Gwinnett	County GA			General Dentistry		
MERGER F	INANCIAL SU	JMMARY FO	R PRACTICE	8947		12/3/2014 14:03
The following in fees and ov	summary illust verhead expens	rates a projecte se but no increa	ed year's income an use in production. A	d expenses for the subject practice v Ithough all variable expenses are incl	luded, fixed expense	n increase es that will not
				ntation or warranty of future practice p sion. NOTE: Practice price does n		
PRACTICE IN			any purchase decis			
	GROSS COLLE			I	\$1,329,768	100.0%
	HYGIENE CO		AGL		\$372,335	28.0%
	DENTIST CO				\$957,433	72.0%
		RETAINED SI			ψ 3 07, 4 00	72.070
		ASSOCIATE				
		PURCHASER			\$957,433	72.0%
		I OROF#COLIN			φοστ, 400	12.070
VARIABLE E	XPENSE INCR	EASE				
		ROLL TAX, ET	TC.		\$316,420	23.8%
	LABORATOR				\$45,267	3.4%
	CLINICAL SU				\$100,061	7.5%
		ABLE EXPENS	SE		\$33,160	2.5%
TOTAL VARI	ABLE EXPENS				\$494,909	37.2%
FIXED EXPE	NSE INCREAS	E				
	RENT					
	PHONE, UTIL	ITIES			\$3,000	0.2%
	LEGAL & ACC	COUNTING			\$3,500	0.3%
	INSURANCE				\$1,500	0.1%
	OTHER FIXE	DEXPENSE			\$10,998	0.8%
TOTAL FIXE	D EXPENSE IN	ICREASE			\$18,998	1.4%
DEBT SERVI	CE INCREASE	- EXCLUSIVE C	FANY REAL ESTATE	MORTGAGE WHICH IS INCLUDED IN F	IXED EXPENSES	
	INTEREST				\$47,200	3.5%
	PRINCIPAL				\$133,092	10.0%
TOTAL DEB	T SERVICE - TH	HIS IS BREAK	-EVEN RETENTION	N PERCENTAGE	\$180,292	13.6%
SUMMARY						
	NCREASED CO				\$1,329,768	100.0%
	NCREASED EX				\$513,907	38.6%
	NCREASED DI				\$180,292	13.6%
				RSONAL PRODUCTION	\$635,568	66.4%
					\$957,433	72.0%
			SONAL PRODUCT		\$133,092	13.9%
				SONAL PRODUCTION	\$54,322	5.7%
TOTAL ECO	NOMIC BENEF	TT-CASH, TAX		Y & % PERSONAL PROD.	\$822,983	86.0%
			-	YEAR RETURN ON INVESTMENT	\$534,081	53.5%
THIS CASH F	-			NG ASSUMPTIONS:	0000 000	700/
			PERCENT OF GR	055	\$999,000	78%
	WORKING CA				\$64,000	
	TOTAL LOAN				\$1,063,000	
	LOAN INTER				5.00%	
	LOAN TERM		-		84	4.407
		THLY PAYMEN			\$15,024	14%
	ESTIMATED	MONTHLY HY	GIENE/ASSSOC PI	KUFII	\$18,617	17%

Gwinnett County GA

DATA SUMMARY FOR PRACTICE NUMBER 8947

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**

	OTTICE DATA	
CURRENT MONTHLY RENTAL 16. *1200* \$5.000 PRICE PER SQUARE FOOT \$29,63 IS OFFICE HANDLOAPPED ACCESSIBLET / Yes NUMBER OF FORMING SPACES 31 PROXIMTY OF PARKING SPACES 31 PROXIMTY OF PARKING SPACES 31 PROXIMTY OF PARKING PLACES In front of office TOTAL NUMBER OF FOUPPED OPERATORIES NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) 3 NUMBER OF OPERATORIES USED PRIMARILY BY VISENIST(S) 2 NUMBER OF OPERATORIES USED PRIMARILY BY VISENIST(S) 2 NUMBER OF OPERATORIES USED PRIMARILY BY NOLENIST(S) 2 NUMBER OF OUPPLUMED AND EMPTY OPERATORIES DD YOU OWN YOUR BUILDING? Yes UNAS BUILDING? Yes WAS BUILDING? Yes WAS BUILDING? Yes WAS BUILDING? Yes UNAS BUILDING APPRAISED? Yes UNAS BUILDING APPRAISED PRICE IF NOT APPRAISED PRICE IF NOT FOR SALE, MO. RENTAL AMOUNT \$5.000 ANNUAL REAL ESTATE TAXES \$1,337 DATE OF LEASE I.e. *1/1/99 DATE OF LEASE I.E. *1/1/94 RENEWAL OPTIONS IS THERE AN OPTION TO PURCHASE? BUILDING VALUE TO BUILSED PURCHASER MORTAGE TERM - YEARS PURCHAS	SQUARE FOOTAGE OF OFFICE	2,025
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IS OFFICE HANDIGAPPED ACCESSIBLE / Yes NUMBER OF PARKING SPACES 31 PROXIMITY OF PARKING PLACES in front of office TOTAL NUMBER OF EQUIPPED OPERATORIES 5 NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES 5 NUMBER OF OPERATORIES USED PRIMARILY BY HOTENIST(S) 3 NUMBER OF OPERATORIES USED PRIMARILY BY HOTENIST(S) 2 NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S) 2 NUMBER OF OUPERATORIES USED PRIMARILY BY HYGIENIST(S) 2 NOT OF ONE SALE, MO. RENTAL AMOUNT \$5,000 ANNUAL REAL ESTATE INSURANCE COST \$1,200 DATE OF LASE LIG. ''1/109' DATE OF LASE LIG. ''1/109' DATE OF LASE LIG. ''1/109' DATE OF LASE LIG. ''1/109' DATE LEASE ENDS - LIG. ''1/109' RENEWAL OPTIONS IS THERE AN OPTION TO PURCHASE? BUILDING VALUE TO BE USED PURCHASER MORTGAGE TERM- YEARS PURCHASER MORTGAGE TERM - YEARS PURCHASER MORTGAGE T	CURRENT MONTHLY RENTAL i.e. "1200"	\$5,000
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ANNUAL REAL ESTATE INSURANCE COST \$1,200 DATE OF LEASE i.e. "1/1/04" DATE LEASE ENDS - i.e. "1/1/04" RENEWAL OPTIONS IS THERE AN OPTION TO PURCHASE? BUILDING VALUE TO BE USED PURCHASER MORTGAGE ITEREST RATE PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT \$29.63 WORK SCHEDULE PLANS AFTER SALE OF PRACTICE DAYS/WEEK CURRENTLY WORKED 5.0 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 4TH YR DESIRED WORK DAYS/WEEK 4TH YR DESIRED WORK DAYS/WEEK 4TH YR	IF NOT FOR SALE, MO. RENTAL AMOUNT	\$5,000
DATE OF LEASE i.e. *1/1/99 DATE LEASE ENDS - i.e. *1/1/04 RENEWAL OPTIONS IS THERE AN OPTION TO PURCHASE? BUILDING VALUE TO BE USED PURCHASER MORTGAGE INTEREST RATE PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT \$29.63 WORK SCHEDULE PLANS AFTER SALE OF PRACTICE DAYS/WEEK CURRENTLY WORKED 5.0 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 3RD YR DESIRED WORK DAYS/WEEK 3RD YR	ANNUAL REAL ESTATE TAXES	\$1,337
DATE LEASE ENDS - i.e. "1/1/04 RENEWAL OPTIONS IS THERE AN OPTION TO PURCHASE? BUILDING VALUE TO BE USED PURCHASER MORTGAGE INTEREST RATE PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT \$29.63 WORK SCHEDULE PLANS AFTER SALE OF PRACTICE DAYS/WEEK CURRENTLY WORKED 5.0 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 4TH YR DESIRED WORK DAYS/WEEK 4TH YR DESIRED WORK DAYS/WEEK 4TH YR DESIRED WORK DAYS/WEEK 5TH YR	ANNUAL REAL ESTATE INSURANCE COST	\$1,200
RENEWAL OPTIONS IS THERE AN OPTION TO PURCHASE? BUILDING VALUE TO BE USED PURCHASER MORTGAGE INTEREST RATE PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT \$29.63 WORK SCHEDULE PLANS AFTER SALE OF PRACTICE DAYS/WEEK CURRENTLY WORKED 5.0 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 4TH YR DESIRED WORK DAYS/WEEK 5TH YR	DATE OF LEASE i.e. "1/1/99"	
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DESIRED WORK DAYS/WEEK 4TH YR DESIRED WORK DAYS/WEEK 5TH YR	DESIRED WORK DAYS/WEEK 2ND YR	
DESIRED WORK DAYS/WEEK 5TH YR	DESIRED WORK DAYS/WEEK 3RD YR	
	DESIRED WORK DAYS/WEEK 4TH YR	
DESIRED WORK DAYS/WEEK 6TH YR		
	DESIRED WORK DAYS/WEEK 6TH YR	

PRACTICE DATA				
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?				
RESULTS DESCRIBE INTERNAL MARKETING	Staff nationt incontinuo			
DESCRIDE INTERNAL MARKETING	Staff, patient incentives			
DESCRIBE EXTERNAL MARKETING	bill board, staff incentives			
DESCRIDE EXTERNAL MARKETING	bill board, stall incentives			
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes; new associate doctor			
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION				
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes			
WHAT TYPE RECALL SYSTEM				
WHAT TYPE COMPUTER SYSTEM	Dentrix			
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT				
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,309			
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	16			
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	15			
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	13			
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 weeks			
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months			
PRACTICE DATA				
% INCOME FROM CASH	5%			
% OF PATIENTS PAYING CASH	5%			
% INCOME FROM FEE FOR SERVICE INSURANCE	95%			
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	95%			
% PRACTICE INCOME FROM REDUCED FEE PLANS				
% OF PATIENTS WITH REDUCED FEE PLANS				
% 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	9 AM - 5 PM			
TUESDAY	11 AM - 7 PM			
WEDNESDAY	9 AM - 5 PM			
THURSDAY	11 AM - 7 PM			
FRIDAY	9 AM - 1 PM			
SATURDAY				
SUNDAY				
OWNER HOURS WORKED PER WEEK	44			
ASSOCIATE HOURS WORKED PER WEEK	44			
HYGIENIST HOURS WORKED PER WEEK	44			
DENTIST PATIENT VISITS PER YEAR				
HYGIENE PATIENT VISITS PER YEAR				
NUMBER OF DAYS WORKED PER YEAR				
NUMBER OF WEEKS WORKED PER YEAR	50			
COLLECTION DATA				
WHAT IS YOUR COLLECTION PERCENTAGE	89%			
	89% \$54,262			
WHAT IS YOUR COLLECTION PERCENTAGE				
WHAT IS YOUR COLLECTION PERCENTAGE ACTUAL ACCOUNTS RECEIVABLE BALANCE				
WHAT IS YOUR COLLECTION PERCENTAGE ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE	\$54,262			
WHAT IS YOUR COLLECTION PERCENTAGE ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE ACCOUNTS RECEIVABLES - CURRENT	\$54,262 \$43,198			

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	28%
RESTORATIVE	
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	5%
FIXED PROSTHETICS	9%
ENDODONTICS	
PERIODONTICS	6%
ORAL SURGERY	4%
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
DIAGNOSTIC	16%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Impacted extractions
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	No
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	
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	\$92
TWO SURFACE ANTERIOR COMPOSITE 02331	\$198
CORE BUILD-UP 02950	\$275
CROWN - GOLD/PORCELAIN 02750	\$1,062
ANTERIOR CANAL ROOT CANAL 03310	\$796
PANORAMIC X-RAY 00330	\$108
TWO SURFACE POSTERIOR COMPOSITE 02392	\$180
CROWN - PORCELAIN CERAMIC 02740	\$1,095
LABIAL PORCELAIN VENEER 02962	\$1,545
BICUSPID ROOT CANAL 03320	\$902
AVERAGE OF FEES	\$625
PERCENT OF FEE PARITY	105%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	18,282
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN YOUR DRAWING ARE	Restaurants, grocery stores, banks, department stores

STAFF DATA						
POSITION YE	AR STA	Y? VALUE	OF BENEFITS	ANNU	AL SALARY AND/OF	R COMMISSION PERCENT
RECEPTIONIST	2013	Yes		\$27,040		
OFFICE MANAGER	2009	Yes		\$30,243		
INSURANCE						
OTHER FRONT DESK	2013	Yes		\$43,680		
BOOKKEEPER						
ASSISTANT	2013	Yes		\$37,440		
ASSISTANT	2013	Yes		\$33,280		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2010			\$58,240		
HYGIENIST				\$12,000		
HYGIENIST				\$12,000		
HYGIENIST				¢12,000		
LAB TECHNICIAN						
ASSOCIATE	2013			\$0		
	2013			φU		
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO	YOU PRO	OVIDE FOR	THE STAFF?			
COST OF BENEFITS P	ROVIDE	D FOR EAC	H EMPLOYEE			
				•		
DO YOU HIRE ANY UN	IPAID FA	MILY MEME	BERS?	No		
WHAT POSITION DO T	THEY HC	LD AND WI	AT IS THE ESTIMATED			
FAIR MARKET VALUE	OF THE	R JOB?				
				·		
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS			PAID MORE OR LESS	No		
THAN THE NORMAL SALARY FOR THEIR POSITION?			POSITION?			
WHAT POSITIONS AN	D WHAT	IS AMOUN	F OF OVER/UNDER			
COMPENSATION FOR EACH						
COLLECTION CENTER	RS					
				YEAR TO DATE	LAST YEAR	TWO YEARS AGO
PERIOD				1/1/2013 - 11/15/13	2012	2011
				\$942,100		
GROSS COLLECTIONS			. ,	\$738,927	\$664,061	
			\$585,791	\$482,979	\$474,247	
HYGIENIST COLLECTIONS			\$189,380	\$220,326	\$202,430	
ASSOCIATE COLLECTIONS			\$	\$	\$	
	ASSOCIATE COLLECTIONS			\$	\$	\$
			\$	\$	\$	
ASSOCIATE COLLECTIONS						
ASSOCIATE SALARY IN DOLLARS OR COMMISSION PERCENT			\$ OR 38%			
HYGIENIST SALARY IN	N DOLLA	RS OR COM	IMISSION PERCENT	\$28-\$30 an hour		

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				
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 FOR TOTAL IS FOR BUILDING INSURANCE?				
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				
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?				
REDUCED FEE PLANS				
NAME OF PLAN	PAYS WHAT PERCENT OF YOUR STANDARD FEE			
Metlife				
Cigna				
Delta Dental				
Aetna				
United Concordia				
Guardian				
Humana				
United Healthcare				
BCBS of GA				

DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, AND PRACTICE PHILOSOPHY AND THE BEST STRENGTHS AND WORST WEAKNESSES OF YOUR PRACTICE: Patients come first. Providing quality dentistry. Welcoming environment, state of the art practice, patient-friendly, TV/DVD per room providing a comfortable and relaxing appointment. Patient education is key; paperless.