Central WV General Dentistry

FINANCIAL DATA SUMMARY FOR PRACTICE

9523

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 \$693,647

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.

CONSIDER A GENEROUS COMMISSION RATE OF 35% \$242,777

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 ARE PAID IS \$181,229

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL IS AT A RATE OF 15%

TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR

5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION

OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.

SUBJECT PRACTICE

1. HOW DOES THE ALTERNATIVE COMPARE WITH NET BEFORE TAX DOLLARS (AFTER DEBT SERVICE)

\$280,842

2. NET AS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME

40%

3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER

\$101,287

4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE) PLUS EQUITY, AND TAX SAVINGS

\$382,129

55%

## Central WV General Dentistry FINANCIAL DATA FOR PRACTICE 9523

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	4001310113. 140	TE. I Tactice pii	ce does not include accounts receivable	\$	%
	OTIONIO				
EXPECTED GROSS COLLE			<del> </del>	\$924,863	100.0%
HYGIENE CO DENTIST CO				\$231,216	25.0%
DENTIST CC	,	III ED	<del> </del>	\$693,647	75.0%
	RETAINED SE	LLER			
	ASSOCIATE PURCHASER			#coo c47	75.00/
/ARIABLE EXPENSES	PURCHASER			\$693,647 <b>\$</b>	75.0% <b>%</b>
	YROLL TAX, ET	C		\$363,908	39.3%
LABORATOR		<u>.                                    </u>		\$67,655	7.3%
CLINICAL SU			+	\$118,500	12.8%
	IABLE EXPENS			(\$141,886)	-15.3%
OTHER VAN	IABLE EXPENS	_	TOTAL VARIABLE EXPENSE	\$408,177	44.1%
FIXED EXPENSES			TOTAL VARIABLE EXPENSE	\$408,177	44.1 <i>%</i>
TIXED EXPENSES			_	ð	76
PHONE, UTI	LITIES			\$20.052	2.2%
LEGAL & AC				\$20,052 \$9,785	1.1%
INSURANCE				\$7,725	0.8%
OTHER FIXE	D EXPENSE		TOTAL FIVED EVENIOR	\$55,118	6.0%
DEDT CERVICE FOR REAC	TICE AND DU	DINC	TOTAL FIXED EXPENSE	\$92,680 \$	10.0%
DEBT SERVICE FOR PRAC	TICE AND BULL	DING		·	%
INTEREST PRINCIPAL				\$76,304 \$66.860	8.3% 7.2%
I KINOII AL			TOTAL DEBT SERVICE	\$143,164	15.5%
SUMMARY			101112 2221 02111102	\$	%
EXPECTED COLLECTIONS				\$924,863	100.0%
EXPECTED EXPENSES				\$500,857	54.2%
PRACTICE DEBT SERVICE				\$143,164	15.5%
		SES & DEBT /	PERCENT OF PERSONAL PROD.	\$280,842	40%
PURCHASER PRODUCED F	PRODUCTION		PERCENTAGE OF GROSS	\$693,647	75.0%
EQUITY INCREASE % OF PERSONAL PRODUCTION			\$66,860	9.6%	
TAX SAVINGS FROM DEPRECIATION % OF PERSONAL PRODUCTION			\$34,427	5.0%	
TOTAL BENEFIT - CASH, TAX SAVINGS, EQUITY % OF PERSONAL PRODUCTION			\$382,129	55%	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			\$	%	
PRACTICE SALES PRICE & PERCENT OF GROSS			\$675,000	76%	
WORKING CAPITAL			\$44,000		
TOTAL PRACTICE LOAN			\$719,000		
PRACTICE LOAN INTEREST RATE			7.00%		
PRACTICE LOAN TERM (MONTHS)			120		
MONTHLY PRACTICE PAYMENT			\$8,348	11%	
BUILDING PRICE			\$500,000		
MONTHLY BUILDING MORTGAGE PAYMENTS			\$3,582	0%	
ESTIMATED MONTHLY HYGIENE PROFIT			\$13,052	17%	
PURCHASER SALARY			\$242,777		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$181,229	25%	
PURCHASER FIRST YEAR TAX SAVINGS			\$34,427		
TOTAL PURCHASER SALARY, PRACTICE PROFIT & TAX SAVINGS			\$458,433		
	TOTAL PURCHA	ASER SALARY	PRACTICE PROFIL& TAX SAVINGST	J400.400	
		<u>.</u>	VICE FOR PRACTICE AND BULDING	(\$143,164)	

Central WV DATA FOR PRACTICE NUMBER	9523
The following data is provided by the owner of the practice. It is be	elieved to the best of the owner's knowledge
to be a true and accurate representation of the facts of the practic	e. It is the responsibility of any purchaser to
verify all information contained herein and to seek qualified couns	el in the interpretation and verification thereof.
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	2,900
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$4,500
PRICE PER SQUARE FOOT	\$18.62
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	
PROXIMITY OF PARKING PLACES	·
# EQUIPPED OPS	6
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	
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
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$500,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
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	\$500,000
PURCHASER MORTGAGE INTEREST RATE	. ,
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$3,582
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$14.82
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Negotiable
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 HISTORY	
YEAR BEGINNING PRACTICE IN CITY	
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	
DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?	1

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of mouth; Referrals
DESCRIBE EXTERNAL MARKETING	Facebook Ads
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	
TIAG GROOD CHANGED SIGNII ICANTET: WITT:	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide Sedation
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	6 Month Recall
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DA	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	4,750
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	11
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?	9 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	8 Months
PRACTICE DATA	
% INCOME FROM CASH	25%
% OF PATIENTS PAYING CASH	25%
% INCOME FROM INSURANCE	70%
% OF PATIENTS WITH INSURANCE	70%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	5%
% OF PATIENTS WITH MEDICAID	5%
% PRACTICE INCOME FROM REDUCED FEE PLANS	5%
% OF PATIENTS WITH REDUCED FEE PLANS	5%
SCHEDULING DATA	I
MONDAY TUESDAY	8:30 AM - 4:30 PM 8:30 AM - 4:30 PM
WEDNESDAY	8:30 AM - 4:30 PM
THURSDAY	8:30 AM - 4:30 PM
FRIDAY	Closed
SATURDAY	Closed
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	1,900
HYGIENE PATIENT VISITS PER YEAR	1,500
NUMBER OF DAYS WORKED PER YEAR	185
NUMBER OF WEEKS WORKED PER YEAR	45
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$97,690
WHAT IS YOUR PATIENT CREDIT BALANCE	\$41,500
	\$27,000
ACCOUNTS RECEIVABLES - CURRENT ACCOUNTS RECEIVABLES - 31-60 DAYS	\$67,098 \$5,523
	'
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$6,986
ACCOUNTS RECEIVABLE >90 DAYS	\$18,083

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	20%
OPERATIVE	35%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	5%
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC TMJ TREATMENT	
DIAGNOSTIC	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	
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	\$85
TWO SURFACE ANTERIOR COMPOSITE 02331	\$175
CORE BUILD-UP 02950	\$237
CROWN - GOLD/PORCELAIN 02750	\$1,100
ANTERIOR CANAL ROOT CANAL 03310	\$725
PANORAMIC X-RAY 00330	\$110
TWO SURFACE POSTERIOR COMPOSITE 02392	\$210
CROWN - PORCELAIN CERAMIC 02740	\$1,195
LABIAL PORCELAIN VENEER 02962	\$1,000
BICUSPID ROOT CANAL 03320	\$825
AVERAGE OF FEES	\$566
AVERAGE OF FEES PERCENT OF FEE PARITY	\$566 104%
PERCENT OF FEE PARITY  DEMOGRAPHIC DATA	
PERCENT OF FEE PARITY  DEMOGRAPHIC DATA  WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	104%
PERCENT OF FEE PARITY  DEMOGRAPHIC DATA  WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	104% 47,500
PERCENT OF FEE PARITY  DEMOGRAPHIC DATA  WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN  WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	104% 47,500
PERCENT OF FEE PARITY  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	104% 47,500
PERCENT OF FEE PARITY  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  WITHIN	104% 47,500 255,000
PERCENT OF FEE PARITY  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  WITHIN	104% 47,500 255,000
PERCENT OF FEE PARITY  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  WITHIN	104% 47,500 255,000
PERCENT OF FEE PARITY  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  WITHIN  MAJOR EMPLOYERS IN AREA	104% 47,500 255,000
PERCENT OF FEE PARITY  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  WITHIN  MAJOR EMPLOYERS IN AREA	104% 47,500 255,000

STAFF DATA							
POSITION	YEAR HIRED	STAY		ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS	
FRONT OFFICE				\$12,888			
FRONT OFFICE				\$33,973			
FRONT OFFICE							
FRONT OFFICE							
FRONT OFFICE							
ASSISTANT				\$28,797			
ASSISTANT				\$21,848			
ASSISTANT							
ASSISTANT							
ASSISTANT							
HYGIENIST				\$8,350			
HYGIENIST/PT				\$5,434			
HYGIENIST				\$50,701			
HYGIENIST							
LAB TECHNICIAN							
LAB TECHNICIAN							
ASSOCIATE							
ASSOCIATE							
ASSOCIATE							
WHAT BENEFITS DO YOU	PROVIDE FO	R THE S	STAFF?	Simple IRA (3% match on their income); no other benefits			
					<u> </u>		
COST OF BENEFITS PROV	IDED FOR EA	ACH FM	PI OYFF				
2001 01 22112111011101			NOTES				
			NOTEO				
ARE THERE ANY EMPLOY							
			THEIR POSITION?				
WHAT POSITIONS AND	WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
	CC	MPENS	ATION FOR EACH				
COLLECTION CENTERS							
			1	/1/2023 - 12/31/202	2022	2021	
		GRO	SS COLLECTIONS	\$889,291	\$932,324	\$809,685	
	OWNER COLLECTIONS			\$666,968	\$699,243	\$607,264	
HYGIENIST COLLECTIONS			\$222,323	\$233,081	\$202,421		
	A	SSOCIA	TE COLLECTIONS				
			TE COLLECTIONS				
	A	SSOCIA	TE COLLECTIONS				
	A	SSOCIA	TE COLLECTIONS				
ASSOCIATE - SALARY II					0%		
HYGIENIST - SALARY IN					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		
ANN PRACTICE LAWGUITO EILER IN PACT TEN VEC. EVELAN			
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No		
DECODIDE ANYLIEALTH DOODLENG WILIOUWOULD AFFECT	NI.		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	No		
INSURANCE EXPLANATION TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD			
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
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?	\$1 200		
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	i '		
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES			
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?			
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 FOR REAL ESTATE TAXES?			
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN			
HOW MUCH OF TOTAL IS FOR STAFF			
HOW MUCH OF TOTAL IS FOR OWNER?			
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS			
HOW MUCH OF TOTAL IS FOR STAFF?			
HOW MUCH OF TOTAL IS FOR OWNER?			
TEN HIGHEST INCOME SOURCE PLANS	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME	FROM THIS PLAN	THIS PLAN PAYS	
Delta Dental Premier (Walmart)	10%		
Sunlife (State employees)	15%		
Guardian (Large local hospital)	10%		
United Concordia Tricare (Military)	5%		
	4001		
TOTAL	40%		