

Near Eglin AFB	General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE		3575

The following statistics are based on assumptions that the subject practice will continue to be operated as it has been in the past. Variations 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	\$374,286
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$131,000
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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	\$217,395
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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	21%
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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

1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$217,395
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	58%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$90,982
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$308,377
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	82%

Near Eglin AFB		General Dentistry	
FINANCIAL DATA		FOR PRACTICE 3575	
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			\$837,231 100.0%
HYGIENE COMPONENT			\$338,183 40.4%
DENTIST COMPONENT			\$499,048 59.6%
RETAINED SELLER			\$124,762 14.9%
ASSOCIATE			
PURCHASER			\$374,286 44.7%
VARIABLE EXPENSES			
WAGES, PAYROLL TAX, ETC.			\$268,203 32.0%
LABORATORY			\$38,895 4.6%
CLINICAL SUPPLIES			\$43,394 5.2%
OTHER VARIABLE EXPENSE			\$84,754 10.1%
TOTAL VARIABLE EXPENSE			\$435,246 52.0%
FIXED EXPENSES			
PHONE, UTILITIES			\$11,185 1.3%
LEGAL & ACCOUNTING			\$6,695 0.8%
INSURANCE			\$7,725 0.9%
OTHER FIXED EXPENSE			\$29,852 3.6%
TOTAL FIXED EXPENSE			\$55,457 6.6%
DEBT SERVICE FOR PRACTICE AND BULDING			
INTEREST			\$64,252 7.7%
PRINCIPAL			\$64,881 7.7%
TOTAL DEBT SERVICE			\$129,133 15.4%
SUMMARY			
EXPECTED COLLECTIONS			\$837,231 100.0%
EXPECTED EXPENSES			\$490,703 58.6%
PRACTICE DEBT SERVICE			\$129,133 15.4%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$217,395 58%
PURCHASER PRODUCED PRODUCTION			\$374,286 44.7%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$64,881 17.3%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$26,101 7.0%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$308,377 82%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			
PRACTICE SALES PRICE & PERCENT OF GROSS			\$613,000 75%
WORKING CAPITAL			\$41,000
TOTAL PRACTICE LOAN			\$654,000
PRACTICE LOAN INTEREST RATE			5.75%
PRACTICE LOAN TERM (MONTHS)			120
MONTHLY PRACTICE PAYMENT			\$7,179 10%
BUILDING PRICE			\$500,000
MONTHLY BUILDING MORTGAGE PAYMENTS			\$3,439 5%
PURCHASER CASH FLOW CONSIDERATIONS			
MONTHLY PRACTICE AND BUILDING PAYMENTS			\$10,618 15%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			\$22,624 32%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$131,000
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$239,916 37%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$370,916
LESS DEBT SERVICE FOR PRACTICE AND BULDING			(\$127,420)
PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE			\$243,496

Near Eglin AFB	
DATA FOR PRACTICE NUMBER	3575
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	2,000
EXPANDABLE FOOTAGE	N/A
CURRENT MONTHLY RENTAL i.e. "1200"	\$2,100
PRICE PER SQUARE FOOT	\$12.60
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	14
PROXIMITY OF PARKING PLACES	In Front and side of building
# 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
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$500,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$2,500
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?	Yes
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	\$500,000
PURCHASER MORTGAGE INTEREST RATE	5.50%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$3,439
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$20.64
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Retire
DAYS/WEEK CURRENTLY WORKED	4.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	1.0
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	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 16, 2020
DATE REOPENED FOR COVID	May 11, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$747,192
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$882,605
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	Patient Referrals
DESCRIBE EXTERNAL MARKETING	Minimal - Ads in local charity event ad booklets
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Minimal from COVID but coming back to normal
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Lighthouse - 3, 4, 6 months
WHAT TYPE COMPUTER SYSTEM	Practice Works and Carestream Dental
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,200
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	10
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	9
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9
HOW FAR AHEAD IS DENTIST SCHEDULED?	3 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
PRACTICE DATA	
% INCOME FROM CASH	20%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM INSURANCE	80%
% 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	8-5
TUESDAY	8-5
WEDNESDAY	8-5
THURSDAY	8-5
FRIDAY	
SATURDAY	
	43906
OWNER HOURS WORKED PER WEEK	34
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	34
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	24%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$30,792
WHAT IS YOUR PATIENT CREDIT BALANCE	\$108
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	51%
OPERATIVE	14%
PEDODONTICS	1%
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	3%
FIXED PROSTHETICS	21%
ENDODONTICS	2%
PERIODONTICS	
ORAL SURGERY	3%
COSMETIC	2%
TMJ TREATMENT	3%
SOFT TISSUE MANAGEMENT	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	
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	\$104
TWO SURFACE ANTERIOR COMPOSITE 02331	\$235
CORE BUILD-UP 02950	\$308
CROWN - GOLD/PORCELAIN 02750	\$1,315
ANTERIOR CANAL ROOT CANAL 03310	\$850
PANORAMIC X-RAY 00330	\$129
TWO SURFACE POSTERIOR COMPOSITE 02392	\$263
CROWN - PORCELAIN CERAMIC 02740	\$1,325
LABIAL PORCELAIN VENEER 02962	\$1,335
BICUSPID ROOT CANAL 03320	\$1,002
AVERAGE OF FEES	\$687
PERCENT OF FEE PARITY	126%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	8,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	5,600
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	5
WITHIN	5 miles
MAJOR EMPLOYERS IN AREA	Eglin AFB
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	43831	Y		\$32,400	\$21.00	\$320
OFFICE MANAGER	37469	?		\$55,000	\$31.50	\$4,820
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	39479	?		\$40,000	\$22.75	\$3,500
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST		Y		\$64,000	308/day	\$5,200
HYGIENIST		Y		\$42,000	300/day	
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	5					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Retirement Plan-SEP, continuing education, 3 weeks paid vaca,		
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						
				01/01/2020-06/30/202		
				2021		2020
GROSS COLLECTIONS				\$718,460		\$840,140
OWNER COLLECTIONS				\$432,966		\$491,969
HYGIENIST COLLECTIONS				\$285,494		\$348,171
ASSOCIATE COLLECTIONS						
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 YOUR PRACTICE OF DENTISTRY?	N/A		
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$11,907		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	None		
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?	None		
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$4,335		
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$2,084		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$5,488		
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES			
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?			
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?			
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?			
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?			
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?			
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN	\$39,000		
HOW MUCH OF TOTAL IS FOR STAFF	\$12,239		
HOW MUCH OF TOTAL IS FOR OWNER?	\$26,698		
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$41,618		
HOW MUCH OF TOTAL IS FOR STAFF?	\$14,000		
HOW MUCH OF TOTAL IS FOR OWNER?	\$27,618		
	% OF PRX INCOME FROM THIS PLAN	% OF YOUR FEE THIS PLAN PAYS	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE I			
United Concordia			
Delta Dental			
Cigna			

