

**North Georgia, Chattanooga Area General Dentistry
FINANCIAL DATA SUMMARY FOR PRACTICE #9511**

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 **\$612,435**

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.
CONSIDER A GENEROUS COMMISSION RATE OF **35%** **\$214,352**

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 IS **\$344,001**

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN
FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF **14%**

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)	\$287,577
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	47%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$203,055
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$490,632
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	80%

North Georgia, Chattanooga Area General Dentistry				
FINANCIAL DATA FOR PRACTICE #9511				
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			\$1,901,365	100.0%
	HYGIENE COMPONENT		\$520,878	27.4%
	DENTIST COMPONENT		\$1,380,487	72.6%
		RETAINED SELLER	\$230,081	12.1%
		ASSOCIATE	\$537,971	28.3%
		PURCHASER	\$612,435	32.2%
VARIABLE EXPENSES				
	WAGES, PAYROLL TAX, ETC.		\$632,903	33.3%
	LABORATORY		\$112,860	5.9%
	CLINICAL SUPPLIES		\$138,203	7.3%
	OTHER VARIABLE EXPENSE		\$319,878	16.8%
		TOTAL VARIABLE EXPENSE	\$1,203,845	63.3%
FIXED EXPENSES				
	PHONE, UTILITIES		\$25,493	1.3%
	LEGAL & ACCOUNTING		\$8,240	0.4%
	INSURANCE		\$8,755	0.5%
	OTHER FIXED EXPENSE		\$96,679	5.1%
		TOTAL FIXED EXPENSE	\$139,166	7.3%
DEBT SERVICE FOR PRACTICE AND BULDING				
	INTEREST		\$134,742	7.1%
	PRINCIPAL		\$136,035	7.2%
		TOTAL DEBT SERVICE	\$270,777	14.2%
SUMMARY				
EXPECTED COLLECTIONS			\$1,901,365	100.0%
EXPECTED EXPENSES			\$1,343,011	70.6%
PRACTICE DEBT SERVICE			\$270,777	14.2%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$287,577	47%
PURCHASER PRODUCED PRODUCTION			\$612,435	32.2%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$136,035	22.2%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$67,020	10.9%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$490,632	80%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				
	PRACTICE SALES PRICE & PERCENT OF GROSS		\$1,297,000	70%
	WORKING CAPITAL		\$74,000	
	TOTAL PRACTICE LOAN		\$1,371,000	
	PRACTICE LOAN INTEREST RATE		5.75%	
	PRACTICE LOAN TERM (MONTHS)		120	
	MONTHLY PRACTICE PAYMENT		\$15,049	9%
	BUILDING PRICE		\$1,049,000	
	MONTHLY BUILDING MORTGAGE PAYMENTS		\$7,515	5%
PURCHASER CASH FLOW CONSIDERATIONS				
	MONTHLY PRACTICE AND BUILDING PAYMENTS		\$22,565	14%
	ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$48,853	31%
	PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$214,352	
	PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$344,001	25%
	TOTAL PURCHASER SALARY AND PRACTICE PROFIT		\$558,353	
	LESS DEBT SERVICE FOR PRACTICE AND BULDING		(\$270,777)	
	PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN AND % PERSONAL PROD.		\$354,597	58%

North Georgia, Chattanooga Area	
DATA FOR PRACTICE NUMBER	9511
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	4,142
EXPANDABLE FOOTAGE	Large lot - 1200 sq. ft
CURRENT MONTHLY RENTAL i.e. "1200"	\$8,600
PRICE PER SQUARE FOOT	\$24.92
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	34
PROXIMITY OF PARKING PLACES	Nearby
# EQUIPPED OPS	9
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	6
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	3
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
	1,225,200
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$1,049,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	\$8,600
ANNUAL REAL ESTATE TAXES	\$4,818
ANNUAL REAL ESTATE INSURANCE COST	\$6,788
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	December 31, 2023
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	\$1,049,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$7,515
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$21.77
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Work 3 days a week and fill in outage
DAYS/WEEK CURRENTLY WORKED	12.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	2.0
DESIRED WORK DAYS/WEEK 2ND YR	2.0
DESIRED WORK DAYS/WEEK 3RD YR	1.0
DESIRED WORK DAYS/WEEK 4TH YR	1.0
DESIRED WORK DAYS/WEEK 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of mouth
DESCRIBE EXTERNAL MARKETING	Facebook; Website
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes; keeps increasing even as I cut back, associates picked up
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Lighthouse 360
WHAT TYPE COMPUTER SYSTEM	Dentrix/Quickbooks; X-Dr (X-Ray Software)
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,384
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	45
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	11
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9
HOW FAR AHEAD IS DENTIST SCHEDULED?	3 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	2 Weeks
PRACTICE DATA	
% INCOME FROM CASH	55%
% OF PATIENTS PAYING CASH	42%
% INCOME FROM INSURANCE	45%
% OF PATIENTS WITH INSURANCE	58%
% 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	
SCHEDULING DATA	
MONDAY	8 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	Closed
SATURDAY	Closed
OWNER HOURS WORKED PER WEEK	8
ASSOCIATE HOURS WORKED PER WEEK	64
HYGIENIST HOURS WORKED PER WEEK	128
DENTIST PATIENT VISITS PER YEAR	6,400
HYGIENE PATIENT VISITS PER YEAR	5,000
NUMBER OF DAYS WORKED PER YEAR	200
NUMBER OF WEEKS WORKED PER YEAR	50
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	99%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$141,716
WHAT IS YOUR PATIENT CREDIT BALANCE	\$16,584
ACCOUNTS RECEIVABLES - CURRENT	\$61,396
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$21,823
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$14,308
ACCOUNTS RECEIVABLE >90 DAYS	\$44,188

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	26%
OPERATIVE	25%
PEDODONTICS	1%
ORTHODONTICS	
IMPLANTS	8%
REMOVABLE PROSTHETICS	7%
FIXED PROSTHETICS	4%
ENDODONTICS	2%
PERIODONTICS	
ORAL SURGERY	8%
COSMETIC	4%
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
DIAGNOSTIC	15%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Perio, Complex OS, Impactions, IV Sedation, Difficult Molar Endo
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	\$107
TWO SURFACE ANTERIOR COMPOSITE 02331	\$250
CORE BUILD-UP 02950	\$350
CROWN - GOLD/PORCELAIN 02750	\$1,350
ANTERIOR CANAL ROOT CANAL 03310	\$940
PANORAMIC X-RAY 00330	\$139
TWO SURFACE POSTERIOR COMPOSITE 02392	\$285
CROWN - PORCELAIN CERAMIC 02740	\$1,295
LABIAL PORCELAIN VENEER 02962	\$1,401
BICUSPID ROOT CANAL 03320	\$1,055
AVERAGE OF FEES	\$717
PERCENT OF FEE PARITY	131%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	6,928
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	70,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Roper Corp., Audia, WC School, Shaw, Hitachi Astemo
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Bedroom community of Chattanooga, Building spillover, single family residence
PRACTICE HISTORY	
YEAR BEGINNING PRACTICE IN CITY	1976
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1976
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Scratch

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST		Yes		\$34,565		
OFFICE MANAGER		Yes		\$60,151		
INSURANCE		Yes		\$50,806		
CLERICAL	2004	No		\$23,680		\$1,800
OFFICE MANAGER		Yes		\$56,306		
ASSISTANT	2006	Yes		\$62,171		\$1,800
ASSISTANT	2014	Yes		\$47,302		\$1,800
ASSISTANT	2021	Yes		\$35,471		\$1,800
ASSISTANT	2023	Yes		\$16,689		\$1,800
ASSISTANT	2022	Yes		\$35,471		
HYGIENIST	1993	Yes		\$87,840		\$2,004
HYGIENIST	2002	Yes		\$19,362		\$900
HYGIENIST	2020	Yes		\$52,176		\$1,800
HYGIENIST	2020	Yes		\$69,038		\$1,800
JANITORIAL (3)	2001	Yes		\$22,809		
LAB TECHNICIAN						
ASSOCIATE	2013	Yes		\$170,995		\$1,800
ASSOCIATE	2010	Yes		\$39,729		
ASSOCIATE	2020	Yes		\$194,924		\$1,800
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WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Christmas bonus, \$100/mth uniform, all major holidays		
				1/yr clothing allowance+\$100/mth uniform maintenance, 1 week vacation after 1 year, 2 weeks after 2 years for h		
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 - 8/16/2023	2022	2021
GROSS COLLECTIONS				\$1,226,260	\$1,880,688	\$1,790,316
OWNER COLLECTIONS				\$184,221	\$305,269	\$290,600
HYGIENIST COLLECTIONS				\$353,857	\$501,469	\$477,372
ASSOCIATE COLLECTIONS				\$313,685	\$519,474	\$522,000
ASSOCIATE COLLECTIONS				\$78,674	\$121,097	
ASSOCIATE COLLECTIONS				\$301,555	\$433,379	\$500,344
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

