Northeast Florida General Dentistry and Implant Surgery

FINANCIAL DATA SUMMARY FOR PRACTICE 3555

The following statistics are based on assumptions that the subject practice will continue to be operated as it has been in the past. Vartiation 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	$966,130
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	$338,146

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	$442,258
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF	16%

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)	$442,258
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	46%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	$266,872
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	$709,130
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	73%

PROJECTED ANNUALIZED COLLECTIONS FOR 2020 BY DEDUCTING THE DAYS CLOSED FOR COVID WOULD TOT $1,792,413

Northeast Florida General Dentistry and Implant Surgery

FINANCIAL DATA FOR PRACTICE 3555

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				$1,846,185	100.0%
	HYGIENE COMPONENT			$300,377	16.3%
	DENTIST COMPONENT			$1,545,808	83.7%
		RETAINED SELLER		$579,678	31.4%
		ASSOCIATE			
		PURCHASER		$966,130	52.3%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			$379,814	20.6%
	LABORATORY			$67,909	3.7%
	CLINICAL SUPPLIES			$209,965	11.4%
	OTHER VARIABLE EXPENSE			$301,320	16.3%
			TOTAL VARIABLE EXPENSE	**$959,008**	**51.9%**
FIXED EXPENSES					
	PHONE, UTILITIES			$20,566	1.1%
	LEGAL & ACCOUNTING			$6,695	0.4%
	INSURANCE			$7,725	0.4%
	OTHER FIXED EXPENSE			$119,606	6.5%
			TOTAL FIXED EXPENSE	**$154,591**	**8.4%**
DEBT SERVICE FOR PRACTICE AND BULDING					
	INTEREST			$105,634	5.7%
	PRINCIPAL			$184,694	10.0%
			TOTAL DEBT SERVICE	**$290,328**	**15.7%**
SUMMARY					
EXPECTED COLLECTIONS				$1,846,185	100.0%
EXPECTED EXPENSES				$1,113,600	60.3%
PRACTICE DEBT SERVICE				$290,328	15.7%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				**$442,258**	**46%**
PURCHASER PRODUCED PRODUCTION				$966,130	52.3%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				$184,694	19.1%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				$82,178	8.5%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				**$709,130**	**73%**
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
			PRACTICE SALES PRICE & PERCENT OF GROSS	$1,450,000	81%
			WORKING CAPITAL	$90,000	
			TOTAL PRACTICE LOAN	$1,540,000	
			PRACTICE LOAN INTEREST RATE	3.60%	
			PRACTICE LOAN TERM (MONTHS)	120	
			MONTHLY PRACTICE PAYMENT	$15,301	10%
			BUILDING PRICE	$1,500,000	
			MONTHLY BUILDING MORTGAGE PAYMENTS	$8,893	6%
PURCHASER CASH FLOW CONSIDERATIONS					
			MONTHLY PRACTICE AND BUILDING PAYMENTS	$24,194	16%
			ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT	$30,854	20%
			PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION	$338,146	
			PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY	$476,619	31%
			TOTAL PURCHASER SALARY AND PRACTICE PROFIT	$814,764	
			LESS DEBT SERVICE FOR PRACTICE AND BULDING	($290,328)	
			PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE	**$524,436**	

Northeast Florida

DATA FOR PRACTICE NUMBER 3555

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	5,800
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	$8,694
PRICE PER SQUARE FOOT	$17.99
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	Numerous
PROXIMITY OF PARKING PLACES	Just outside building
# EQUIPPED OPS	9
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	5
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	4
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
	1,500,000
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	$11,600
ANNUAL REAL ESTATE TAXES	$9,000
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	$1,500,000
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	$8,893
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	$18.40
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Work for purchaser followed by retirement from clinical dentistry
DAYS/WEEK CURRENTLY WORKED	4.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	1.5
DESIRED WORK DAYS/WEEK 2ND YR	1.5
DESIRED WORK DAYS/WEEK 3RD YR	
DESIRED WORK DAYS/WEEK 4TH YR	
DESIRED WORK DAYS/WEEK 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 18, 2020
DATE REOPENED FOR COVID	June 1, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	$1,424,109
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	$1,792,413
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	$142,700

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	Newspaper, Yellow Pages, Networking, Word of Mouth
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes - Corona Pandemic
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous, Conscious Sedation, DOCS, IV Sedation
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Mailed Recall Cards, Calls
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	3,515
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	12.75
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	12
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	14
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 months
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6months
PRACTICE DATA	
% INCOME FROM CASH	60%
% OF PATIENTS PAYING CASH	60%
% INCOME FROM INSURANCE	40%
% OF PATIENTS WITH INSURANCE	40%
#REF!	#REF!
% 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	8:00 AM - 5:00 PM
WEDNESDAY	8:00 AM - 5:00 PM
THURSDAY	8:00 AM - 5:00 PM
FRIDAY	8:00 AM - 5:00 PM
SATURDAY	
	43908
OWNER HOURS WORKED PER WEEK	64
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	64
DENTIST PATIENT VISITS PER YEAR	2,399
HYGIENE PATIENT VISITS PER YEAR	1,983
NUMBER OF DAYS WORKED PER YEAR	158
NUMBER OF WEEKS WORKED PER YEAR	39
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	99%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	$5,591
WHAT IS YOUR PATIENT CREDIT BALANCE	$21,216
ACCOUNTS RECEIVABLES - CURRENT	-$21,216
ACCOUNTS RECEIVABLES - 31-60 DAYS	$1,353
ACCOUNTS RECEIVABLE - 61-90 DAYS	$800
ACCOUNTS RECEIVABLE >90 DAYS	$24,654

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	15%
OPERATIVE	6%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	25%
REMOVABLE PROSTHETICS	1%
FIXED PROSTHETICS	15%
ENDODONTICS	
PERIODONTICS	12%
ORAL SURGERY	12%
COSMETIC	4%
TMJ TREATMENT	1%
SOFT TISSUE MANAGEMENT	1%
DIAGNOSTIC	8%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	endo, pedo,ortho, removable pros
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	$125
TWO SURFACE ANTERIOR COMPOSITE 02331	$250
CORE BUILD-UP 02950	$300
CROWN - GOLD/PORCELAIN 02750	$1,450
ANTERIOR CANAL ROOT CANAL 03310	
PANORAMIC X-RAY 00330	$120
TWO SURFACE POSTERIOR COMPOSITE 02392	$250
CROWN - PORCELAIN CERAMIC 02740	$1,450
LABIAL PORCELAIN VENEER 02962	$1,450
BICUSPID ROOT CANAL 03320	
AVERAGE OF FEES	$674
PERCENT OF FEE PARITY	137%
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	thirty-five
WITHIN	five miles
MAJOR EMPLOYERS IN AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	Nov. 2019	Y		$33,600		
OFFICE MANAGER	Nov. 2019	Y		$38,400		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT /FRONT DESK						
ASSISTANT	Jul. 1999	Y		$33,600		
ASSISTANT	Oct. 2020	Y		$33,000		
ASSISTANT						
ASSISTANT						
HYGIENIST	Aug. 2005	Y		$58,000		
HYGIENIST	Nov. 2020	Y		$51,200		
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Dental, 401K, Uniforms, CE, Monthly bonus, vacation, personal days		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE				$10,000		
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			
	1/1/20-3/7/2021	**2019**	**2018**
GROSS COLLECTIONS	$1,679,882	$1,912,959	$2,046,800
OWNER COLLECTIONS	$1,412,664	$1,319,855	$1,400,432
HYGIENIST COLLECTIONS	$267,218	$321,848	$329,104
ASSOCIATE COLLECTIONS		$291,756	$307,264
ASSOCIATE COLLECTIONS			
ASSOCIATE COLLECTIONS			
ASSOCIATE COLLECTIONS			
ASSOCIATE - SALARY IN DOLLARS / COMMISSION 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	None
YOUR PRACTICE OF DENTISTRY?	
INSURANCE EXPLANATION	
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	$29,581
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	$18,460
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?	$7,294
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	$3,827
TAXES AND LICENSES EXPLANATION	
TOTAL EXPENSE FOR TAXES	$86,556
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	$63,957
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	$27,034
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?	$36,923
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?	$12,155
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?	$10,443
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?	

	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE I	**FROM THIS PLAN**	**THIS PLAN PAYS**	