

Dillard, Georgia		General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE		9240	
<p>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.</p> <p>The purpose of this summary is to demonstrate the individual practice revenues and profitability of this particular practice.</p>			
<p>FOR A VIDEO DESCRIBING THIS PRACTICE'S CASH FLOW CLICK HERE! https://www.adssouth.com/proforma_9240/</p>			
PRACTICE FINANCIAL SUMMARY			
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER		\$812,100	
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.			
CONSIDER A GENEROUS COMMISSION RATE OF 35%		\$284,235	
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		\$288,440	
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF 15%			
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)		\$288,440	
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME		36%	
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER		\$102,605	
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS		\$391,045	
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION		48%	
Projected annualized collections for 2020 adjusting for the practice closing for a total of days would total			



Dillard, Georgia		General Dentistry			
FINANCIAL DATA		FOR PRACTICE 9240			
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				\$908,922	100.0%
	HYGIENE COMPONENT			\$96,822	10.7%
	DENTIST COMPONENT			\$812,100	89.3%
		RETAINED SELLER			
		ASSOCIATE			
		PURCHASER		\$812,100	89.3%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			\$203,711	22.4%
	LABORATORY			\$77,655	8.5%
	CLINICAL SUPPLIES			\$64,996	7.2%
	OTHER VARIABLE EXPENSE			\$37,848	4.2%
			TOTAL VARIABLE EXPENSE	\$384,210	42.3%
FIXED EXPENSES					
	PHONE, UTILITIES			\$13,623	1.5%
	LEGAL & ACCOUNTING			\$6,695	0.7%
	INSURANCE			\$6,778	0.7%
	OTHER FIXED EXPENSE			\$77,412	8.5%
			TOTAL FIXED EXPENSE	\$104,509	11.5%
DEBT SERVICE FOR PRACTICE AND BUILDING					
	INTEREST			\$61,340	6.7%
	PRINCIPAL			\$70,424	7.7%
			TOTAL DEBT SERVICE	\$131,764	14.5%
SUMMARY					
EXPECTED COLLECTIONS				\$908,922	100.0%
EXPECTED EXPENSES				\$488,718	53.8%
PRACTICE DEBT SERVICE				\$131,764	14.5%
EXPECTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$288,440	36%
PURCHASER PRODUCED PRODUCTION				\$812,100	89.3%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$70,424	8.7%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$32,182	4.0%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$391,045	48%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$641,000	73%
WORKING CAPITAL				\$44,000	
TOTAL PRACTICE LOAN				\$685,000	
PRACTICE LOAN INTEREST RATE				6.00%	
PRACTICE LOAN TERM (MONTHS)				120	
MONTHLY PRACTICE PAYMENT				\$7,605	10%
BUILDING PRICE				\$400,000	
MONTHLY BUILDING MORTGAGE PAYMENTS				\$3,375	4%
PURCHASER CASH FLOW CONSIDERATIONS					
MONTHLY PRACTICE AND BUILDING PAYMENTS				\$10,980	14%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$821	1%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$284,235	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$168,150	25%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$452,385	
LESS DEBT SERVICE FOR PRACTICE AND BUILDING				(\$131,764)	

PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE	\$320,621	
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Dillard, Georgia	
DATA FOR PRACTICE NUMBER	9240
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	2,566
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$5,000
PRICE PER SQUARE FOOT	\$23.38
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	9
PROXIMITY OF PARKING PLACES	Adjacent to 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	\$400,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$1,695
ANNUAL REAL ESTATE INSURANCE COST	\$1,349
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	\$400,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	15
PURCHASER MONTHLY PAYMENT	\$3,375
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$15.79
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	
COVID INFORMATION	
DATE CLOSED FOR COVID	
DATE REOPENED FOR COVID	
DATE OF LATEST PRACTICE REVENUE	
AMOUNT OF LATEST PRACTICE REVENUES	
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	Yes; DMA/ Jennifer McDonald
RESULTS	Good
DESCRIBE INTERNAL MARKETING	Word of Mouth
DESCRIBE EXTERNAL MARKETING	Direct Mail
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Solution Reach
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
SOFTWARE REPORT FOR # ACTIVE PATIENTS	1,372
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	15
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	9
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	16
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 Months
PRACTICE DATA	
% INCOME FROM CASH	84%
% OF PATIENTS PAYING CASH	69%
% INCOME FROM INSURANCE	16%
% OF PATIENTS WITH INSURANCE	31%
% 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	
TUESDAY	9:00 AM - 1:00 PM 2:00PM - 6:00 PM
WEDNESDAY	9:00 AM - 1:00 PM 2:00PM - 6:00 PM
THURSDAY	8:00 AM - 1:00 PM 2:00PM - 5:00 PM
FRIDAY	8:00 AM - 2:00 PM
SATURDAY	
OWNER HOURS WORKED PER WEEK	35
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	36
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	192
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$17,573
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$5,514
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$369
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$392

ACCOUNTS RECEIVABLE >90 DAYS	\$11,298
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WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	10%
OPERATIVE	11%
PEDODONTICS	
ORTHODONTICS	2%
IMPLANTS	3%
REMOVABLE PROSTHETICS	9%
FIXED PROSTHETICS	32%
ENDODONTICS	2%
PERIODONTICS	3%
ORAL SURGERY	4%
COSMETIC	1%
TMJ TREATMENT	1%
SOFT TISSUE MANAGEMENT	8%
OTHER	14%
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	\$98
TWO SURFACE ANTERIOR COMPOSITE 02331	\$246
CORE BUILD-UP 02950	\$337
CROWN - GOLD/PORCELAIN 02750	\$1,250
ANTERIOR CANAL ROOT CANAL 03310	\$851
PANORAMIC X-RAY 00330	\$128
TWO SURFACE POSTERIOR COMPOSITE 02392	\$250
CROWN - PORCELAIN CERAMIC 02740	\$1,250
LABIAL PORCELAIN VENEER 02962	\$1,313
BICUSPID ROOT CANAL 03320	\$969
AVERAGE OF FEES	\$669
PERCENT OF FEE PARITY	123%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	16,645
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	52,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	one
WITHIN	three miles
MAJOR EMPLOYERS IN AREA	Hane Brand, Walmart, Home Depot, Ingles, Rabun County Public Schools, Drake Industries, Lowes Building Supplies, Ace Hardware, Macon County Public Schools
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
	Covid
YEAR BEGINNING PRACTICE IN CITY	
	1989
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	
	2000
RIGHT OR LEFT HANDED	
	Right

PURCHASE OR SCRATCH START	Scratch
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STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST				\$15,959		
OFFICE MANAGER	2021	Yes		\$23,433		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2021	Yes		\$20,189		
ASSISTANT	2013	Yes		\$39,966		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2018	Yes		\$55,441		
HYGIENIST				\$25,483		
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
6						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Paid holidays--Labor Day, Memorial Day, 4th of July, Thanksgiving,		
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						
	2021	2020	2019			
GROSS COLLECTIONS	\$1,015,555	\$1,010,923	\$2,984,841			
OWNER COLLECTIONS	\$896,956	\$738,340	\$1,999,674			
HYGIENIST COLLECTIONS	\$115,685	\$103,953	\$563,858			
ASSOCIATE COLLECTIONS	\$2,914	\$168,630	\$421,309			
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT	\$0	\$0				
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT	\$0					

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