



Wilmington Area		General Dentistry				
FINANCIAL DATA		FOR PRACTICE		9528		
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>				<b>\$</b>	<b>%</b>	
EXPECTED GROSS COLLECTIONS				\$850,477	100.0%	
	HYGIENE COMPONENT			\$289,162	34.0%	
	DENTIST COMPONENT			\$561,315	66.0%	
		RETAINED SELLER				
		ASSOCIATE				
		PURCHASER		\$561,315	66.0%	
<b>VARIABLE EXPENSES</b>				<b>\$</b>	<b>%</b>	
	WAGES, PAYROLL TAX, ETC.			\$249,706	29.4%	
	LABORATORY			\$42,304	5.0%	
	CLINICAL SUPPLIES			\$75,814	8.9%	
	OTHER VARIABLE EXPENSE			\$28,931	3.4%	
				<b>TOTAL VARIABLE EXPENSE</b>	<b>\$396,755</b>	<b>46.7%</b>
<b>FIXED EXPENSES</b>				<b>\$</b>	<b>%</b>	
	RENT			\$57,744	6.8%	
	PHONE, UTILITIES			\$11,465	1.3%	
	LEGAL & ACCOUNTING			\$9,785	1.2%	
	INSURANCE			\$7,725	0.9%	
	OTHER FIXED EXPENSE			\$26,571	3.1%	
				<b>TOTAL FIXED EXPENSE</b>	<b>\$113,290</b>	<b>13.3%</b>
<b>PRACTICE DEBT SERVICE</b>				<b>\$</b>	<b>%</b>	
	INTEREST			\$47,429	5.6%	
	PRINCIPAL			\$53,585	6.3%	
				<b>TOTAL DEBT SERVICE</b>	<b>\$101,014</b>	<b>11.9%</b>
<b>SUMMARY</b>				<b>\$</b>	<b>%</b>	
EXPECTED COLLECTIONS				\$850,477	100.0%	
EXPECTED EXPENSES				\$510,045	60.0%	
PRACTICE DEBT SERVICE				\$101,014	11.9%	
<b>PROJECTED NET INCOME AFTER EXPENSES &amp; DEBT / PERCENT OF PERSONAL PROD.</b>				<b>\$239,418</b>	<b>43%</b>	
PURCHASER PRODUCED PRODUCTION			PERCENTAGE OF GROSS	\$561,315	66.0%	
EQUITY INCREASE			% OF PERSONAL PRODUCTION	\$53,585	9.5%	
TAX SAVINGS FROM DEPRECIATION			% OF PERSONAL PRODUCTION	\$29,650	5.3%	
<b>TOTAL BENEFIT - CASH, TAX SAVINGS, EQUITY</b>			<b>% OF PERSONAL PRODUCTION</b>	<b>\$322,653</b>	<b>57%</b>	
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>				<b>\$</b>	<b>%</b>	
<b>PRACTICE SALES PRICE &amp; PERCENT OF GROSS</b>				<b>\$684,000</b>	<b>84%</b>	
WORKING CAPITAL				\$41,000		
TOTAL PRACTICE LOAN				\$725,000		
PRACTICE LOAN INTEREST RATE				7.00%		
PRACTICE LOAN TERM (MONTHS)				120		
MONTHLY PRACTICE PAYMENT				\$8,418	12%	
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>				<b>\$</b>	<b>%</b>	
MONTHLY PRACTICE PAYMENTS				\$8,418	12%	
ESTIMATED MONTHLY HYGIENE PROFIT				\$15,009	21%	
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$196,460	27%	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$143,972	20%	
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$340,432	47%	
LESS PRACTICE DEBT SERVICE				(\$101,014)	-14%	
<b>PRACTICE SALARY + PROFIT + TAX SAVINGS - LOAN</b>				<b>\$239,418</b>	<b>33%</b>	

Wilmington Area	
DATA FOR PRACTICE NUMBER	9528
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	2,185
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$4,812
PRICE PER SQUARE FOOT	\$26.43
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	11
PROXIMITY OF PARKING PLACES	Front of building less than 10'
# 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	NO
DO YOU WISH TO SELL THE BUILDING? YES OR NO	NO
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	February 16, 2009
DATE LEASE ENDS - i.e. "1/1/2020"	August 31, 2024
IS THERE AN OPTION TO PURCHASE?	No
RENEWAL OPTIONS	None; willing to negotiate with landlord if buyer requests
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Can stay on as an associate if the buyer requests to help with transition
DAYS/WEEK CURRENTLY WORKED	4.5
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 HISTORY	
YEAR BEGINNING PRACTICE IN CITY	2006
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2009
RIGHT OR LEFT HANDED	Left
PURCHASE OR SCRATCH START	Scratch
DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of mouth, Solution Reach
DESCRIBE EXTERNAL MARKETING	Direct Mail Campaign
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, adding more days of hygiene; taking less NC Medicaid
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Solution Reach, Eaglesoft with reminder
WHAT TYPE COMPUTER SYSTEM	Patterson Eaglesoft 19.0
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	1,700
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	20
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	12
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	16
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	2 Months
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	32%
% OF PATIENTS PAYING CASH	25%
% INCOME FROM INSURANCE	53%
% OF PATIENTS WITH INSURANCE	50%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	15%
% OF PATIENTS WITH MEDICAID	25%
% PRACTICE INCOME FROM REDUCED FEE PLANS	15%
% OF PATIENTS WITH REDUCED FEE PLANS	25%
<b>SCHEDULING DATA</b>	
MONDAY	8 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	8 AM - 2 PM every other week
SATURDAY	
OWNER HOURS WORKED PER WEEK	36
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	70
DENTIST PATIENT VISITS PER YEAR	1,698
HYGIENE PATIENT VISITS PER YEAR	2,438
NUMBER OF DAYS WORKED PER YEAR	214
NUMBER OF WEEKS WORKED PER YEAR	50
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$37,079
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$55,812
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$421
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,870
ACCOUNTS RECEIVABLE >90 DAYS	-\$24,240

<b>WHAT PERCENTAGE OF THE PRACTICE INCOME IS:</b>	
HYGIENIST PRODUCTION	30%
OPERATIVE	25%
PEDODONTICS	5%
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	8%
FIXED PROSTHETICS	15%
ENDODONTICS	1%
PERIODONTICS	6%
ORAL SURGERY	10%
COSMETIC	
TMJ TREATMENT	
DIAGNOSTIC	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Impacted third molars, molar endodontics, ortho
<b>REVENUES SOURCES</b>	
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?	
<b>FEE SCHEDULE</b>	
ADULT PROPHY 01110	\$98
TWO SURFACE ANTERIOR COMPOSITE 02331	\$219
CORE BUILD-UP 02950	\$290
CROWN - GOLD/PORCELAIN 02750	\$1,060
ANTERIOR CANAL ROOT CANAL 03310	\$790
PANORAMIC X-RAY 00330	\$117
TWO SURFACE POSTERIOR COMPOSITE 02392	\$249
CROWN - PORCELAIN CERAMIC 02740	\$1,035
LABIAL PORCELAIN VENEER 02962	\$1,110
BICUSPID ROOT CANAL 03320	\$898
AVERAGE OF FEES	\$587
PERCENT OF FEE PARITY	108%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	1,644
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	62,815
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	GE, Corning, ACME fish, Novant
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	None



