

Birmingham Area	General Dentistry	
ENTREPRENEUR FINANCIAL DATA SUMMARY FOR PRACTICE 9508		

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	\$4,301
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$1,505
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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	\$19,692
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TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, LOOK AT SEVERAL KEY DATA POINTS.	SUBJECT PRACTICE
1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	-74596.33511
2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	-93875.33101
3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	-168471.6661

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Birmingham Area		General Dentistry		
ENTREPRENEUR DATA FOR PRACTICE		9508		
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			\$860,169	100.0%
	HYGIENE COMPONENT		\$153,990	17.9%
	DENTIST COMPONENT		\$706,179	82.1%
		RETAINED SELLER		
		ASSOCIATE	\$701,878	81.6%
		PURCHASER	\$4,301	0.5%
VARIABLE EXPENSES				
	WAGES, PAYROLL TAX, ETC.		\$269,661	31.3%
	LABORATORY			
	CLINICAL SUPPLIES		\$199,149	23.2%
	OTHER VARIABLE EXPENSE		\$256,734	29.8%
		TOTAL VARIABLE EXPENSE	\$725,544	84.3%
FIXED EXPENSES				
	REAL ESTATE MORTGAGE		\$33,632	3.9%
	PHONE, UTILITIES		\$14,580	1.7%
	LEGAL & ACCOUNTING		\$6,695	0.8%
	INSURANCE		\$7,725	0.9%
	OTHER FIXED EXPENSE		\$33,022	3.8%
		TOTAL FIXED EXPENSE	\$95,655	11.1%
DEBT SERVICE FOR PRACTICE AND BUILDING				
	INTEREST		\$56,421	6.6%
	PRINCIPAL		\$57,146	6.6%
		TOTAL DEBT SERVICE	\$113,567	13.2%
SUMMARY				
EXPECTED COLLECTIONS			\$860,169	100.0%
EXPECTED EXPENSES			\$821,199	95.5%
PRACTICE DEBT SERVICE			\$113,567	13.2%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			-\$74,596	-1734%
PURCHASER PRODUCED PRODUCTION			\$4,301	0.5%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$19,692	457.9%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			(\$113,567)	-2640.6%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			-\$168,472	-3917%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				
PRACTICE SALES PRICE & PERCENT OF GROSS			\$558,000	67%
WORKING CAPITAL			\$42,000	
TOTAL PRACTICE LOAN			\$600,000	
PRACTICE LOAN INTEREST RATE			6.00%	
PRACTICE LOAN TERM IN MONTHS			120	
PRACTICE MONTHLY PAYMENT			\$6,661	9%
BUILDING PRICE			\$391,200	
MONTHLY BUILDING MORTGAGE PAYMENTS			\$2,803	4%
PURCHASER CASH FLOW CONSIDERATIONS				
MONTHLY PRACTICE AND BUILDING PAYMENTS			\$9,464	13%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			\$19,371	27%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$1,505	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$57,146	10%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$58,651	
LESS DEBT SERVICE FOR PRACTICE AND BUILDING			(\$113,567)	
PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN			(\$54,916)	

Birmingham Area	
ENTREPRENEUR DATA FOR PRACTICE NUMBER 9508	
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	1,440
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	\$4,900
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	\$391,200
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$2,803
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$23.36
WORK 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
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 DATA & 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
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	7 months
PRACTICE DATA	
% INCOME FROM CASH	18%
% OF PATIENTS PAYING CASH	25%
% INCOME FROM INSURANCE	67%
% OF PATIENTS WITH INSURANCE	85%
% PRACTICE INCOME FROM CAPTITATION	15%
% OF PATIENTS WITH CAPITATION	10%
% PRACTICE INCOME FROM MEDICAID	
% 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	7%
ORAL SURGERY	1%
COSMETIC	2%
TMJ TREATMENT	1%
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Endo, Oral Surgery
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	\$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
LABIAL PORCELAIN VENEER 02962	\$780
BICUSPID ROOT CANAL 03320	\$639
AVERAGE OF FEES	\$443
PERCENT OF FEE PARITY	81%
DEMOGRAPHIC DATA	
WHAT 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
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	1993
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1998
RIGHT OR LEFT HANDED	Right
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 PROVIDE FOR THE STAFF?				Health Insurance, Simple Retirement Plan		
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						
	1/1/2023-7/31/2023	2022	2021			
GROSS COLLECTIONS	\$505,646	\$906,141	\$805,882			
OWNER COLLECTIONS	\$429,799	\$773,022	\$612,340			
HYGIENIST COLLECTIONS	\$75,847	\$133,119	\$193,542			
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT	\$0	\$0				
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT	\$0					
