

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. 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	\$1,014,070
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$354,924
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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	\$438,754
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THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF	12%
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TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.	SUBJECT PRACTICE
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1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$438,754
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	43%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$197,745
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$636,499
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	63%

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				\$1,919,573	100.0%	
HYGIENE COMPONENT				\$297,061	15.5%	
DENTIST COMPONENT				\$1,622,512	84.5%	
RETAINED SELLER				\$608,442	31.7%	
ASSOCIATE				\$0	0.0%	
PURCHASER				\$1,014,070	52.8%	
VARIABLE EXPENSES						
WAGES, PAYROLL TAX, ETC.				\$439,712	22.9%	
LABORATORY				\$62,565	3.3%	
CLINICAL SUPPLIES				\$267,436	13.9%	
OTHER VARIABLE EXPENSE				\$266,487	13.9%	
				TOTAL VARIABLE EXPENSE	\$1,036,200	54.0%
FIXED EXPENSES						
RENT						
PHONE, UTILITIES				\$22,903	1.2%	
LEGAL & ACCOUNTING				\$6,695	0.3%	
INSURANCE				\$7,725	0.4%	
OTHER FIXED EXPENSE				\$224,199	11.7%	
				TOTAL FIXED EXPENSE	\$261,522	13.6%
PRACTICE DEBT SERVICE						
INTEREST				\$49,802	2.6%	
PRINCIPAL				\$133,295	6.9%	
				TOTAL DEBT SERVICE	\$183,097	9.5%
SUMMARY						
EXPECTED COLLECTIONS				\$1,919,573	100.0%	
EXPECTED EXPENSES				\$1,297,722	67.6%	
PRACTICE DEBT SERVICE				\$183,097	9.5%	
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$438,754	43%	
PURCHASER PRODUCED PRODUCTION				\$1,014,070	52.8%	
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$133,295	13.1%	
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$64,450	6.4%	
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PRO				\$636,499	63%	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:						
PRACTICE SALES PRICE & PERCENT OF GROSS				\$1,450,000	78%	
WORKING CAPITAL				\$93,000		
TOTAL PRACTICE LOAN				\$1,543,000		
PRACTICE LOAN INTEREST RATE				3.50%		
PRACTICE LOAN TERM IN MONTHS				120		
PRACTICE MONTHLY PAYMENT				\$15,258	10%	
PURCHASER CASH FLOW CONSIDERATIONS						
MONTHLY BUILDING PAYMENTS				\$15,258	10%	
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$30,557	19%	
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$354,924		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$192,177	12%	
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$547,101		
LESS DEBT SERVICE FOR PRACTICE AND BUILDING				(\$183,097)		
PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE				\$364,004		

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	0
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	0
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	5
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	4
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	0
DO YOU OWN YOUR BUILDING? YES OR NO	YES
DO YOU WISH TO SELL THE BUILDING? YES OR NO	No
WHEN?	1,500,000
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$0
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	3.60%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$0
PURCHASER CURRENT MONTHLY RENT	\$0
PRICE PER SQUARE FOOT	\$24.00

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	0.0
DESIRED WORK DAYS/WEEK 1ST YR	15
DESIRED WORK DAYS/WEEK 2ND YR	15
DESIRED WORK DAYS/WEEK 3RD YR	0
DESIRED WORK DAYS/WEEK 4TH YR	0
DESIRED WORK DAYS/WEEK 5TH YR	0
DESIRED WORK DAYS/WEEK 6TH YR	0

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
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	2,712
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	13
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	17
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	7
HOW FAR AHEAD IS DENTIST SCHEDULED?	1 month
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
PRACTICE DATA	
% INCOME FROM CASH	60%
% OF PATIENTS PAYING CASH	60%
% INCOME FROM INSURANCE	40%
% OF PATIENTS WITH INSURANCE	40%
% PRACTICE INCOME FROM CAPTITATION	0%
% OF PATIENTS WITH CAPITATION	0%
% PRACTICE INCOME FROM MEDICAID	0%
% OF PATIENTS WITH MEDICAID	0%
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	
SUNDAY	
OWNER HOURS WORKED PER WEEK	64
ASSOCIATE HOURS WORKED PER WEEK	0
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	4,200
HYGIENE PATIENT VISITS PER YEAR	2,688
NUMBER OF DAYS WORKED PER YEAR	220
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	99%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$5,692
WHAT IS YOUR PATIENT CREDIT BALANCE	\$0
ACCOUNTS RECEIVABLES - CURRENT	\$124
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$0
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$0
ACCOUNTS RECEIVABLE >90 DAYS	\$5,568

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	8%
OPERATIVE	9%
PEDODONTICS	0%
ORTHODONTICS	0%
IMPLANTS	35%
REMOVABLE PROSTHETICS	1%
FIXED PROSTHETICS	14%
ENDODONTICS	0%
PERIODONTICS	5%
ORAL SURGERY	20%
COSMETIC	5%
TMJ TREATMENT	1%
SOFT TISSUE MANAGEMENT	2%
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 0110	\$ 125
TWO SURFACE ANTERIOR COMPOSITE 02331	\$250
CORE BUILD-UP 02950	\$300
CROWN - GOLD/PORCELAIN 02750	\$ 1450
ANTERIOR CANAL ROOT CANAL 03310	\$0
PANORAMIC X-RAY 00330	\$ 120
TWO SURFACE POSTERIOR COMPOSITE 02392	\$250
CROWN - PORCELAIN CERAMIC 02740	\$ 1450
LABIAL PORCELAIN VENEER 02962	\$ 1450
BICUSPID ROOT CANAL 03320	\$0
AVERAGE OF FEES	\$674
PERCENT OF FEE PARITY	137%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	22,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	45,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	thirty-five
WITHIN	five miles
MAJOR EMPLOYERS IN AREA	Hospital, Schools, College, Retirement community
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Area is expanding with high quality development

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALAR	HOURLY SALAR	ANNUAL COST OF BENE
RECEPTIONIST	Nov. 2019	Y		\$36,000		N/A
OFFICE MANAGER	Nov. 2019	Y		\$51,000		N/A
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT /LEAD	Jul. 1999	Y		\$41,000		N/A
ASSISTANT/SURGERY	Jan. 2015	Y		\$42,000		N/A
ASSISTANT/RESTORATIV	Jan. 2017	Y		\$40,000		N/A
ASSISTANT/RESTORATIV	Feb. 2020	Y		\$35,000		N/A
ASSISTANT						
HYGIENIST	Aug. 2005	Y		\$60,000		N/A
HYGIENIST	Jul. 2020	Y		\$55,000		N/A
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 d		
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? No						
WHAT POSITIONS AND WHAT IS A AMOUNT OF OVER/UNDER COMPENSATION FOR EACH						
COLLECTION CENTERS						
				1/1/20-8/12/20	2019	2018
GROSS COLLECTIONS				\$904,065	\$1,912,959	\$2,046,800
OWNER COLLECTIONS				\$781,909	\$1,319,855	\$1,400,432
HYGIENIST COLLECTIONS				\$122,253	\$321,848	\$329,104
ASSOCIATE COLLECTIONS					\$291,756	\$307,264
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT						
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT						

