

Baldwin County, AL		General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE		9332	
<p>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.</p> <p>The purpose of this summary is to demonstrate the individual practice revenues and profitability of this particular practice.</p>			
PRACTICE FINANCIAL SUMMARY			
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER		\$216,206	
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.			
CONSIDER A GENEROUS COMMISSION RATE OF 35%		\$75,672	
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 IS PAID AMOUNTS TO		\$49,740	
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF		9%	
TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.			
		SUBJECT PRACTICE	
1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)		\$49,740	
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME		23%	
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER		\$28,934	
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS		\$78,674	
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION		36%	
6. BREAK-EVEN RETENTION PERCENTAGE		8%	

Baldwin County, AL General Dentistry				
FINANCIAL DATA FOR PRACTICE 9332				
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				
EXPECTED GROSS COLLECTIONS			\$216,206	100.0%
HYGIENE COMPONENT				
DENTIST COMPONENT			\$216,206	100.0%
	RETAINED SELLER			
	ASSOCIATE			
	PURCHASER		\$216,206	100.0%
VARIABLE EXPENSES				
WAGES, PAYROLL TAX, ETC.			\$44,058	20.4%
LABORATORY			\$28,319	13.1%
CLINICAL SUPPLIES			\$12,555	5.8%
OTHER VARIABLE EXPENSE			\$5,849	2.7%
		TOTAL VARIABLE EXPENSE	\$90,782	42.0%
FIXED EXPENSES				
REAL ESTATE MORTGAGE			\$14,804	6.8%
PHONE, UTILITIES			\$2,933	1.4%
LEGAL & ACCOUNTING			\$4,520	2.1%
INSURANCE			\$5,393	2.5%
OTHER FIXED EXPENSE			\$16,221	7.5%
		TOTAL FIXED EXPENSE	\$43,872	20.3%
DEBT SERVICE FOR PRACTICE AND BUILDING				
INTEREST			\$13,696	6.3%
PRINCIPAL			\$18,117	8.4%
		TOTAL DEBT SERVICE	\$31,813	14.7%
SUMMARY				
EXPECTED COLLECTIONS			\$216,206	100.0%
EXPECTED EXPENSES			\$134,653	62.3%
PRACTICE DEBT SERVICE			\$31,813	14.7%
EXPTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$49,740	23%
PURCHASER PRODUCED PRODUCTION			\$216,206	100.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$18,117	8.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$10,817	5.0%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$78,674	36%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				
PRACTICE SALES PRICE & PERCENT OF GROSS		\$130,000		\$1
WORKING CAPITAL		\$10,000		
TOTAL PRACTICE LOAN		\$140,000		
PRACTICE LOAN INTEREST RATE		4.00%		
PRACTICE LOAN TERM IN MONTHS		120		
PRACTICE MONTHLY PAYMENT		\$1,417		8%
PURCHASER CASH FLOW CONSIDERATIONS				
MONTHLY PRACTICE PAYMENTS		\$1,417		8%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$75,672		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$31,502		23%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT		\$107,174		
		LESS PRACTICE DEBT SERVICE	(\$31,813)	
PURCHASER SALARY AND PROFIT AFTER DEBT SERVICE		\$75,361		

Baldwin County, AL	
DATA FOR PRACTICE NUMBER	9332
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	1,235
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	10
PROXIMITY OF PARKING PLACES	Front/Doctor and staff in the back
TOTAL NUMBER OF EQUIPPED OPERATORIES	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
WAS BUILDING APPRAISED? / WHEN?	
ESTIMATED COST OF REPLACING OPERATORY	30,000
APPRAISED PRICE	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$195,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	\$1,250
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'	
RENEWAL OPTIONS	
IS THERE AN OPTION TO PURCHASE?	
BUILDING VALUE TO BE USED	\$195,000
PURCHASER MORTGAGE INTEREST RATE	4.50%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$1,234
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$11.99
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	
DAYS/WEEK CURRENTLY WORKED	3.0
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	
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Mail out cards
WHAT TYPE COMPUTER SYSTEM	
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS. LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	12
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	11
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	
HOW FAR AHEAD IS DENTIST SCHEDULED?	1 to 2 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
PRACTICE DATA	
% INCOME FROM CASH	30%
% OF PATIENTS PAYING CASH	50%
% INCOME FROM FEE FOR SERVICE INSURANCE	
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	
% PRACTICE INCOME FROM REDUCED FEE PLANS	70%
% OF PATIENTS WITH REDUCED FEE PLANS	50%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	70%
% OF PATIENTS WITH REDUCED FEE PLANS	50%
SCHEDULING DATA	
MONDAY	9 AM - 5 PM (1:15 for lunch)
TUESDAY	9 AM - 5 PM (1:15 for lunch)
WEDNESDAY	
THURSDAY	9 AM - 5 PM (1:15 for lunch)
FRIDAY	
SATURDAY	
SUNDAY	
OWNER HOURS WORKED PER WEEK	19.5
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	20
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	50
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	99%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	
OPERATIVE	
PERIODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	
WHAT SERVICES ARE REFERRED OUT?	Wisdom Teeth; Few Root Canals
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	No
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	
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	\$144
TWO SURFACE ANTERIOR COMPOSITE 02331	\$130
CORE BUILD-UP 02950	\$195
CROWN - PORCELAIN 02750	\$830
ANTERIOR CANAL ROOT CANAL 03310	
PANORAMIC X-RAY 00330	\$99
TWO SURFACE POSTERIOR COMPOSITE 02392	\$130
CROWN - PORCELAIN CERAMIC 02740	\$880
LABIAL PORCELAIN VENEER 02962	\$880
BICUSPID ROOT CANAL 03320	
AVERAGE OF FEES	\$510
PERCENT OF FEE PARITY	104%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	8,044
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Dental EZ, International Paper, Baldwin County Courthouse, Standard Furniture, North Baldwin Hospital, Coastal Community College
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Sweet Brew Coffee being built

STAFF DATA				
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY AND/OR COMMISSION PERCENT
RECEPTIONIST/PT	2005	Yes		\$5,402
OFFICE MANAGER				
INSURANCE				
OTHER FRONT DESK				
BOOKKEEPER				
ASSISTANT	2007	Yes		\$30,579
ASSISTANT				
ASSISTANT				
ASSISTANT				
ASSISTANT				
HYGIENIST		?		
HYGIENIST				
HYGIENIST				
HYGIENIST				
LAB TECHNICIAN				
LAB TECHNICIAN				
ASSOCIATE				
ASSOCIATE				
ASSOCIATE				
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?			Retirement	
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE			\$50 a month up to maximum of \$600	
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				
WHAT POSITION DO THEY HOLD?				
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?				
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS THAN THE NORMAL SALARY FOR THEIR POSITION?				
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH				
COLLECTION CENTERS				
	AS OF 6/30/2019	2018	2017	
GROSS COLLECTIONS				
OWNER COLLECTIONS				
HYGIENIST COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT	\$0	\$0		
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT	\$0			

DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, AND PRACTICE PHILOSOPHY AND THE BEST STRENGTHS AND WORST WEAKNESSES OF YOUR PRACTICE:
 Kindness, respect, equality, comfort. Our reputation is excellent-- patients come from all over. Patients are friends!
 Treated as such.
 We are known for answering many questions and explaining. We get calls from all over. Education is the key!!
 We offer payment plans.
 We've been there 42 years. Great spot. Close to town. Two blocks off courthouse. Close to Highway 31. Easy to get to.

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