Tampa General Dentistry

FINANCIAL DATA SUMMARY FOR PRACTICE

4010

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 \$991,764

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.

CONSIDER A GENEROUS COMMISSION RATE OF 35% \$347,117

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 ARE PAID IS \$237,905

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL IS AT A RATE OF 12%

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 NET BEFORE TAX DOLLARS (AFTER DEBT SERVICE) \$461,734

2. NET AS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME 47%

3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER \$188,239

4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE) PLUS EQUITY, AND TAX SAVINGS \$649,974

5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION 66%

Tampa General Dentistry FINANCIAL DATA FOR PRACTICE 4010

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.

	e aecisions. No	TE: Practice pri	ce does not include accounts receivable.		01
PRACTICE INCOME	0710115			\$	%
EXPECTED GROSS COLLE				\$1,599,619	100.0%
HYGIENE C				\$607,855	38.0%
DENTIST CO	_			\$991,764	62.0%
	RETAINED S	ELLER			
	ASSOCIATE				
	PURCHASER			\$991,764	62.0%
VARIABLE EXPENSES				\$	%
WAGES, PA	YROLL TAX, E	ΓC.		\$535,561	33.5%
LABORATO	RY			\$109,678	6.9%
CLINICAL SI	UPPLIES			\$130,076	8.1%
OTHER VAR	RIABLE EXPENS	SE		\$22,853	1.4%
			TOTAL VARIABLE EXPENSE	\$798,167	49.9%
FIXED EXPENSES				\$	%
PHONE, UT				\$16,128	1.0%
LEGAL & AC				\$10,738	0.7%
INSURANCE				\$5,827	0.4%
OTHER FIXE	ED EXPENSE			\$71,458	4.5%
			TOTAL FIXED EXPENSE	\$104,151	6.5%
DEBT SERVICE FOR PRAC	TICE AND BUL	DING		\$	%
INTEREST				\$112,278	7.0%
PRINCIPAL				\$123,288	7.7%
SUMMARY			TOTAL DEBT SERVICE	\$235,566	14.7% %
EXPECTED COLLECTIONS	1			\$1,599,619	100.0%
EXPECTED EXPENSES				\$902,318	56.4%
PRACTICE DEBT SERVICE				\$235,566	14.7%
	AFTER EVDEN	CEC O DEDT / D	ERCENT OF PERSONAL PROD.		
PURCHASER PRODUCED F		SES & DEBI / P	IPERCENTAGE OF GROSS	\$461,734 \$991,764	47% 62.0%
EQUITY INCREASE	ROBOUTION		% OF PERSONAL PRODUCTION	\$123,288	12.4%
			% OF PERSONAL PRODUCTION	\$64,951	6.5%
TOTAL BENEFIT - CASH, TAX SAVINGS, EQUITY % OF PERSONAL PRODUCTION			\$649,974	66%	
THIS CASH FLOW EXAMPL	E IS BASED O	THE FOLLOW	ING ASSUMPTIONS:	\$	%
		PRACTICE S.	ALES PRICE & PERCENT OF GROSS	\$1,304,000	85%
WORKING CAPITAL			\$77,000		
TOTAL PRACTICE LOAN			\$1,381,000		
			PRACTICE LOAN INTEREST RATE	6.00%	
PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM (MONTHS)			120		
MONTHLY PRACTICE PAYMENT			\$15,332	12%	
BUILDING PRICE			\$600.000	1270	
MONTHLY BUILDING MORTGAGE PAYMENTS			\$4,299	0%	
ESTIMATED MONTHLY HYGIENE PROFIT			\$31,761	24%	
			\$347,117	24 /0	
PURCHASER SALARY				470/	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$237,905	17%	
PURCHASER FIRST YEAR TAX SAVINGS			\$64,951		
TOTAL PURCHASER SALARY, PRACTICE PROFIT & TAX SAVINGS			\$649,974		
LESS DEBT SERVICE FOR PRACTICE AND BULDING			(\$235,566)		
PRACTICE SALARY	+ PROFIT +TA	K SAVINGS - DE	BT SERVICE / PERSONAL PROD %	\$414,407	42%

Tampa **DATA** FOR PRACTICE NUMBER 4010 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 2,020 **EXPANDABLE FOOTAGE** TOTAL MO. RENT EXP PRICE PER SQUARE FOOT IS OFFICE HANDICAPPED ACCESSIBLE? NUMBER OF PARKING SPACES PROXIMITY OF PARKING PLACES Adjacent # EQUIPPED OPS NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S) NUMBER OF UNPLUMBED AND EMPTY OPERATORIES DO YOU OWN YOUR BUILDING? YES OR NO DO YOU WISH TO SELL THE BUILDING? YES OR NO Yes IF NOT APPRAISED, ESTIMATED BUILDING PRICE \$600,000 IF NOT SOLD, MONTHLY RENTAL AMOUNT ANNUAL REAL ESTATE TAXES \$5.264 ANNUAL REAL ESTATE INSURANCE COST \$3,438 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 \$600,000 PURCHASER MORTGAGE INTEREST RATE PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT \$4,299 PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT \$25.54 **WORK SCHEDULE** PLANS AFTER SALE OF PRACTICE Retire DAYS/WEEK CURRENTLY WORKED 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 HISTORY YEAR BEGINNING PRACTICE IN CITY 2004 YEAR BEGINNING PRACTICE IN CURRENT LOCATION 2005 RIGHT OR LEFT HANDED Right PURCHASE OR SCRATCH START Purchase DO YOU OWN OTHER PRACTICES? HOW FAR AWAY? No

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of Mouth, Insurance List
DESCRIBE EXTERNAL MARKETING	NP Mailer
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
TING SILOGG STRAIGED GIGINI IO/NIVIET: WITT:	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Care Stream
WHAT TYPE COMPUTER SYSTEM	Care Stream
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	A C NESSES I EL I EMIC
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	
HOW FAR AHEAD IS DENTIST SCHEDULED?	
HOW FAR AHEAD IS DENTIST SCHEDULED?	
PRACTICE DATA	
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM FEE FOR SERVICE INSURANCE	
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	
% INCOME FROM DISCOUNT FEE INSURANCE	
% OF PATIENTS WITH DISCOUNT FEE INSURANCE	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	lo s
MONDAY TUESDAY	8-5 8-5
WEDNESDAY	off
THURSDAY	8-5
FRIDAY	8-5
SATURDAY	off
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	2,850
HYGIENE PATIENT VISITS PER YEAR	4,560
NUMBER OF DAYS WORKED PER YEAR	190
NUMBER OF WEEKS WORKED PER YEAR	50
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	99%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$46,151
WHAT IS YOUR PATIENT CREDIT BALANCE	\$8,378
ACCOUNTS RECEIVABLES - CURRENT	\$40,242
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$4,519
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$419
ACCOUNTS RECEIVABLE >90 DAYS	\$972
	,

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	38%
OPERATIVE	
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	27%
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	8%
COSMETIC	5%
TMJ TREATMENT	
DIAGNOSTIC	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Endo, Perio, Ortho, Implants
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No
	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?	
WINT IS THE GOOKSE OF THIS OTHER INCOME:	
FEE SCHEDULE	
ADULT PROPHY 01110	I \$100
TWO SURFACE ANTERIOR COMPOSITE 02331	\$250
CORE BUILD-UP 02950	\$250
CROWN - GOLD/PORCELAIN 02750	\$1,250
ANTERIOR CANAL ROOT CANAL 03310	ψ 1,200
PANORAMIC X-RAY 00330	\$120
TWO SURFACE POSTERIOR COMPOSITE 02392	\$250
CROWN - PORCELAIN CERAMIC 02740	\$1,000
LABIAL PORCELAIN VENEER 02962 BICUSPID ROOT CANAL 03320	\$1,250
AVERAGE OF FEES	\$559
PERCENT OF FEE PARITY	80%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	398,173
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	22,079
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	Moffit, Hillsborough County Schools
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA					
POSITION	YEAR HIRED	STAY	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE	45502		\$49,920	\$30.00	
FRONT OFFICE	45200		\$83,200	\$50.00	Wife
OFFICE MANAGER	43014		\$56,576	\$34.00	
FRONT OFFICE					
FRONT OFFICE					
ASSISTANT	37434		\$48,256	\$29.00	
ASSISTANT	45435		\$43,264	\$26.00	
ASSISTANT	45540		\$39,936	\$24.00	
ASSISTANT					
ASSISTANT					
HYGIENIST	38916		\$54,912	\$44.00	
HYGIENIST	43605		\$73,216	\$44.00	
HYGIENIST	44208		\$73,216	\$44.00	
HYGIENIST					
LAB TECHNICIAN					
LAB TECHNICIAN					
ASSOCIATE					
ASSOCIATE					
ASSOCIATE					
WHAT BENEFITS DO YO	11.000.405.505	THE OTAFFO			
	NORMAL SALAF AND WHAT IS AN	E PAID MORE OR LESS RY FOR THEIR POSITION' MOUNT OF OVER/UNDER IMPENSATION FOR EACH			
COLLECTION CENTE	RS		Ι	Ι	
			1/1/2024 - 12/31/202	2024	2023
		GROSS COLLECTIONS	\$1,409,960	\$1,457,395	\$1,362,251
OWNER COLLECTIONS			\$874,175	\$903,585	\$844,596
HYGIENIST COLLECTIONS			\$535,785	\$553,810	\$517,655
ASSOCIATE COLLECTIONS					
	A	SSOCIATE COLLECTIONS	<u> </u>		
		SSOCIATE COLLECTIONS SSOCIATE COLLECTIONS			
	A		3		
	A:	SSOCIATE COLLECTIONS	6		
ASSOCIATE - SALAR	A: A:	SSOCIATE COLLECTIONS SSOCIATE COLLECTIONS		0%	

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
The state of the s	1 . 3 .		
DOES VOLID DDA STISE MEET LIIDAA STANDADDSS MULIV NOTS	Ivaa		
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	N/A		
YOUR PRACTICE OF DENTISTRY?			
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD			
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
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?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE? HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?			
TIOW MOCITI ON TOTAL IST ON BOILDING INSUNANCE:			
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 AD VALOREM (FRACTICE EQUIP)?			
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?			
TEN HIGHEST INCOME SOURCE PLANS	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME	FROM THIS PLAN	THIS PLAN PAYS	
F LAN IVAIVIL	PROW THIS PLAN	THIS FLAN FATS	
TOTAL			
TOTAL			