

Atlanta, Georgia		General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE		9200	
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		\$1,064,454	
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.			
CONSIDER A GENEROUS COMMISSION RATE OF 35%		\$372,559	
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		\$413,688	
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF		21%	
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)		\$413,688	
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME		39%	
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER		\$139,988	
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS		\$553,676	
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION		52%	
Projected annualized collections for 2020 adjusting for the practice closing for a total of 46 days would total \$1,259,038			

Atlanta, Georgia		General Dentistry	
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. NOTE: Practice price does not include accounts receivable.			
PRACTICE INCOME			
EXPECTED GROSS COLLECTIONS			\$1,355,687 100.0%
	HYGIENE COMPONENT		\$291,233 21.5%
	DENTIST COMPONENT		\$1,064,454 78.5%
	RETAINED SELLER		
	ASSOCIATE		
	PURCHASER		\$1,064,454 78.5%
VARIABLE EXPENSES			
	WAGES, PAYROLL TAX, ETC.		\$398,186 29.4%
	LABORATORY		\$74,621 5.5%
	CLINICAL SUPPLIES		\$84,323 6.2%
	OTHER VARIABLE EXPENSE		\$38,532 2.8%
		TOTAL VARIABLE EXPENSE	\$595,662 43.9%
FIXED EXPENSES			
	RENT		\$69,600 5.1%
	PHONE, UTILITIES		\$21,041 1.6%
	LEGAL & ACCOUNTING		\$6,695 0.5%
	INSURANCE		\$7,725 0.6%
	OTHER FIXED EXPENSE		\$89,664 6.6%
		TOTAL FIXED EXPENSE	\$194,724 14.4%
PRACTICE DEBT SERVICE			
	INTEREST		\$61,570 4.5%
	PRINCIPAL		\$90,043 6.6%
		TOTAL DEBT SERVICE	\$151,613 11.2%
SUMMARY			
EXPECTED COLLECTIONS			\$1,355,687 100.0%
EXPECTED EXPENSES			\$790,386 58.3%
PRACTICE DEBT SERVICE			\$151,613 11.2%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$413,688 39%
PURCHASER PRODUCED PRODUCTION			\$1,064,454 78.5%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$90,043 8.5%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$49,945 4.7%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$553,676 52%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			
PRACTICE SALES PRICE & PERCENT OF GROSS		\$1,085,000	82%
WORKING CAPITAL		\$66,000	
TOTAL PRACTICE LOAN		\$1,151,000	
PRACTICE LOAN INTEREST RATE		5.75%	
PRACTICE LOAN TERM IN MONTHS		120	
PRACTICE MONTHLY PAYMENT		\$12,634	11%
PURCHASER CASH FLOW CONSIDERATIONS			
MONTHLY PRACTICE PAYMENTS		\$12,634	11%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$17,485	15%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$372,559	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$242,687	21%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT		\$615,246	
LESS PRACTICE DEBT SERVICE		(\$151,613)	
SALARY + PROFIT + TAX SAVINGS - DEBT SERVICE		\$463,633	

Atlanta, Georgia	
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	

PRACTICE DATA	
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
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
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
PRACTICE DATA	
% 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	
SCHEDULING DATA	
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
COLLECTION DATA	
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?	
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	\$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%
DEMOGRAPHIC DATA	
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	

STAFF DATA				
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY AND/OR COMMISSION PERCENT
FRONT DESK ADMIN	2005	Yes	\$10,320	\$54,689
FRONT DESK ADMIN	2011	Yes	\$8,472	\$61,079
INSURANCE				
OTHER FRONT DESK	2022		\$8,320	\$34,496
BOOKKEEPER				
ASSISTANT-LEAD	2015	Yes	\$9,860	\$45,848
ASSISTANT	2021	?	\$9,600	\$31,680
ASSISTANT	2022		\$9,280	\$43,904
ASSISTANT				
ASSISTANT				
HYGIENIST	2020	Yes	\$12,640	\$76,334
HYGIENIST				
HYGIENIST				
HYGIENIST				
LAB TECHNICIAN				
LAB TECHNICIAN				
ASSOCIATE				
ASSOCIATE				
ASSOCIATE				
OTHER-MARKETING				
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?			80-120 Hrs. Vacation + 32 Hrs. Sick Pay; 6 Paid Holic	
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				
	1/1/22 - 6/18/22	2021	2020	
GROSS COLLECTIONS	\$658,638	\$1,305,629	\$1,175,178	
OWNER COLLECTIONS	\$507,151	\$1,017,134	\$594,593	
HYGIENIST COLLECTIONS	\$138,314	\$270,378	\$267,216	
PRODUCTS	\$13,173	\$18,117	\$13,369	
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT	\$0	\$0		
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT	\$0			

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?