Birmingham Area General Dentistry					
MERGER FINANCIAL DATA SUMMARY FOR PRACTICE	9513				
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					
and 3) overhead expenses increase each year. Fee and overhead increas	es are based on es	timates of inflation and			
can be adjusted.					
The purpose of this summary is to demonstrate the individual practice revo	enues and profitab	ility of this particular practic	e.		
PRACTICE FINANCIAL SUMMARY					
PRACTICE FINANCIAL SUMMART					
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER	\$717,231				
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.					
CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$251,031				
NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND	D ABOVE THE CON	IPENSATION			
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 AMOUNTS TO	\$219,804				
	Ψ213,004				
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TO					
FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE		36%			
TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHE		DCIATESHIPS OR			
TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHE OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINT		DCIATESHIPS OR	SUBJECT PRACTICE		
OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POIN	TS.				
	TS.		SUBJECT PRACTICE \$389,701		
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Birmingham Area MERGER FINANCIAL	General Der	ntistry PRACTICE	9513		
			d expenses for the subject practice which		
		-	increase in production. This summary is i	not a	
epresentation or warranty of	future practice pe	erformance. Purcl	hasers should obtain qualified legal and a	ccounting	
ounsel prior to any purchase	e decisions. NO	TE: Practice pric	ce does not include accounts receivabl	e.	
PRACTICE INCOME					
EXPECTED GROSS COLLE	CTIONS			\$873,631	100.0%
HYGIENE C	OMPONENT			\$156,400	17.9%
DENTIST C	OMPONENT			\$717,231	82.1%
	RETAINED SI	ELLER			
	ASSOCIATE				
	PURCHASER			\$717,231	82.1%
		<u>^</u>		¢175.000	20.00/
	AYROLL TAX, ET	0.		\$175,082	20.0%
				\$28,621 \$166.058	3.3%
		E		\$166,958 \$10,050	19.1%
OTHER VAL	RIABLE EXPENS	C	TOTAL VARIABLE EXPENSE	\$10,059 \$380,720	1.2% 43.6%
FIXED EXPENSES			IUTAL VARIABLE EXPENSE	φ300,720	43.0%
-IAED EAPENSES		1			
PHONE, UT	ILITIES			\$3,000	0.3%
	CCOUNTING			\$3,500	0.4%
INSURANC	E			\$1,500	0.2%
OTHER FIX	ED EXPENSE			\$14,077	1.6%
			TOTAL FIXED EXPENSE	\$22,077	2.5%
PRACTICE DEBT SERVICE					
INTEREST				\$34,025	3.9%
PRINCIPAL			TOTAL DEBT SERVICE	\$47,109 \$81,134	5.4% 9.3%
SUMMARY				ψ01,104	3.3 /0
EXPECTED COLLECTIONS				\$873,631	100.0%
EXPECTED EXPENSES				\$402,796	46.1%
PRACTICE DEBT SERVICE				\$81,134	9.3%
		AND DEBT & PE	RCENT OF PERSONAL PROD.	\$389,701	54%
			\$717,231	82.1%	
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$47,109	6.6%	
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$19,952	2.8%	
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD. THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			\$456,761	64%	
THIS CASH FLOW EXAMPL	LE IS BASED ON	THE FOLLOWI	NG ASSUMPTIONS:		
PRACTICE SALES PRICE & PERCENT OF GROSS		\$567,000	67%		
WORKING CAPITAL			\$42,000		
TOTAL PRACTICE LOAN			\$609,000		
PRACTICE LOAN INTEREST RATE			6.00%		
PRACTICE LOAN TERM IN MONTHS			120		
PRACTICE MONTHLY PAYMENT		\$6,761	9%		
PURCHASER CASH FLOW	CONSIDERATIO	ONS			
enterinteen erterne eow	CONSIDENAIN		MONTHLY PRACTICE PAYMENTS	\$6,761	9%
	ESTIM	ATED MONTHL	Y HYGIENE AND ASSOCIATE PROFIT	\$7,299	10%
			N 35% OF PERSONAL PRODUCTION	\$251,031	
	PRACT	ICE PROFIT - IN	ADDITION TO PURCHASER SALARY	\$47,109	8%
	Т	OTAL PURCHAS	SER SALARY AND PRACTICE PROFIT	\$298,139	
LESS PRACTICE DEBT SERVICE		(\$81,134)			
			RY + PROFIT +TAX SAVINGS - LOAN	\$217,006	

Birmingham Area MERGER DATA FOR PRACTICE NUMBER	9513
The following data is provided by the owner of the practice. It is b	8
o be a true and accurate representation of the facts of the practi	
verify all information contained herein and to seek qualified count	sel in the interpretation and verification thereof.
DFFICE DATA	
SQUARE FOOTAGE OF OFFICE	1,440
EXPANDABLE FOOTAGE	1200-1400 SqFt
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,000
PRICE PER SQUARE FOOT	\$25.00
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	13
PROXIMITY OF PARKING PLACES	Immediate
# 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	YES
DO YOU WISH TO SELL THE BUILDING? YES OR NO	YES
APPRAISED BUILDING PRICE	391,200
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	\$4,034
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$2,803
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$23.36
VORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Family, Hunting, Yard Work
DAYS/WEEK CURRENTLY WORKED	4.0
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 DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	Patient referrals, peer to peer referrals
	ratient relemans, peer to peer relemans
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Dentrix
WHAT TYPE COMPUTER SYSTEM	Dentrix Ascend
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION D	ATA & REDUCED FEE PLANS
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	840
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	2
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	11
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	16
HOW FAR AHEAD IS DENTIST SCHEDULED?	3 months
	7 months
	400/
% INCOME FROM CASH % OF PATIENTS PAYING CASH	18% 25%
% INCOME FROM INSURANCE	67%
% OF PATIENTS WITH INSURANCE	85%
	60.76
	4597
% PRACTICE INCOME FROM CAPTITATION	15%
% OF PATIENTS WITH CAPITATION % PRACTICE INCOME FROM MEDICAID	10%
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	15%
% OF PATIENTS WITH REDUCED FEE PLANS	10%
SCHEDULING DATA	
MONDAY	8 AM - 12 PM: 1 PM - 5 PM
TUESDAY	7 AM - 3 PM
WEDNESDAY	8 AM - 12 PM; 1 PM - 5 PM
THURSDAY	7 AM - 3 PM
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	36
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	36
DENTIST PATIENT VISITS PER YEAR	1,536
HYGIENE PATIENT VISITS PER YEAR	2,400
NUMBER OF DAYS WORKED PER YEAR	192
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	80%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$63,135
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$28,695
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$2,390
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,897
ACCOUNTS RECEIVABLE >90 DAYS	\$30,153

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	27%
OPERATIVE	17%
PEDODONTICS	2%
ORTHODONTICS	2%
IMPLANTS	8%
REMOVABLE PROSTHETICS	4%
FIXED PROSTHETICS	28%
ENDODONTICS	1%
PERIODONTICS	
ORAL SURGERY	
	1%
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	
NHAT SERVICES ARE REFERRED OUT?	Endo, Oral Surgery
REVENUES SOURCES	
S ANY OF YOUR REPORTED INCOME FROM ANY OTHER	
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No
F SO HOW MUCH IN CURRENT PERIOD?	
F SO , HOW MUCH FOR LAST YEAR?	
F SO HOW MUCH FOR THE PREVIOUS YEAR?	
WHAT IS THE SOURCE OF THIS OTHER INCOME?	
FEE SCHEDULE	
ADULT PROPHY 01110	\$52
TWO SURFACE ANTERIOR COMPOSITE 02331	\$144
CORE BUILD-UP 02950	\$204
CROWN - GOLD/PORCELAIN 02750	\$884
ANTERIOR CANAL ROOT CANAL 03310	\$536
PANORAMIC X-RAY 00330	\$89
TWO SURFACE POSTERIOR COMPOSITE 02392	\$182
CROWN - PORCELAIN CERAMIC 02740	\$920
ABIAL PORCELAIN VENEER 02962	\$780
BICUSPID ROOT CANAL 03320	\$639
AVERAGE OF FEES	\$443
PERCENT OF FEE PARITY	81%
DEMOGRAPHIC DATA	
NHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	92,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	46,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	fifteen
WITHIN	five miles
MAJOR EMPLOYERS IN AREA	University of Alabama Birmingham, Regions Financial Corp., Childrens
Hospital, BC/BS, Mercedes Benz, Alabama Power	
Tospital, DC/DS, Mercedes Denz, Alabama r ower	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	1003
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	
RIGHT OR LEFT HANDED	
PURCHASE OR SCRATCH START	Purchase

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST/INSUR.	2021	No		\$47,040		\$9,600
HYGIENIST/ASST./REC	2010	Yes		\$40,000		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2021	Yes		\$28,000		\$9,600
HYGIENIST/ASST./REC	2010	Yes		\$10,000		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST/ASST./REC	2010	Yes		\$10,000		\$1,963
HYGIENIST	2022	Yes		\$50,400		\$9,600
HYGIENIST/ASST.	2020	Yes		\$36,300		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
JANITOR	2019	No		\$14,200		\$10,080
WHAT BENEFITS DO YOU		R THE ST	ΓΔΕΕ?	Health Insurance, Si	mole Retirement P	Plan
				filediti incurance, e.		
COST OF BENEFITS PROV		CH EMP	OVEE			
COOT OF DEMERING THE						
DO YOU	J HIRE ANY U		AMILY MEMBERS?	No		
			N DO THEY HOLD?			
WHAT IS THE ESTIN	MATED MARK	ET VALU	JE OF THEIR JOB?			
ARE THERE ANY EMPLOYE						
THAN THE NORMAL SALARY FOR THEIR POSITION? WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
COMPENSATION FOR EACH						
COLLECTION CENTERS	e					
COLLECTION CENTER	2			1		
				1/1/2023-7/31/2023	2022	2021
		GRO			\$906,141	\$805,882
GROSS COLLECTIONS OWNER COLLECTIONS		\$429,799	\$773,022	\$612,340		
		-	IST COLLECTIONS		\$133,119	\$193,542
			TE COLLECTIONS	. ,	φ100,σ	\$100,01 <u>2</u>
			TE COLLECTIONS	-		
			TE COLLECTIONS			
			TE COLLECTIONS			
ASSOCIATE - SALARY	IN DOLLARS	/ COMN	1ISSION PERCENT	\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT		\$0				

CONFORMITY DATA		
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes	
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes	
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No	
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No	
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No	
YOUR PRACTICE OF DENTISTRY?		
INSURANCE EXPLANATION		
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$69,798	
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?		
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?		
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	¥ =) = -	
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$1,316	
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$4,034	
TAXES AND LICENSES EXPLANATION		
TOTAL EXPENSE FOR TAXES	\$93,000	
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$86,507	
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?		
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX? HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?		
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)? HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?		
PENSION EXPLANATION AND 401k COMBINED	ψ5,700	
TOTAL EXPENSES FOR PENSION PLAN	\$9,300	
HOW MUCH OF TOTAL IS FOR STAFF		
HOW MUCH OF TOTAL IS FOR OWNER?	+ /	
BENEFITS EXPLANATION		
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$73,731	
HOW MUCH OF TOTAL IS FOR STAFF?	\$40,083	
HOW MUCH OF TOTAL IS FOR OWNER?	\$33.648	
PLEASE LIST THE TOP TEN INCOME SOURCE PLANS		
	% OF PRX INCOME	% OF YOUR FEE
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE IT	FROM THIS PLAN	THIS PLAN PAYS
