



**North Shore, Louisiana****MERGER DATA SUMMARY FOR PRACTICE NUMBER 6926**

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	3,600
EXPANDABLE FOOTAGE	2nd Floor - staff lounge and offices
CURRENT MONTHLY RENTAL i.e. "1200"	\$7,500
PRICE PER SQUARE FOOT	\$25.00
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	22 plus extra parking at school lot
PROXIMITY OF PARKING PLACES	adjacent to building
NUMBER OF OPERATORIES EQUIPPED FOR DENTIST	6
NUMBER OF OPERATORIES EQUIPPED FOR HYGIENIST	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF UNPLUMBED EMPTY OPERATORIES	
DATE OF LEASE i.e. "1/1/99"	
DATE LEASE ENDS - i.e. "1/1/04"	
TERM OF LEASE IN YEARS i.e. "5"	
YEARS REMAINING ON LEASE i.e. "2.5"	
RENEWAL OPTIONS	
DO YOU OWN YOUR BUILDING? "YES" OR "NO"	Yes
DO YOU WISH TO SELL THE BUILDING? "YES" OR "NO"	No
PRICE OF BUILDING	\$520,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	\$5,500
ANNUAL REAL ESTATE TAXES	\$7,600
ANNUAL REAL ESTATE INSURANCE COST	\$6,000
PURCHASER MORTGAGE INTEREST RATE	7.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$18.33

**WORK SCHEDULE**

PLANS AFTER SALE OF PRACTICE	Work part-time
DAYS/WEEK CURRENTLY WORKED	3
ENTER DESIRED DAYS WORKED FOR NEW BUYER SALE	
DESIRED WORK DAYS/WEEK 1ST YR	0
DESIRED WORK DAYS/WEEK 2ND YR	0
DESIRED WORK DAYS/WEEK 3RD YR	0
DESIRED WORK DAYS/WEEK 4TH YR	0
DESIRED WORK DAYS/WEEK 5TH YR	0
DESIRED WORK DAYS/WEEK 6TH YR	0

<b>PRACTICE DATA</b>	
WHAT CONSULTANT USED IN PAST 5 YRS	NONE
RESULTS	
DESCRIBE INTERNAL MARKETING	GIFTS, FOLLOW UP PHONE CALLS, CARDS
DESCRIBE EXTERNAL MARKETING	YELLOW PAGES, SPONSORSHIPS
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	DROP DUE TO INJURY TO OWNER 9/09
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,678
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	35
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST	31
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	two weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	two weeks
% PRACTICE INCOME FROM CASH	56%
% OF PATIENTS PAYING CASH	33%
% PRACTICE INCOME FROM INSURANCE	44%
% OF PATIENTS WITH INSURANCE	67%
% PRACTICE INCOME FROM HMO	
% OF PATIENTS WITH HMO	
% PRACTICE INCOME FROM PPO	
% OF PATIENTS WITH PPO	
% PRACTICE INCOME FROM CAPITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME WITH REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
OFFICE HOURS	MONDAY 9:00 am - 6:00 pm
	TUESDAY 8:00 am -5:00 pm
	WEDNESDAY
	THURSDAY 8:00 am -5:00 pm
	FRIDAY
	SATURDAY By appt
DENTIST HOURS WORKED PER WEEK	27
HYGIENIST HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	42
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	156
NUMBER OF WEEKS WORKED PER YEAR	50
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$48,649
SIX WEEKS ACCOUNTS RECEIVABLE	\$88,744
WHAT IS YOUR COLLECTION PERCENTAGE	100%
WHAT TYPE RECALL SYSTEM	Pre-appt, cards, calls
WHAT TYPE COMPUTER SYSTEM	Dentrix

<b>WHAT % OF THE PRACTICE INCOME IS:</b>	
HYGIENIST PRODUCTION	23%
OPERATIVE	39%
PEDODONTICS	0%
ORTHODONTICS	0%
IMPLANTS	1%
REMOVABLE PROSTHETICS	4%
FIXED PROSTHETICS	11%
ENDODONTICS	15%
PERIODONTICS	1%
ORAL SURGERY	3%
COSMETIC	0%
TMJ TREATMENT	0%
SOFT TISSUE MANAGEMENT	0%
DIAGNOSTIC	3%
TOTAL	100%
<b>MARKET FACTOR DATA</b>	
EQUIPMENT FACTOR SCALE 0% - 100%	65%
LOCATION DEMAND SCALE 0% - 100%	85%
PLAN / MEDICAID PRACTICE %	
ANNUAL FEE INCREASE %	4%
ANNUAL OVERHEAD INCREASE %	4%
<b>FEE SCHEDULE</b>	
ADULT PROPHY 01110	\$74
GOLD INLAY 02540	
TWO SURFACE POSTERIOR COMPOSITE 02386	\$149
TWO SURFACE AMALGAM 02150	\$145
CORE BUILD-UP INCLUDING PINS 02950	\$236
GOLD / PORCELAIN CROWN 02750	\$903
ANTERIOR CANAL ROOT CANAL 03310	\$609
BICUSPID ROOT CANAL 03320	\$721
LABIAL PORCELAIN VENEER 02962	\$973
AVERAGE OF FEES	\$476
PERCENT OF FEE PARITY	89%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	110,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	180,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	14
MAJOR EMPLOYERS IN AREA	Stennis Space, 5 hospitals
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN YOUR DRAWING AREA	None

<b>STAFF DATA</b>			
DESCRIBE STAFF BY POSITION AS TO	ANNUAL SALARY	WILL POSSIBLY STAY?	YEAR HIRED
SCHEDULER	\$22,400	Yes	1998
OFFICE MANAGER	\$28,880		
RECEPTIONIST	\$		
ASSISTANT	\$23,738		
ASSISTANT	\$20,732		
ASSISTANT	\$10,500		
ASSISTANT	\$22,875		
ASSISTANT	\$		
HYGIENIST	\$27,870	Yes	2007
HYGIENIST	\$13,490	Yes	2009
HYGIENIST	\$		
HYGIENIST	\$		
LAB TECHNICIAN	\$		
LAB TECHNICIAN	\$		
ACCTS REC MGR	\$		
OTHER			
DESCRIBE FRINGE BENEFITS AND VALUE	Paid uniforms, 6 holidays, paid CE, SEP plan		
DO YOU HIRE ANY UNPAID FAMILY MEMBERS	No		
DESCRIBE DUTIES			
ESTIMATED ANNUAL VALUE OF ABOVE			
<b>PRODUCTION CENTERS</b>			
	see tax returns in prospectus		
GROSS COLLECTIONS			
HYGIENISTS			
OWNER PRODUCTION			
ASSOCIATE PRODUCTION			
ASSOCIATE PRODUCTION			
ASSOCIATE			
ENTER ASSOCIATE SALARY IN DOLLARS IF FIXED			
ENTER ASSOCIATE COMMISSION PERCENTAGE	30%		
ENTER HYGIENIST SALARY IN DOLLARS IF FIXED			
ENTER HYGIENIST COMMISSION PERCENTAGE			
<b>CONFORMITY DATA</b>			
DOES YOUR PRACTICE MEET OSHA STANDARDS?	Yes		
WHY NOT			
DOES YOUR PRACTICE MEET CDC STANDARDS?	Yes		
WHY NOT			
DOES PRACTICE MEET ALL GOVERNMENTAL REGULATIONS?	Yes		
EXPLAIN ANY DISCREPANCIES			
HAVE YOU HAD ANY DISCIPLINARY ACTION IN LAST 7 YRS	No		
EXPLAIN			
HAVE YOU HAD ANY PRACTICE RELATED SUITS FILED	No		
AGAINST YOU IN THE PAST TEN YEARS? EXPLAIN			
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY	None		