

North of Charlotte, NC Pediatric Dentistry
FINANCIAL DATA SUMMARY FOR PRACTICE 8247 2/1/2011 15:12

The following summary illustrates a projected year's income and expenses for the subject practice which incorporates a 4% 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				\$999,649	100.0%
	HYGIENE COMPONENT			\$0	0.0%
	DENTIST COMPONENT			\$999,649	100.0%
		RETAINED SELLER		\$0	0.0%
		ASSOCIATE		\$0	0.0%
		PURCHASER		\$999,649	100.0%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			\$239,897	24.0%
	LABORATORY			\$5,204	0.5%
	CLINICAL SUPPLIES			\$77,801	7.8%
	OTHER VARIABLE EXPENSE			\$27,939	2.8%
TOTAL VARIABLE EXPENSE INCREASE				\$350,840	35.1%
FIXED EXPENSES					
	RENT			\$0	0.0%
	PHONE, UTILITIES			\$9,585	1.0%
	LEGAL & ACCOUNTING			\$6,760	0.7%
	INSURANCE			\$7,800	0.8%
	OTHER FIXED EXPENSE			\$14,621	1.5%
TOTAL FIXED EXPENSE INCREASE				\$38,767	3.9%
DEBT SERVICE					
	INTEREST			\$73,156	7.3%
	PRINCIPAL			\$83,725	8.4%
TOTAL DEBT SERVICE				\$156,881	15.7%
SUMMARY					
EXPECTED COLLECTIONS				\$999,649	100.0%
EXPECTED EXPENSES				\$389,607	39.0%
DEBT SERVICE				\$156,881	15.7%
EXPECTED NET INCOME & PERCENT OF PERSONAL PRODUCTION				\$453,161	45.3%
PURCHASER PRODUCED PRODUCTION				\$999,649	100.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$83,725	8.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$33,336	3.3%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$570,222	57.0%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
	SALES PRICE & PERCENT OF GROSS			\$583,000	61%
	WORKING CAPITAL			\$48,000	4.8%
	TOTAL LOAN			\$631,000	63.1%
	LOAN INTEREST RATE			9.00%	
	LOAN TERM IN MONTHS			84	
	MONTHLY PAYMENT			\$13,073	15.7%
	ESTIMATED MONTHLY HYGIENE/ASSOC PROFIT			\$0	0.0%

North of Charlotte, NC
DATA SUMMARY FOR PRACTICE NUMBER 8247

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	1,900
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,340
PRICE PER SQUARE FOOT	\$21.09
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	14
PROXIMITY OF PARKING PLACES	At the building
NUMBER OF OPERATORIES EQUIPPED FOR DENTIST	3
NUMBER OF OPERATORIES EQUIPPED FOR HYGIENIST	1 (3 chair bay)
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"	Yes
PRICE OF BUILDING	\$325,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	\$2,800
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
PURCHASER MORTGAGE INTEREST RATE	7.00%
PURCHASER MORTGAGE TERM - YEARS	15
PURCHASER MONTHLY PAYMENT	\$2,921
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$18.45

WORK SCHEDULE

PLANS AFTER SALE OF PRACTICE	
DAYS/WEEK CURRENTLY WORKED	4
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

PRACTICE DATA	
WHAT CONSULTANT USED IN PAST 5 YRS	No
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST	
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST	
HOW FAR AHEAD IS DENTIST SCHEDULED?	
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
% PRACTICE INCOME FROM CASH	3%
% OF PATIENTS PAYING CASH	3%
% PRACTICE INCOME FROM INSURANCE	24%
% OF PATIENTS WITH INSURANCE	24%
% 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	73%
% OF PATIENTS WITH MEDICAID	73%
% PRACTICE INCOME WITH REDUCED FEE PLANS	73%
% OF PATIENTS WITH REDUCED FEE PLANS	73%
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
OFFICE HOURS	MONDAY 8:00 am - 5:00 pm
	TUESDAY 7:30 am - 3:30 pm (every other week)
	WEDNESDAY 8:00 am - 5:00 pm
	THURSDAY 7:30 am - 3:30 pm
	FRIDAY 8:00 am - 2:00 pm (evcery other week)
	SATURDAY
DENTIST HOURS WORKED PER WEEK	34
HYGIENIST HOURS WORKED PER WEEK	
ASSOCIATE HOURS WORKED PER WEEK	
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
SIX WEEKS ACCOUNTS RECEIVABLE	\$115,344
WHAT IS YOUR COLLECTION PERCENTAGE	
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	

WHAT % OF THE PRACTICE INCOME IS:		
ASSISTANT POLISHING		0%
OPERATIVE		0%
PEDODONTICS		100%
ORTHODONTICS		0%
IMPLANTS		0%
REMOVABLE PROSTHETICS		0%
FIXED PROSTHETICS		0%
ENDODONTICS		0%
PERIODONTICS		0%
ORAL SURGERY		0%
COSMETIC		0%
TMJ TREATMENT		0%
SOFT TISSUE MANAGEMENT		0%
OTHER		0%
TOTAL		100%
MARKET FACTOR DATA		
EQUIPMENT FACTOR	SCALE 0% - 100%	70%
LOCATION DEMAND	SCALE 0% - 100%	75%
PLAN / MEDICAID PRACTICE %		73%
ANNUAL FEE INCREASE %		4.0%
ANNUAL OVERHEAD INCREASE %		4.0%
FEE SCHEDULE		
ADULT PROPHY 01110		
GOLD INLAY 02540		
TWO SURFACE POSTERIOR COMPOSITE 02386		
TWO SURFACE AMALGAM 02150		
CORE BUILD-UP INCLUDING PINS 02950		
GOLD / PORCELAIN CROWN 02750		
ANTERIOR CANAL ROOT CANAL 03310		
BICUSPID ROOT CANAL 03320		
LABIAL PORCELAIN VENEER 02962		
AVERAGE OF FEES		#DIV/0!
PERCENT OF FEE PARITY		85%
DEMOGRAPHIC DATA		
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN		
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA		
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	two	
WITHIN	thirteen	
MAJOR EMPLOYERS IN AREA		
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN YOUR DRAWING AREA		

STAFF DATA		
DESCRIBE STAFF BY POSITION AS TO	ANNUAL SALARY	WILL POSSIBLY STAY? YEAR HIRED
RECEPTIONIST	\$40,034	
OFFICE MANAGER	\$	
RECEPTIONIST	\$	
ASSISTANT	\$3,303	
ASSISTANT	\$29,898	
ASSISTANT	\$28,545	
ASSISTANT	\$4,181	
ASSISTANT	\$6,790	
ASSISTANT	\$21,934	
ASSISTANT	\$4,181	
JANITORIAL		1260
HYGIENIST	\$	
LAB TECHNICIAN	\$	
LAB TECHNICIAN	\$	
OTHER	\$	
OTHER		
DESCRIBE FRINGE BENEFITS AND VALUE		
DO YOU HIRE ANY UNPAID FAMILY MEMBERS		
DESCRIBE DUTIES		
ESTIMATED ANNUAL VALUE OF ABOVE		
PRODUCTION CENTERS		
	YEAR TO DATE	LAST YEAR
ENTER YEAR	1/2009 TO 7/2009	2008
GROSS PRODUCTION	\$	\$
HYGIENISTS	\$	\$
OWNER	\$	\$
ASSOCIATE	\$	\$
ASSOCIATE	\$	\$
ASSOCIATE	\$	\$
ENTER ASSOCIATE SALARY IN DOLLARS IF FIXED		
ENTER ASSOCIATE COMMISSION PERCENTAGE		
ENTER HYGIENIST SALARY IN DOLLARS IF FIXED		
ENTER HYGIENIST COMMISSION PERCENTAGE		
CONFORMITY DATA		
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	