

Atlanta Area	General Dentistry	9407
MERGER FINANCIAL DATA SUMMARY FOR PRACTICE		

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	\$296,213
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$103,675
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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	\$215,256
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THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF	73%
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TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.

	SUBJECT PRACTICE
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1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$215,256
2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$45,453
3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$260,710

Atlanta Area		General Dentistry			
MERGER		FINANCIAL DATA		FOR PRACTICE 9407	
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				\$417,202	100.0%
HYGIENE COMPONENT				\$120,988	29.0%
DENTIST COMPONENT				\$296,213	71.0%
RETAINED SELLER				\$0	0.0%
ASSOCIATE				\$0	0.0%
PURCHASER				\$296,213	71.0%
VARIABLE EXPENSES					
WAGES, PAYROLL TAX, ETC.				\$100,573	24.1%
LABORATORY				\$17,944	4.3%
CLINICAL SUPPLIES				\$13,947	3.3%
OTHER VARIABLE EXPENSE				\$9,860	2.4%
TOTAL VARIABLE EXPENSE				\$142,324	34.1%
FIXED EXPENSES					
				\$0	
PHONE, UTILITIES				\$3,000	0.7%
LEGAL & ACCOUNTING				\$3,500	0.8%
INSURANCE				\$1,500	0.4%
OTHER FIXED EXPENSE				\$9,970	2.4%
TOTAL FIXED EXPENSE				\$17,970	4.3%
PRACTICE DEBT SERVICE					
INTEREST				\$11,329	2.7%
PRINCIPAL				\$30,322	7.3%
TOTAL DEBT SERVICE				\$41,651	10.0%
SUMMARY					
EXPECTED COLLECTIONS				\$417,202	100.0%
EXPECTED EXPENSES				\$160,295	38.4%
PRACTICE DEBT SERVICE				\$41,651	10.0%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$215,256	73%
PURCHASER PRODUCED PRODUCTION				\$296,213	71.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$30,322	10.2%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$15,132	5.1%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$260,710	88%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$331,000	82%
WORKING CAPITAL				\$20,000	
TOTAL PRACTICE LOAN				\$351,000	
PRACTICE LOAN INTEREST RATE				3.50%	
PRACTICE LOAN TERM IN MONTHS				120	
PRACTICE MONTHLY PAYMENT				\$3,471	10%
PURCHASER CASH FLOW CONSIDERATIONS					
MONTHLY PRACTICE PAYMENTS				\$3,471	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$5,646	16%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$103,675	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$168,364	48%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$272,039	
LESS PRACTICE DEBT SERVICE				(\$41,651)	
PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE				\$230,388	

Atlanta Area	
MERGER DATA FOR PRACTICE NUMBER 9407	
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	2,000
EXPANDABLE FOOTAGE	0
CURRENT MONTHLY RENTAL i.e. "1200"	\$0
PRICE PER SQUARE FOOT	\$0.00
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	10
PROXIMITY OF PARKING PLACES	Next to office
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	0
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	0
DO YOU OWN YOUR BUILDING? YES OR NO	YES
DO YOU WISH TO SELL THE BUILDING? YES OR NO	YES
WHEN?	0
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$175,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	\$1,950
ANNUAL REAL ESTATE TAXES	\$2,100
ANNUAL REAL ESTATE INSURANCE COST	\$0
DATE OF LEASE i.e. "6/1/2016"	January 0, 1900
DATE LEASE ENDS - i.e. "1/1/2020"	January 0, 1900
IS THERE AN OPTION TO PURCHASE?	0
RENEWAL OPTIONS	0
BUILDING VALUE TO BE USED	\$175,000
PURCHASER MORTGAGE INTEREST RATE	3.50%
PURCHASER MORTGAGE TERM - YEARS	10
PURCHASER MONTHLY PAYMENT	\$1,731
PURCHASER CURRENT MONTHLY RENT	\$0
PRICE PER SQUARE FOOT	\$10.38
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Retire
DAYS/WEEK CURRENTLY WORKED	4.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	0.0
DESIRED WORK DAYS/WEEK 1ST YR	0.0
DESIRED WORK DAYS/WEEK 2ND YR	0.0
DESIRED WORK DAYS/WEEK 3RD YR	0.0
DESIRED WORK DAYS/WEEK 4TH YR	0.0
DESIRED WORK DAYS/WEEK 5TH YR	0.0
DESIRED WORK DAYS/WEEK 6TH YR	0.0

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	0
DESCRIBE INTERNAL MARKETING	0
0	
DESCRIBE EXTERNAL MARKETING	Website, Online advertising
	0
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, reduced hours. Decided 4 yrs. Ago to only work 4 days a week instead of 5
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Patients scheduled 6 months out at their hygiene appointment
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	987
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	4
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	7
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 1/2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 Months
PRACTICE DATA	
	0
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM INSURANCE	0%
% OF PATIENTS WITH INSURANCE	0%
	0 0%
	0 0%
% PRACTICE INCOME FROM CAPTITATION	0%
% OF PATIENTS WITH CAPITATION	0%
% PRACTICE INCOME FROM MEDICAID	0%
% OF PATIENTS WITH MEDICAID	0%
% PRACTICE INCOME FROM REDUCED FEE PLANS	0%
% OF PATIENTS WITH REDUCED FEE PLANS	0%
SCHEDULING DATA	
MONDAY	8:00 AM - 12:00 PM, 1:00 PM -5:00 PM
TUESDAY	8:00 AM - 12:00 PM, 1:00 PM -5:00 PM
WEDNESDAY	Closed
THURSDAY	8:00 AM - 12:00 PM, 1:00 PM -5:00 PM
FRIDAY	7:30 AM - 12:00 PM, 1:00 PM -4:30 PM
SATURDAY	0
SUNDAY	0
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	0
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	1,400
HYGIENE PATIENT VISITS PER YEAR	1,800
NUMBER OF DAYS WORKED PER YEAR	190
NUMBER OF WEEKS WORKED PER YEAR	50
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	98%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$46,204
WHAT IS YOUR PATIENT CREDIT BALANCE	\$1,231
ACCOUNTS RECEIVABLES - CURRENT	\$41,206
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$2,606
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$835
ACCOUNTS RECEIVABLE >90 DAYS	\$1,556

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	29%
OPERATIVE	28%
PEDODONTICS	0%
ORTHODONTICS	0%
IMPLANTS	4%
REMOVABLE PROSTHETICS	0%
FIXED PROSTHETICS	7%
ENDODONTICS	0%
PERIODONTICS	0%
ORAL SURGERY	0%
COSMETIC	0%
TMJ TREATMENT	0%
SOFT TISSUE MANAGEMENT	0%
DDIAGNOSTIC	32%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Post. Endo, Most extractions, Advanced perio
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?	0
IF SO , HOW MUCH FOR LAST YEAR?	\$0
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	\$0
WHAT IS THE SOURCE OF THIS OTHER INCOME?	0
	0
FEE SCHEDULE	
ADULT PROPHY 01110	\$95
TWO SURFACE ANTERIOR COMPOSITE 02331	\$178
CORE BUILD-UP 02950	\$235
CROWN - GOLD/PORCELAIN 02750	\$1,140
ANTERIOR CANAL ROOT CANAL 03310	\$850
PANORAMIC X-RAY 00330	\$0
TWO SURFACE POSTERIOR COMPOSITE 02392	\$218
CROWN - PORCELAIN CERAMIC 02740	\$1,140
LABIAL PORCELAIN VENEER 02962	\$995
BICUSPID ROOT CANAL 03320	\$0
AVERAGE OF FEES	\$606
PERCENT OF FEE PARITY	107%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	95,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	300,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	80
	WITHIN five miles
MAJOR EMPLOYERS IN AREA	0
	0
	0
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	0
	0

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
0			
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes		
0			
0			
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
0			
0			
0			
0			
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No		
0			
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	None		
	0		
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$0		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$0		
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?	\$0		
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$0		
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$2,701		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$0		
0			
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES	\$64,553		
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$62,453		
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	\$18,053		
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?	\$44,400		
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?	\$0		
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?	\$2,100		
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN	12% of salary		
HOW MUCH OF TOTAL IS FOR STAFF	\$0		
HOW MUCH OF TOTAL IS FOR OWNER?	All		
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$0		
HOW MUCH OF TOTAL IS FOR STAFF?	\$0		
HOW MUCH OF TOTAL IS FOR OWNER?	\$0		
0	0	0	0
	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	

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

We practice gentle, comprehensive care. I am very conservative in my treatment and treatment plans. Staff is always hired and maintained to a great degree based on their personality. They are all very personable and patient. We receive countless compliments from our patients for making them feel comfortable and cared for. Patient base by and large are educated, motivated with health conscious, middle to upper level income.
