



Atlanta, Georgia General Dentistry					
MERGER FINANCIAL DATA FOR PRACTICE 9200					
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. <b>NOTE: Practice price does not include accounts receivable.</b>					
<b>PRACTICE INCOME</b>					
EXPECTED GROSS COLLECTIONS				\$1,475,645	100.0%
HYGIENE COMPONENT				\$317,003	21.5%
DENTIST COMPONENT				\$1,158,642	78.5%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$1,158,642	78.5%
<b>VARIABLE EXPENSES</b>					
WAGES, PAYROLL TAX, ETC.				\$335,879	22.8%
LABORATORY				\$84,422	5.7%
CLINICAL SUPPLIES				\$97,128	6.6%
OTHER VARIABLE EXPENSE				\$18,435	1.2%
<b>TOTAL VARIABLE EXPENSE</b>				<b>\$535,864</b>	<b>36.3%</b>
<b>FIXED EXPENSES</b>					
RENT					
PHONE, UTILITIES				\$3,000	0.2%
LEGAL & ACCOUNTING				\$3,500	0.2%
INSURANCE				\$1,500	0.1%
OTHER FIXED EXPENSE				\$32,767	2.2%
<b>TOTAL FIXED EXPENSE</b>				<b>\$40,767</b>	<b>2.8%</b>
<b>PRACTICE DEBT SERVICE</b>					
INTEREST				\$64,566	4.4%
PRINCIPAL				\$94,424	6.4%
<b>TOTAL DEBT SERVICE</b>				<b>\$158,990</b>	<b>10.8%</b>
<b>SUMMARY</b>					
EXPECTED COLLECTIONS				\$1,475,645	100.0%
EXPECTED EXPENSES				\$576,631	39.1%
PRACTICE DEBT SERVICE				\$158,990	10.8%
<b>EXPECTED NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>				<b>\$740,025</b>	<b>64%</b>
PURCHASER PRODUCED PRODUCTION				\$1,158,642	78.5%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$94,424	8.1%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$62,119	5.4%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>				<b>\$896,568</b>	<b>77%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$1,135,000	79%
WORKING CAPITAL				\$72,000	
TOTAL PRACTICE LOAN				\$1,207,000	
PRACTICE LOAN INTEREST RATE				5.75%	
PRACTICE LOAN TERM IN MONTHS				120	
PRACTICE MONTHLY PAYMENT				\$13,249	11%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>					
MONTHLY PRACTICE PAYMENTS				\$13,249	11%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$14,793	12%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$405,525	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$555,609	46%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$961,134	
<b>LESS PRACTICE DEBT SERVICE</b>				<b>(\$158,990)</b>	
<b>PURCHASER SALARY AND PROFIT AFTER DEBT SERVICE</b>				<b>\$802,144</b>	

Atlanta, Georgia	
MERGER DATA FOR PRACTICE NUMBER 9200	
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	2,400
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$5,800
PRICE PER SQUARE FOOT	\$29.00
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	2 Reserved; 40 Available
PROXIMITY OF PARKING PLACES	25 Feet
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	No
DO YOU WISH TO SELL THE BUILDING? YES OR NO	No
APPRAISED BUILDING PRICE / WHEN?	
ESTIMATED COST OF REPLACING AN OPERATORY	25,000
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT FOR SALE, MO. RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	September 12, 2011
DATE LEASE ENDS - i.e. "1/1/2020"	December 31, 2027
IS THERE AN OPTION TO PURCHASE?	No
RENEWAL OPTIONS	One 5-Year Extension
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	4.50%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Retirement
DAYS/WEEK CURRENTLY WORKED	3.5
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	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	Website; Social Media and Local Sponsors
attend networking events	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Still growing
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	Dentrix/Dexis
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	831
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	20
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	11
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	6
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	2 Weeks
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	73%
% OF PATIENTS PAYING CASH	37%
% INCOME FROM FEE FOR SERVICE INSURANCE	27%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	63%
% 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	
<b>SCHEDULING DATA</b>	
MONDAY	8 AM - 5 PM
TUESDAY	8 AM - 7 PM
WEDNESDAY	On Demand
THURSDAY	8 AM - 5 PM
FRIDAY	9 AM - 1 PM (1-2 per month)
SATURDAY	
SUNDAY	
OWNER HOURS WORKED PER WEEK	33
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	30
DENTIST PATIENT VISITS PER YEAR	2,133
HYGIENE PATIENT VISITS PER YEAR	1,074
NUMBER OF DAYS WORKED PER YEAR	195
NUMBER OF WEEKS WORKED PER YEAR	49
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	93%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	-\$8,620
WHAT IS YOUR PATIENT CREDIT BALANCE	\$55,748
ACCOUNTS RECEIVABLES - CURRENT	\$37,052
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$1,008
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$5,012
ACCOUNTS RECEIVABLE >90 DAYS	\$4,056

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	7%
OPERATIVE	41%
PEDODONTICS	
ORTHODONTICS	5%
IMPLANTS	1%
REMOVABLE PROSTHETICS	2%
FIXED PROSTHETICS	1%
ENDODONTICS	1%
PERIODONTICS	16%
ORAL SURGERY	1%
ADJUNCT SERVICES	5%
PRODUCTS	3%
LASER	2%
DIAGNOSTIC	15%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	
<b>REVENUES SOURCES</b>	
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?	
<b>FEE SCHEDULE</b>	
ADULT PROPHY 01110	\$125
TWO SURFACE ANTERIOR COMPOSITE 02331	\$305
CORE BUILD-UP 02950	\$445
CROWN - GOLD/PORCELAIN 02750	\$1,820
ANTERIOR CANAL ROOT CANAL 03310	\$980
PANORAMIC X-RAY 00330	\$160
TWO SURFACE POSTERIOR COMPOSITE 02392	\$325
CROWN - PORCELAIN CERAMIC 02740	\$1,820
LABIAL PORCELAIN VENEER 02962	\$1,820
BICUSPID ROOT CANAL 03320	\$1,120
AVERAGE OF FEES	\$892
PERCENT OF FEE PARITY	164%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	
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 DRAWING AREA	





**DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, AND PRACTICE PHILOSOPHY AND THE BEST STRENGTHS AND WORST WEAKNESSES OF YOUR PRACTICE:**

Every patient experience must be exceptional.  
Strong promotion of oral and soft-tissue wellness  
Meet patients where they are and where they want to go.  
We are 100% FFS; Not in-network with any plans!!

Doctor is over-achieving relative to the size of the active patient base.

**COVID INFORMATION**

Date Closed for Covid: 3/19/2020                      Date Reopened: 5/4/2020  
What percent reduction in operational capacity in 2020 was there compared to 2019: 100%  
How does your schedule for 2020 compare to 2019: 100%  
Do you have adequate PPE inventory: Yes              Do you pass cost of PPE on to patients? No  
How does your post Covid treatment mix compare to same period of 2019: Same  
Has your insured patient/cash patient ratio changed since reopening: A bit more insured  
Have all staff members returned or been replaced: No; Had to find a new Hygienist  
What is your estimated monthly payroll expense:  
Did you receive a PPP Loan: Yes    How much: \$110,426                      Was this loan included in your P&L and/or tax return:  
Was this loan paid back or forgiven: Yes  
Did you receive a EIDL loan? No              How much?                      When received:  
Was this loan paid back or forgiven?                      Was this loan amount included in your P&L or tax return?