

Birmingham Area General Dentistry				
MERGER FINANCIAL DATA FOR PRACTICE 9513				
The following summary illustrates a projected year's income and expenses for the subject practice which incorporates an increase in fees and overhead expense but no increase in production. This summary is not a representation or warranty of future practice performance. Purchasers should obtain qualified legal and accounting counsel prior to any purchase decisions. NOTE: Practice price does not include accounts receivable.				
PRACTICE INCOME				
EXPECTED GROSS COLLECTIONS			\$873,631	100.0%
	HYGIENE COMPONENT		\$156,400	17.9%
	DENTIST COMPONENT		\$717,231	82.1%
		RETAINED SELLER		
		ASSOCIATE		
		PURCHASER	\$717,231	82.1%
VARIABLE EXPENSES				
	WAGES, PAYROLL TAX, ETC.		\$175,082	20.0%
	LABORATORY		\$28,621	3.3%
	CLINICAL SUPPLIES		\$166,958	19.1%
	OTHER VARIABLE EXPENSE		\$10,059	1.2%
		TOTAL VARIABLE EXPENSE	\$380,720	43.6%
FIXED EXPENSES				
	PHONE, UTILITIES		\$3,000	0.3%
	LEGAL & ACCOUNTING		\$3,500	0.4%
	INSURANCE		\$1,500	0.2%
	OTHER FIXED EXPENSE		\$14,077	1.6%
		TOTAL FIXED EXPENSE	\$22,077	2.5%
PRACTICE DEBT SERVICE				
	INTEREST		\$34,025	3.9%
	PRINCIPAL		\$47,109	5.4%
		TOTAL DEBT SERVICE	\$81,134	9.3%
SUMMARY				
EXPECTED COLLECTIONS			\$873,631	100.0%
EXPECTED EXPENSES			\$402,796	46.1%
PRACTICE DEBT SERVICE			\$81,134	9.3%
EXPTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$389,701	54%
PURCHASER PRODUCED PRODUCTION			\$717,231	82.1%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$47,109	6.6%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$19,952	2.8%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$456,761	64%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				
	PRACTICE SALES PRICE & PERCENT OF GROSS		\$567,000	67%
	WORKING CAPITAL		\$42,000	
	TOTAL PRACTICE LOAN		\$609,000	
	PRACTICE LOAN INTEREST RATE		6.00%	
	PRACTICE LOAN TERM IN MONTHS		120	
	PRACTICE MONTHLY PAYMENT		\$6,761	9%
PURCHASER CASH FLOW CONSIDERATIONS				
	MONTHLY PRACTICE PAYMENTS		\$6,761	9%
	ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$7,299	10%
	PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$251,031	
	PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$47,109	8%
	TOTAL PURCHASER SALARY AND PRACTICE PROFIT		\$298,139	
	LESS PRACTICE DEBT SERVICE		(\$81,134)	
	PRACTICE SALARY + PROFIT + TAX SAVINGS - LOAN		\$217,006	

Birmingham Area	
MERGER DATA FOR PRACTICE NUMBER 9513	
The following data is provided by the owner of the practice. It is believed to the best of the owner's knowledge to be a true and accurate representation of the facts of the practice. It is the responsibility of any purchaser to verify all information contained herein and to seek qualified counsel in the interpretation and verification thereof.	
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	1,440
EXPANDABLE FOOTAGE	1200-1400 SqFt
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,000
PRICE PER SQUARE FOOT	\$25.00
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	13
PROXIMITY OF PARKING PLACES	Immediate
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	YES
DO YOU WISH TO SELL THE BUILDING? YES OR NO	YES
APPRAISED BUILDING PRICE	391,200
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$4,900
ANNUAL REAL ESTATE INSURANCE COST	\$4,034
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	\$391,200
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$2,803
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$23.36
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Family, Hunting, Yard Work
DAYS/WEEK CURRENTLY WORKED	4.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	
DESIRED WORK DAYS/WEEK 2ND YR	
DESIRED WORK DAYS/WEEK 3RD YR	
DESIRED WORK DAYS/WEEK 4TH YR	
DESIRED WORK DAYS/WEEK 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	Patient referrals, peer to peer referrals
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Dentrix
WHAT TYPE COMPUTER SYSTEM	Dentrix Ascend
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	840
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	2
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	11
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	16
HOW FAR AHEAD IS DENTIST SCHEDULED?	3 months
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	7 months
PRACTICE DATA	
% INCOME FROM CASH	18%
% OF PATIENTS PAYING CASH	25%
% INCOME FROM INSURANCE	67%
% OF PATIENTS WITH INSURANCE	85%
% PRACTICE INCOME FROM CAPTITATION	15%
% OF PATIENTS WITH CAPITATION	10%
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	15%
% OF PATIENTS WITH REDUCED FEE PLANS	10%
SCHEDULING DATA	
MONDAY	8 AM - 12 PM; 1 PM - 5 PM
TUESDAY	7 AM - 3 PM
WEDNESDAY	8 AM - 12 PM; 1 PM - 5 PM
THURSDAY	7 AM - 3 PM
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	36
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	36
DENTIST PATIENT VISITS PER YEAR	1,536
HYGIENE PATIENT VISITS PER YEAR	2,400
NUMBER OF DAYS WORKED PER YEAR	192
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	80%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$63,135
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$28,695
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$2,390
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,897
ACCOUNTS RECEIVABLE >90 DAYS	\$30,153

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	27%
OPERATIVE	17%
PEDODONTICS	2%
ORTHODONTICS	2%
IMPLANTS	8%
REMOVABLE PROSTHETICS	4%
FIXED PROSTHETICS	28%
ENDODONTICS	1%
PERIODONTICS	7%
ORAL SURGERY	1%
COSMETIC	2%
TMJ TREATMENT	1%
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Endo, Oral Surgery
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No
IF SO HOW MUCH IN CURRENT PERIOD?	
IF SO , HOW MUCH FOR LAST YEAR?	
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	
WHAT IS THE SOURCE OF THIS OTHER INCOME?	
FEE SCHEDULE	
ADULT PROPHY 01110	\$52
TWO SURFACE ANTERIOR COMPOSITE 02331	\$144
CORE BUILD-UP 02950	\$204
CROWN - GOLD/PORCELAIN 02750	\$884
ANTERIOR CANAL ROOT CANAL 03310	\$536
PANORAMIC X-RAY 00330	\$89
TWO SURFACE POSTERIOR COMPOSITE 02392	\$182
CROWN - PORCELAIN CERAMIC 02740	\$920
LABIAL PORCELAIN VENEER 02962	\$780
BICUSPID ROOT CANAL 03320	\$639
AVERAGE OF FEES	\$443
PERCENT OF FEE PARITY	81%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	92,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	46,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	fifteen
	WITHIN five miles
MAJOR EMPLOYERS IN AREA	University of Alabama Birmingham, Regions Financial Corp., Childrens Hospital, BC/BS, Mercedes Benz, Alabama Power
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	1993
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1998
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST/INSUR.	2021	No		\$47,040		\$9,600
HYGIENIST/ASST./REC	2010	Yes		\$40,000		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2021	Yes		\$28,000		\$9,600
HYGIENIST/ASST./REC	2010	Yes		\$10,000		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST/ASST./REC	2010	Yes		\$10,000		\$1,963
HYGIENIST	2022	Yes		\$50,400		\$9,600
HYGIENIST/ASST.	2020	Yes		\$36,300		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
JANITOR	2019	No		\$14,200		\$10,080
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Health Insurance, Simple Retirement Plan		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				No		
WHAT POSITION DO THEY HOLD?						
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?						
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS THAN THE NORMAL SALARY FOR THEIR POSITION?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH						
COLLECTION CENTERS						
				1/1/2023-7/31/2023	2022	2021
GROSS COLLECTIONS				\$505,646	\$906,141	\$805,882
OWNER COLLECTIONS				\$429,799	\$773,022	\$612,340
HYGIENIST COLLECTIONS				\$75,847	\$133,119	\$193,542
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

