

Mobile, Alabama General Dentistry				
MERGER FINANCIAL DATA FOR PRACTICE 9504				
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			\$637,836	100.0%
	HYGIENE COMPONENT		\$30,351	4.8%
	DENTIST COMPONENT		\$607,485	95.2%
		RETAINED SELLER	\$605,306	94.9%
		ASSOCIATE		
		PURCHASER	\$2,179	0.3%
VARIABLE EXPENSES				
	WAGES, PAYROLL TAX, ETC.		\$92,988	14.6%
	LABORATORY		\$55,771	8.7%
	CLINICAL SUPPLIES		\$91,350	14.3%
	OTHER VARIABLE EXPENSE		\$210,231	33.0%
		TOTAL VARIABLE EXPENSE	\$450,339	70.6%
FIXED EXPENSES				
	PHONE, UTILITIES		\$3,000	0.5%
	LEGAL & ACCOUNTING		\$3,500	0.5%
	INSURANCE		\$1,500	0.2%
	OTHER FIXED EXPENSE		\$40,413	6.3%
		TOTAL FIXED EXPENSE	\$48,413	7.6%
PRACTICE DEBT SERVICE				
	INTEREST		\$22,683	3.6%
	PRINCIPAL		\$31,406	4.9%
		TOTAL DEBT SERVICE	\$54,089	8.5%
SUMMARY				
EXPECTED COLLECTIONS			\$637,836	100.0%
EXPECTED EXPENSES			\$498,753	78.2%
PRACTICE DEBT SERVICE			\$54,089	8.5%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$84,994	3901%
PURCHASER PRODUCED PRODUCTION			\$2,179	0.3%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$31,406	1441.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$13,003	596.8%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$129,403	5939%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				
	PRACTICE SALES PRICE & PERCENT OF GROSS		\$375,000	61%
	WORKING CAPITAL		\$31,000	
	TOTAL PRACTICE LOAN		\$406,000	
	PRACTICE LOAN INTEREST RATE		6.00%	
	PRACTICE LOAN TERM IN MONTHS		120	
	PRACTICE MONTHLY PAYMENT		\$4,507	8%
PURCHASER CASH FLOW CONSIDERATIONS				
	MONTHLY PRACTICE PAYMENTS		\$4,507	8%
	ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$16,044	30%
	PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$763	
	PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$138,320	34%
	TOTAL PURCHASER SALARY AND PRACTICE PROFIT		\$139,083	
	LESS PRACTICE DEBT SERVICE		(\$54,089)	
	PRACTICE SALARY + PROFIT + TAX SAVINGS - LOAN		\$97,997	

Mobile, Alabama	
MERGER DATA FOR PRACTICE NUMBER 9504	
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	2,250
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,000
PRICE PER SQUARE FOOT	\$16.00
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	10
PROXIMITY OF PARKING PLACES	On Site/Private
# EQUIPPED OPS	5
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	1
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	NO
DO YOU WISH TO SELL THE BUILDING? YES OR NO	NO
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$2,800
ANNUAL REAL ESTATE INSURANCE COST	\$3,913
DATE OF LEASE i.e. "6/1/2016"	Month to Month
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	Contact Owner
RENEWAL OPTIONS	Monthly
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Relocate to New Orleans
DAYS/WEEK CURRENTLY WORKED	3.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	3.0
DESIRED WORK DAYS/WEEK 2ND YR	3.0
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?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Hygiene recall postcards, New Patient Follow Up
DESCRIBE EXTERNAL MARKETING	Website, Google PPC, Community Event Sponsorships
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes; Covid restrictions, Lack of Staff, Inflation
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Eaglesoft Recall Report
WHAT TYPE COMPUTER SYSTEM	Eaglesoft 20.0
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	664
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	6
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	7
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	6
HOW FAR AHEAD IS DENTIST SCHEDULED?	Week by Week
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	Two Months
PRACTICE DATA	
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM INSURANCE	
% OF PATIENTS WITH INSURANCE	
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY	Closed
TUESDAY	9:00 AM - 4:00 PM
WEDNESDAY	9:00 AM - 4:00 PM
THURSDAY	9:00 AM - 4:00 PM
FRIDAY	Closed
SATURDAY	Closed
OWNER HOURS WORKED PER WEEK	22
ASSOCIATE HOURS WORKED PER WEEK	N/A
HYGIENIST HOURS WORKED PER WEEK	8
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	288
NUMBER OF DAYS WORKED PER YEAR	145
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	100%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	\$36,229
ACCOUNTS RECEIVABLES - CURRENT	\$7,906
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$13,587
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$21,303
ACCOUNTS RECEIVABLE >90 DAYS	-\$83,634

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	5%
OPERATIVE	
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	25%
REMOVABLE PROSTHETICS	25%
FIXED PROSTHETICS	5%
ENDODONTICS	1%
PERIODONTICS	5%
ORAL SURGERY	10%
COSMETIC	20%
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	4%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Molar Endo, Complicated Oral Surgery
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	Yes
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	\$90
TWO SURFACE ANTERIOR COMPOSITE 02331	\$225
CORE BUILD-UP 02950	\$450
CROWN - GOLD/PORCELAIN 02750	\$1,795
ANTERIOR CANAL ROOT CANAL 03310	\$995
PANORAMIC X-RAY 00330	\$295
TWO SURFACE POSTERIOR COMPOSITE 02392	\$250
CROWN - PORCELAIN CERAMIC 02740	\$1,495
LABIAL PORCELAIN VENEER 02962	\$1,495
BICUSPID ROOT CANAL 03320	\$1,095
AVERAGE OF FEES	\$819
PERCENT OF FEE PARITY	150%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	187,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	420,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Austal USA, Mobile Aerospace Engineering, Airbus Industries, Thyssen Krupp, Infirmary Health Systems, University of South Alabama College and Medical Center, Ascension Health Care
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Area has had a hard time with labor shortages and small businesses have been hurting since Covid. Mobile County has seen a loss of population relocating
YEAR BEGINNING PRACTICE IN CITY	1977
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1977
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Scratch

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
PRACTICE ADMIN.	2010	short time		\$65,000		\$12,000
OFFICE MANAGER						
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2013	?		\$38,000		
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2017	No		\$11,000		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	3					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				7 Paid Holidays for DA; none for Hygienist as she only works one da		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				No		
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						
				1/1/2023 - 9/07/2023		2021
				2022		2021
GROSS COLLECTIONS				\$339,688	\$668,213	\$767,668
OWNER COLLECTIONS				\$301,032	\$640,363	\$729,616
HYGIENIST COLLECTIONS				\$17,496	\$27,850	\$38,052
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

