

The following statistics are based on assumptions that the subject practice will continue to be operated as it has been in the past. Variation from past performance are 1) increase in fees for each year; 2) no production increase occurs; and 3) overhead expenses increase each year. Fee and overhead increases are based on estimates of inflation and can be adjusted.

The purpose of this summary is to demonstrate the individual practice revenues and profitability of this particular practice.

**PRACTICE FINANCIAL SUMMARY**

AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER	\$432,179
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.	
CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$151,263

NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE THE COMPENSATION FOR PURCHASER'S PRODUCTION.

THE PROFIT IS THE BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE PRACTICE PROFIT.

IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND SALARY COMPENSATION TO THE PURCHASER IS PAID AMOUNTS TO	\$174,411
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THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF	16%
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TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.	
	SUBJECT PRACTICE

1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$174,411
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	40%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$69,658
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$244,069
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	56%

St. Petersburg General Dentistry					
FINANCIAL DATA FOR PRACTICE 3595					
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.					
<b>PRACTICE INCOME</b>					
EXPECTED GROSS COLLECTIONS				\$617,400	100.0%
HYGIENE COMPONENT				\$185,220	30.0%
DENTIST COMPONENT				\$432,179	70.0%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$432,179	70.0%
<b>VARIABLE EXPENSES</b>					
WAGES, PAYROLL TAX, ETC.				\$231,799	37.5%
LABORATORY				\$25,152	4.1%
CLINICAL SUPPLIES				\$21,515	3.5%
OTHER VARIABLE EXPENSE				\$17,782	2.9%
<b>TOTAL VARIABLE EXPENSE</b>				<b>\$296,249</b>	<b>48.0%</b>
<b>FIXED EXPENSES</b>					
PHONE, UTILITIES				\$7,205	1.2%
LEGAL & ACCOUNTING				\$6,695	1.1%
INSURANCE				\$7,725	1.3%
OTHER FIXED EXPENSE				\$28,510	4.6%
<b>TOTAL FIXED EXPENSE</b>				<b>\$50,135</b>	<b>8.1%</b>
<b>DEBT SERVICE FOR PRACTICE AND BULDING</b>					
INTEREST				\$49,506	8.0%
PRINCIPAL				\$47,099	7.6%
<b>TOTAL DEBT SERVICE</b>				<b>\$96,605</b>	<b>15.6%</b>
<b>SUMMARY</b>					
EXPECTED COLLECTIONS				\$617,400	100.0%
EXPECTED EXPENSES				\$346,384	56.1%
PRACTICE DEBT SERVICE				\$96,605	15.6%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>				<b>\$174,411</b>	<b>40%</b>
PURCHASER PRODUCED PRODUCTION				\$432,179	70.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$47,099	10.9%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$22,559	5.2%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>				<b>\$244,069</b>	<b>56%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$437,000	73%
WORKING CAPITAL				\$30,000	
TOTAL PRACTICE LOAN				\$467,000	
PRACTICE LOAN INTEREST RATE				6.00%	
PRACTICE LOAN TERM (MONTHS)				120	
MONTHLY PRACTICE PAYMENT				\$5,185	10%
BUILDING PRICE				\$400,000	
MONTHLY BUILDING MORTGAGE PAYMENTS				\$2,866	6%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>					
MONTHLY PRACTICE AND BUILDING PAYMENTS				\$8,050	16%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$9,477	18%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$151,263	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$142,312	30%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$293,575	
LESS DEBT SERVICE FOR PRACTICE AND BULDING				(\$96,605)	
<b>PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN</b>				<b>\$196,970</b>	

<b>St. Petersburg</b>	
<b>DATA FOR PRACTICE NUMBER</b>	<b>3595</b>
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.	
<b>OFFICE DATA</b>	
SQUARE FOOTAGE OF OFFICE	1,783
EXPANDABLE FOOTAGE	N/A
CURRENT MONTHLY RENTAL i.e. "1200"	\$2,400
PRICE PER SQUARE FOOT	\$16.15
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	9
PROXIMITY OF PARKING PLACES	In Front
# 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
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$400,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$5,915
ANNUAL REAL ESTATE INSURANCE COST	
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	\$400,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$2,866
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$19.29
<b>WORK SCHEDULE</b>	
PLANS AFTER SALE OF PRACTICE	Retire
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	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Minimal
DESCRIBE EXTERNAL MARKETING	None
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Up 12% due to more patients and better Hygienist
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	N/A
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Manual
WHAT TYPE COMPUTER SYSTEM	EagleSoft
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	10
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	7
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	50%
% OF PATIENTS PAYING CASH	40%
% INCOME FROM INSURANCE	50%
% OF PATIENTS WITH INSURANCE	60%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
<b>SCHEDULING DATA</b>	
MONDAY	8-5
TUESDAY	8-5
WEDNESDAY	8-5
THURSDAY	8-5
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	28
ASSOCIATE HOURS WORKED PER WEEK	N/A
HYGIENIST HOURS WORKED PER WEEK	28
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	1,568
NUMBER OF DAYS WORKED PER YEAR	203
NUMBER OF WEEKS WORKED PER YEAR	49
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	100%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	30%
OPERATIVE	20%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	2%
FIXED PROSTHETICS	38%
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC	10%
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Endo, Ortho, Perio
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	\$105
TWO SURFACE ANTERIOR COMPOSITE 02331	\$185
CORE BUILD-UP 02950	\$237
CROWN - GOLD/PORCELAIN 02750	\$1,325
ANTERIOR CANAL ROOT CANAL 03310	\$825
PANORAMIC X-RAY 00330	
TWO SURFACE POSTERIOR COMPOSITE 02392	\$195
CROWN - PORCELAIN CERAMIC 02740	\$1,365
LABIAL PORCELAIN VENEER 02962	\$1,365
BICUSPID ROOT CANAL 03320	\$895
AVERAGE OF FEES	\$722
PERCENT OF FEE PARITY	122%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	258,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	126,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	16
WITHIN	5 miles
MAJOR EMPLOYERS IN AREA	Raymond James Financial, Johns Hopkins All Children's Hospital, Home Shopping Network
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	no
YEAR BEGINNING PRACTICE IN CITY	1988
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2014
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				\$57,000		
OFFICE MANAGER						
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT				\$82,000		
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST						
HYGIENIST						
HYGIENIST				\$62,000		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	3					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Retirement Plan, Health Ins for Assistant		
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						
<b>COLLECTION CENTERS</b>						
				<b>1/1/2023 - 12/31/2022</b>	<b>2022</b>	<b>2021</b>
			GROSS COLLECTIONS	\$616,012	\$555,615	\$520,594
			OWNER COLLECTIONS	\$431,208	\$388,930	\$364,415
			HYGIENIST COLLECTIONS	\$184,804	\$166,684	\$156,179
			ASSOCIATE COLLECTIONS			
			ASSOCIATE COLLECTIONS			
			ASSOCIATE COLLECTIONS			
			ASSOCIATE COLLECTIONS			
			ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT	\$0	\$0	
			HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT	\$0		

