

Atlanta Area General Dentistry  
**MERGER FINANCIAL DATA SUMMARY FOR PRACTICE 9434**

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	\$536,542
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$187,790
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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	\$392,831
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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

1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$392,831
2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$98,656
3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$491,487

**PROJECTED ANNUALIZED COLLECTIONS FOR 2020 BY DEDUCTING THE DAYS CLOSED FOR COVID WOULD TOT/ \$827,242**

Atlanta Area		General Dentistry			
MERGER FINANCIAL DATA		FOR PRACTICE		9434	
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				\$851,039	100.0%
HYGIENE COMPONENT				\$314,496	37.0%
DENTIST COMPONENT				\$536,542	63.0%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$536,542	63.0%
<b>VARIABLE EXPENSES</b>					
WAGES, PAYROLL TAX, ETC.				\$265,604	31.2%
LABORATORY				\$38,610	4.5%
CLINICAL SUPPLIES				\$27,666	3.3%
OTHER VARIABLE EXPENSE				\$22,288	2.6%
<b>TOTAL VARIABLE EXPENSE</b>				<b>\$354,169</b>	<b>41.6%</b>
<b>FIXED EXPENSES</b>					
PHONE, UTILITIES				\$3,000	0.4%
LEGAL & ACCOUNTING				\$3,500	0.4%
INSURANCE				\$1,500	0.2%
OTHER FIXED EXPENSE				\$8,288	1.0%
<b>TOTAL FIXED EXPENSE</b>				<b>\$16,288</b>	<b>1.9%</b>
<b>PRACTICE DEBT SERVICE</b>					
INTEREST				\$24,444	2.9%
PRINCIPAL				\$63,306	7.4%
<b>TOTAL DEBT SERVICE</b>				<b>\$87,750</b>	<b>10.3%</b>
<b>SUMMARY</b>					
EXPECTED COLLECTIONS				\$851,039	100.0%
EXPECTED EXPENSES				\$370,457	43.5%
PRACTICE DEBT SERVICE				\$87,750	10.3%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>				<b>\$392,831</b>	<b>73%</b>
PURCHASER PRODUCED PRODUCTION				\$536,542	63.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$63,306	11.8%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$35,350	6.6%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>				<b>\$491,487</b>	<b>92%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$695,000	84%
WORKING CAPITAL				\$41,000	
TOTAL PRACTICE LOAN				\$736,000	
PRACTICE LOAN INTEREST RATE				3.60%	
PRACTICE LOAN TERM IN MONTHS				120	
PRACTICE MONTHLY PAYMENT				\$7,313	10%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>					
MONTHLY PRACTICE PAYMENTS				\$7,313	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$14,676	21%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$187,790	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$328,141	45%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$515,931	
<b>LESS PRACTICE DEBT SERVICE</b>				<b>(\$87,750)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>				<b>\$428,180</b>	

Atlanta Area	
MERGER DATA FOR PRACTICE NUMBER 9434	
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	2,150
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	20
PROXIMITY OF PARKING PLACES	On site
# EQUIPPED OPS	8
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	4
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	4
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	NO
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	\$8,000
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
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	
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$44.65
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Work part time up to two years
DAYS/WEEK CURRENTLY WORKED	4.0
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 4, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$734,319
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$827,242
AMOUNT OF ANY PPP OR EIDL LOANS	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	Google Review
DESCRIBE EXTERNAL MARKETING	SEO, Google, Next Door
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, Covid
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Lighthouse 360
WHAT TYPE COMPUTER SYSTEM	Dentrix
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,760
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	17
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	20
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	18
HOW FAR AHEAD IS DENTIST SCHEDULED?	One Week
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	Four Weeks
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	34%
% OF PATIENTS PAYING CASH	34%
% INCOME FROM INSURANCE	66%
% OF PATIENTS WITH INSURANCE	66%
#REF!	#REF!
% 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 - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	43914
ASSOCIATE HOURS WORKED PER WEEK	32
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	3,841
HYGIENE PATIENT VISITS PER YEAR	3,420
NUMBER OF DAYS WORKED PER YEAR	188
NUMBER OF WEEKS WORKED PER YEAR	47
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	104%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$52,603
WHAT IS YOUR PATIENT CREDIT BALANCE	\$12,215
ACCOUNTS RECEIVABLES - CURRENT	\$43,163
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$1,021
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$280
ACCOUNTS RECEIVABLE >90 DAYS	\$8,140

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	25%
OPERATIVE	32%
PEDODONTICS	
ORTHODONTICS	1%
IMPLANTS	5%
REMOVABLE PROSTHETICS	1%
FIXED PROSTHETICS	3%
ENDODONTICS	1%
PERIODONTICS	
ORAL SURGERY	1%
COSMETIC	
TMJ TREATMENT	1%
SOFT TISSUE MANAGEMENT	9%
DIAGNOSTICS	21%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Endo, Ortho, Oral Surgery
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	\$102
TWO SURFACE ANTERIOR COMPOSITE 02331	\$210
CORE BUILD-UP 02950	\$340
CROWN - GOLD/PORCELAIN 02750	\$1,275
ANTERIOR CANAL ROOT CANAL 03310	\$875
PANORAMIC X-RAY 00330	\$126
TWO SURFACE POSTERIOR COMPOSITE 02392	\$280
CROWN - PORCELAIN CERAMIC 02740	\$1,275
LABIAL PORCELAIN VENEER 02962	\$1,400
BICUSPID ROOT CANAL 03320	\$1,275
AVERAGE OF FEES	\$716
PERCENT OF FEE PARITY	131%
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	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST						
OFFICE MANAGER	2010	Yes		\$58,500		
INSURANCE	2015	Yes		\$19,000		
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT /FRONT DESK						
ASSISTANT	2011	Yes		\$37,000		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2001	Yes		\$64,000		
HYGIENIST/TEMP				\$10,000		
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Medical, Dental, 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>						
				1/1/2021-3/24/2021	2020	2019
GROSS COLLECTIONS				\$201,482	\$639,295	\$911,196
OWNER COLLECTIONS				\$139,130	\$394,748	\$531,556
HYGIENIST COLLECTIONS				\$62,352	\$244,547	\$379,640
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes		
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	No		
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$32,478		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$18,813		
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?	\$6,226		
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$1,885		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$2,980		
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES	\$30,436		
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$29,602		
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	\$20,380		
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?	\$9,222		
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?			
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?			
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN	\$5,821		
HOW MUCH OF TOTAL IS FOR STAFF			
HOW MUCH OF TOTAL IS FOR OWNER?			
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$5,145		
HOW MUCH OF TOTAL IS FOR STAFF?			
HOW MUCH OF TOTAL IS FOR OWNER?	\$5,145		
	% OF PRX INCOME		
<b>PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE</b>	<b>FROM THIS PLAN</b>		
Aetna	13%		
BXBS	7%		
Cigna	12%		
Delta Dental	23%		
Guardian	5%		
MetLife	18%		
	78%		

**DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, PRACTICE PHILOSOPHY AND ITS STRENGTHS AND WEAKNESSES:**

We have always practiced in the best interest of the patient, creating a warm, comfortable and understanding environment. The community is upper middle class. They are wonderful people.

**COVID INFORMATION**

Date Closed for Covid: March 24, 2020

Date Reopened: May 4, 2020

what percent reduction in operational capacity in 2020 was there compared to 2019: 30%

How does your schedule for 2020 compare to 2019: Down

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:

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

Have all staff members returned or been replaced: Yes What is your estimated monthly payroll expense:\$32,000

Did you receive a PPP Loan: Yes How much: \$97,000 Was this loan included in your P&L and/or tax return: Not Yet

Was this loan paid back or forgiven: Forgiven