <b>%</b> | <b>60.0%</b>  |
| <b>PRACTICE INCOME</b>                          | <b>\$</b> | <b>\$</b>   | <b>\$</b> | <b>%</b> | <b>40.0%</b>  |