

Augusta, Georgia **General Dentistry**
FINANCIAL DATA SUMMARY FOR PRACTICE **8747** 12/14/2010 12:28

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				\$1,283,319	100.0%
	HYGIENE COMPONENT			\$372,162	29.0%
	DENTIST COMPONENT			\$911,156	71.0%
		RETAINED SELLER		\$487,661	38.0%
		ASSOCIATE		\$0	0.0%
		PURCHASER		\$423,495	33.0%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			\$376,061	29.3%
	LABORATORY			\$110,281	8.6%
	CLINICAL SUPPLIES			\$92,113	7.2%
	OTHER VARIABLE EXPENSE			\$233,074	18.2%
TOTAL VARIABLE EXPENSE INCREASE				\$811,528	63.2%
FIXED EXPENSES					
	RENT			\$40,800	3.2%
	PHONE, UTILITIES			\$25,533	2.0%
	LEGAL & ACCOUNTING			\$6,760	0.5%
	INSURANCE			\$7,800	0.6%
	OTHER FIXED EXPENSE			\$55,179	4.3%
TOTAL FIXED EXPENSE INCREASE				\$136,072	10.6%
DEBT SERVICE					
	INTEREST			\$65,784	5.1%
	PRINCIPAL			\$114,226	8.9%
TOTAL DEBT SERVICE				\$180,010	14.0%
SUMMARY					
EXPECTED COLLECTIONS				\$1,283,319	100.0%
EXPECTED EXPENSES				\$947,601	73.8%
DEBT SERVICE				\$180,010	14.0%
EXPECTED NET INCOME & PERCENT OF PERSONAL PRODUCTION				\$155,708	36.8%
PURCHASER PRODUCED PRODUCTION				\$423,495	33.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$114,226	27.0%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$40,692	9.6%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$310,627	73.3%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
	SALES PRICE & PERCENT OF GROSS			\$916,000	74%
	WORKING CAPITAL			\$62,000	4.8%
	TOTAL LOAN			\$978,000	76.2%
	LOAN INTEREST RATE			7.50%	
	LOAN TERM IN MONTHS			84	
	MONTHLY PAYMENT			\$15,001	14.0%
	ESTIMATED MONTHLY HYGIENE/ASSOC PROFIT			\$32,687	30.6%

Augusta, Georgia**DATA SUMMARY FOR PRACTICE NUMBER 8747**

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	5,000
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,400
PRICE PER SQUARE FOOT	\$8.16
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	25-30
PROXIMITY OF PARKING PLACES	Front of office
NUMBER OF OPERATORIES EQUIPPED FOR DENTIST	4
NUMBER OF OPERATORIES EQUIPPED FOR HYGIENIST	3
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"	No
DO YOU WISH TO SELL THE BUILDING? "YES" OR "NO"	No
PRICE OF BUILDING	
IF NOT FOR SALE, MO. RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
PURCHASER MORTGAGE INTEREST RATE	7.00%
PURCHASER MORTGAGE TERM - YEARS	15
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	

WORK SCHEDULE

PLANS AFTER SALE OF PRACTICE	Work as an associate
DAYS/WEEK CURRENTLY WORKED	5
ENTER DESIRED DAYS WORKED FOR NEW BUYER SALE	
DESIRED WORK DAYS/WEEK 1ST YR	3.5
DESIRED WORK DAYS/WEEK 2ND YR	2
DESIRED WORK DAYS/WEEK 3RD YR	1
DESIRED WORK DAYS/WEEK 4TH YR	1
DESIRED WORK DAYS/WEEK 5TH YR	0
DESIRED WORK DAYS/WEEK 6TH YR	0

OTHER PRACTICE INFORMATION:

Our services encompass a good preventive program, stressing soft tissue management, home care, and a special emphasis on cosmetic dentistry. As one of the few dental practices which accepts Medicaid, we provide dental care of many low income families. Our office has a great staff: two full time hygienists, two assistants, three front office personnel, a bookkeeper and office manager. All are looking for ways to make the patient's time in the office more pleasant. We have a large patient base that represents all age groups. We are fortunate to average 75 to 100 new patients per month. Our community is a rural suburb of Augusta-Richmond County, Georgia, which is currently in the development phase of major new housing development. It has a large number of retired and active military families. Augusta is the site of the Medical and Dental School of the University of Georgia. Our practice strives to create healthy, happy smiles through cosmetic, preventive and general dentistry, in a caring and comfortable setting.

PRACTICE DATA	
WHAT CONSULTANT USED IN PAST 5 YRS	No
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes
	Fee increase, new patient increase, aggressive scheduling
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	5,740
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	103
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST	20
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	2-3 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
% PRACTICE INCOME FROM CASH	27%
% OF PATIENTS PAYING CASH	50%
% PRACTICE INCOME FROM INSURANCE	67%
% OF PATIENTS WITH INSURANCE	45%
% 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	6%
% OF PATIENTS WITH MEDICAID	5%
% PRACTICE INCOME WITH REDUCED FEE PLANS	6%
% OF PATIENTS WITH REDUCED FEE PLANS	5%
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
OFFICE HOURS	MONDAY 7:45 am - 6:00 pm
	TUESDAY 7:45 am - 6:00 pm
	WEDNESDAY 7:45 am - 6:00 pm
	THURSDAY 7:45 am - 6:00 pm
	FRIDAY 7:45 am - 6:00 pm
	SATURDAY 8:00 am - 3:00 pm
DENTIST HOURS WORKED PER WEEK	36
HYGIENIST HOURS WORKED PER WEEK	96
ASSOCIATE HOURS WORKED PER WEEK	63
DENTIST PATIENT VISITS PER YEAR	4,668
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	248
NUMBER OF WEEKS WORKED PER YEAR	46
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$112,988
SIX WEEKS ACCOUNTS RECEIVABLE	\$148,075
WHAT IS YOUR COLLECTION PERCENTAGE	95%
WHAT TYPE RECALL SYSTEM	6 months schedule ahead, postcards, phone calls
WHAT TYPE COMPUTER SYSTEM	PC's and Datatec Software

WHAT % OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	32%
OPERATIVE	32%
PEDODONTICS	0%
ORTHODONTICS	0%
IMPLANTS	0%
REMOVABLE PROSTHETICS	18%
FIXED PROSTHETICS	2%
ENDODONTICS	2%
PERIODONTICS	3%
ORAL SURGERY	2%
COSMETIC	0%
TMJ TREATMENT	0%
SOFT TISSUE MANAGEMENT	0%
OTHER	9%
TOTAL	100%
MARKET FACTOR DATA	
EQUIPMENT FACTOR SCALE 0% - 100%	70%
LOCATION DEMAND SCALE 0% - 100%	70%
PLAN / MEDICAID PRACTICE %	6%
ANNUAL FEE INCREASE %	4.0%
ANNUAL OVERHEAD INCREASE %	4.0%
FEE SCHEDULE	
ADULT PROPHY 01110	\$68
GOLD INLAY 02540	
TWO SURFACE POSTERIOR COMPOSITE 02386	
TWO SURFACE AMALGAM 02150	\$129
CORE BUILD-UP INCLUDING PINS 02950	\$211
GOLD / PORCELAIN CROWN 02750	\$835
ANTERIOR CANAL ROOT CANAL 03310	\$690
BICUSPID ROOT CANAL 03320	\$900
LABIAL PORCELAIN VENEER 02962	\$824
AVERAGE OF FEES	\$522
PERCENT OF FEE PARITY	90%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	15,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	500,000
NUMBER OF DENTISTS WITHIN 5 MILES	1
NUMBER NEW DENTISTS WITHIN 5 MILES IN LAST 5 YEARS	
MAJOR EMPLOYERS IN AREA	Ft. Gordon, Walmart, Club Car, University Hospital, TTX, Savannah Riversite, Kimberly-Clark, International Paper
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN YOUR DRAWING AREA	New 2,000 home subdivision on Tobacco Road, possible expansion of Ft. Gordon when troops return

STAFF DATA			
DESCRIBE STAFF BY POSITION AS TO	ANNUAL SALARY	WILL POSSIBLY STAY?	YEAR HIRED
RECEPTIONIST	\$34,500	Yes	2004
OFFICE MANAGER	\$30,000	Yes	2000
RECEPTIONIST	\$24,000	Yes	2001
ASSISTANT	\$15,000	Yes	2004
ASSISTANT	\$32,000	Yes	2000
ASSISTANT		#REF!	
ASSISTANT	\$26,000	Yes	1992
ASSISTANT			24000
ASSISTANT	\$56,000	Yes	2003
HYGIENIST	\$45,000	Yes	2001
HYGIENIST	\$44,000	Yes	2008
HYGIENIST	\$ _____	_____	_____
LAB TECHNICIAN	\$ _____	_____	_____
LAB TECHNICIAN	\$ _____	_____	_____
OTHER _____	\$ _____	_____	_____
OTHER _____			
DESCRIBE FRINGE BENEFITS AND VALUE	Vacation, sick, health insurance		
DO YOU HIRE ANY UNPAID FAMILY MEMBERS	No		
DESCRIBE DUTIES			
ESTIMATED ANNUAL VALUE OF ABOVE			
PRODUCTION CENTERS			
	YEAR TO DATE	LAST YEAR	TWO YEARS AGO
ENTER YEAR	1/1/10-6/15/10	2009	2008
GROSS PRODUCTION	\$561,601	\$1,132,970	\$716,937
HYGIENISTS	\$197,164	\$ 372,000	
OWNER	\$202,577	\$ 413,187	
ASSOCIATE	\$118,696	\$ 251,011	
ASSOCIATE	\$ 43,163	\$ 96,772	
ASSOCIATE			
ENTER ASSOCIATE SALARY IN DOLLARS IF FIXED	35% of collections		
ENTER ASSOCIATE COMMISSION PERCENTAGE			
ENTER HYGIENIST SALARY IN DOLLARS IF FIXED	\$225 a day		
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		