



North Fulton County, Geo General Dentistry					
FINANCIAL DATA FOR PRACTICE 9417					
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.					
<b>PRACTICE INCOME</b>					
EXPECTED GROSS COLLECTIONS				\$809,948	100.0%
HYGIENE COMPONENT				\$242,984	30.0%
DENTIST COMPONENT				\$566,964	70.0%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$566,964	70.0%
<b>VARIABLE EXPENSES</b>					
WAGES, PAYROLL TAX, ETC.				\$318,688	39.3%
LABORATORY				\$107,353	13.3%
CLINICAL SUPPLIES					
OTHER VARIABLE EXPENSE				\$19,858	2.5%
<b>TOTAL VARIABLE EXPENSE</b>				<b>\$445,899</b>	<b>55.1%</b>
<b>FIXED EXPENSES</b>					
RENT				\$63,696	7.9%
PHONE, UTILITIES				\$14,936	1.8%
LEGAL & ACCOUNTING				\$6,695	0.8%
INSURANCE				\$6,096	0.8%
OTHER FIXED EXPENSE				\$30,328	3.7%
<b>TOTAL FIXED EXPENSE</b>				<b>\$121,751</b>	<b>15.0%</b>
<b>PRACTICE DEBT SERVICE</b>					
INTEREST				\$20,990	2.6%
PRINCIPAL				\$54,361	6.7%
<b>TOTAL DEBT SERVICE</b>				<b>\$75,351</b>	<b>9.3%</b>
<b>SUMMARY</b>					
EXPECTED COLLECTIONS				\$809,948	100.0%
EXPECTED EXPENSES				\$567,650	70.1%
PRACTICE DEBT SERVICE				\$75,351	9.3%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>				<b>\$166,947</b>	<b>29%</b>
PURCHASER PRODUCED PRODUCTION				\$566,964	70.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$54,361	9.6%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$25,852	4.6%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>				<b>\$247,160</b>	<b>44%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$593,000	75%
WORKING CAPITAL				\$39,000	
TOTAL PRACTICE LOAN				\$632,000	
PRACTICE LOAN INTEREST RATE				3.60%	
PRACTICE LOAN TERM (MONTHS)				120	
MONTHLY PRACTICE PAYMENT				\$6,279	9%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>					
MONTHLY PRACTICE PAYMENTS				\$6,279	9%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$3,944	6%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$198,437	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$69,713	11%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$268,150	
<b>LESS PRACTICE DEBT SERVICE</b>				<b>(\$75,351)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>				<b>\$192,799</b>	

North Fulton County, Georgia	
DATA FOR PRACTICE NUMBER	9417
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	2,409
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$5,308
PRICE PER SQUARE FOOT	\$26.44
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	15
PROXIMITY OF PARKING PLACES	Next to front door
# EQUIPPED OPS	6
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	3
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
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$648
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	July 20, 1905
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Retire
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 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 24, 2020
DATE REOPENED FOR COVID	May 11, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$682,946
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$786,357
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	10
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	11
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	8 per 3 hygienists
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	3 - 4 Months
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	20%
% OF PATIENTS PAYING CASH	20%
% INCOME FROM INSURANCE	80%
% OF PATIENTS WITH INSURANCE	80%
% 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 - 4:30 PM
TUESDAY	8 AM - 4:30 PM
WEDNESDAY	8 AM - 4:30 PM
THURSDAY	8 AM - 4:30 PM
FRIDAY	8 AM - 12:00 PM
SATURDAY	
	43914
OWNER HOURS WORKED PER WEEK	34
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	34
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	50
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$5,030
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$548
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$1,132
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$2,410
ACCOUNTS RECEIVABLE >90 DAYS	\$940

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	30%
OPERATIVE	20%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	10%
REMOVABLE PROSTHETICS	10%
FIXED PROSTHETICS	10%
ENDODONTICS	10%
PERIODONTICS	5%
ORAL SURGERY	
COSMETIC	5%
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Oral Surgery, Some Endo
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	\$132
TWO SURFACE ANTERIOR COMPOSITE 02331	\$290
CORE BUILD-UP 02950	\$349
CROWN - GOLD/PORCELAIN 02750	\$1,415
ANTERIOR CANAL ROOT CANAL 03310	\$1,002
PANORAMIC X-RAY 00330	\$129
TWO SURFACE POSTERIOR COMPOSITE 02392	\$290
CROWN - PORCELAIN CERAMIC 02740	\$1,451
LABIAL PORCELAIN VENEER 02962	\$1,261
BICUSPID ROOT CANAL 03320	\$1,133
AVERAGE OF FEES	\$745
PERCENT OF FEE PARITY	137%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	175,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Real Estate, Computer Science, Computer Software companies, Teachers/Education, Medical Staff & Physicians
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST		Yes		\$33,960		
OFFICE MANAGER		Yes		\$37,254		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT /FRONT DESK		Yes		\$33,960		
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST		Yes		\$71,715		
HYGIENIST		Yes		\$64,342		
HYGIENIST		Yes		\$31,165		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				2 employees - 401k		
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						
<b>COLLECTION CENTERS</b>						
				<b>2020</b>	<b>2019</b>	<b>2018</b>
GROSS COLLECTIONS				\$682,946	\$900,150	\$808,604
OWNER COLLECTIONS				\$478,062	\$630,105	\$566,023
HYGIENIST COLLECTIONS				\$204,884	\$270,045	\$242,581
ASSOCIATE COLLECTIONS						
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, PRACTICE PHILOSOPHY AND ITS STRENGTHS AND WEAKNESSES:**

I try to communicate with staff and patients. I will telephone everyone to "stay in touch".

I would like to have digital X-Rays but was not serviced by Kodak Company so I stayed with my regular X-Rays.

**COVID INFORMATION**

Date Closed for Covid: 3/24/2020

Date Reopened: 5/11/2020

What percent reduction in operational capacity in 2020 was there compared to 2019: 15%

How does your schedule for 2020 compare to 2019: Initially patients reluctant but we are back to full schedule just like 2019.

Do you have adequate PPE inventory: Yes

Do you pass cost of PPE on to patients? No

How does your Covid treatment mix compare to same period of 2019: Same

Has your insured patient/cash patient ratio changed since reopening: No

Have all staff members returned or been replaced: All returned What is your estimated monthly payroll expense: \$27,533

Did you receive a PPP Loan: Yes How much: \$59,540 Was this loan included in your P&L and/or tax return: No

Was this loan paid back or forgiven: Forgiven