

New Orleans, Louisiana General Dentistry
MERGER FINANCIAL DATA SUMMARY FOR PRACTICE 9409

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	\$4,246
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$1,486
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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	\$16,170
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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	#DIV/0!
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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)	\$16,170
2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$61,405
3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$77,575

PROJECTED ANNUALIZED COLLECTIONS FOR 2020 BY DEDUCTING THE DAYS CLOSED FOR COVID WOULD TOTAL \$577,229

**New Orleans, Louisiana General Dentistry
MERGER FINANCIAL DATA FOR PRACTICE 9409**

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			\$589,667	100.0%
	HYGIENE COMPONENT		\$165,107	28.0%
	DENTIST COMPONENT		\$424,560	72.0%
		RETAINED SELLER	\$420,314	71.3%
		ASSOCIATE		
		PURCHASER	\$4,246	0.7%
VARIABLE EXPENSES				
	WAGES, PAYROLL TAX, ETC.		\$287,743	48.8%
	LABORATORY		\$20,369	3.5%
	CLINICAL SUPPLIES		\$23,403	4.0%
	OTHER VARIABLE EXPENSE		\$168,051	28.5%
		TOTAL VARIABLE EXPENSE	\$499,567	84.7%
FIXED EXPENSES				
	PHONE, UTILITIES		\$3,000	0.5%
	LEGAL & ACCOUNTING		\$3,500	0.6%
	INSURANCE		\$1,500	0.3%
	OTHER FIXED EXPENSE		\$8,462	1.4%
		TOTAL FIXED EXPENSE	\$16,462	2.8%
PRACTICE DEBT SERVICE				
	INTEREST		\$16,008	2.7%
	PRINCIPAL		\$41,459	7.0%
		TOTAL DEBT SERVICE	\$57,467	9.7%
SUMMARY				
EXPECTED COLLECTIONS			\$589,667	100.0%
EXPECTED EXPENSES			\$516,030	87.5%
PRACTICE DEBT SERVICE			\$57,467	9.7%
EXPECTED NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$16,170	#DIV/0!
PURCHASER PRODUCED PRODUCTION				
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$41,459	#DIV/0!
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$19,946	#DIV/0!
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$77,575	#DIV/0!
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				
	PRACTICE SALES PRICE & PERCENT OF GROSS		\$453,000	79%
	WORKING CAPITAL		\$29,000	
	TOTAL PRACTICE LOAN		\$482,000	
	PRACTICE LOAN INTEREST RATE		3.60%	
	PRACTICE LOAN TERM IN MONTHS		120	
	PRACTICE MONTHLY PAYMENT		\$4,789	10%
PURCHASER CASH FLOW CONSIDERATIONS				
	MONTHLY PRACTICE PAYMENTS		\$4,789	10%
	ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$38,187	78%
	PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$1,486	
	PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$86,538	18%
	TOTAL PURCHASER SALARY AND PRACTICE PROFIT		\$88,024	
	LESS PRACTICE DEBT SERVICE		(\$57,467)	
	PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE		\$30,557	

New Orleans, Louisiana	
MERGER DATA FOR PRACTICE NUMBER 9409	
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	1,200
EXPANDABLE FOOTAGE	Possible
CURRENT MONTHLY RENTAL i.e. "1200"	\$1,300
PRICE PER SQUARE FOOT	\$13.00
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	30
PROXIMITY OF PARKING PLACES	3-15 Feet
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	1
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	
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	May 1, 2014
DATE LEASE ENDS - i.e. "1/1/2020"	Month to Month
IS THERE AN OPTION TO PURCHASE?	No
RENEWAL OPTIONS	Month to Month
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	Practice part time
DAYS/WEEK CURRENTLY WORKED	4.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	4.0
DESIRED WORK DAYS/WEEK 2ND YR	4.0
DESIRED WORK DAYS/WEEK 3RD YR	4.0
DESIRED WORK DAYS/WEEK 4TH YR	4.0
DESIRED WORK DAYS/WEEK 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 17, 2020
DATE REOPENED FOR COVID	May 18, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$479,179
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$577,229
AMOUNT OF ANY PPP OR EIDL LOANS	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	N/A
DESCRIBE EXTERNAL MARKETING	N/A
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No, possible covid related decrease
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	None
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Lighthouse 360
WHAT TYPE COMPUTER SYSTEM	CareStream
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	18
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	7
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	8
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Months
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
PRACTICE DATA	
% INCOME FROM CASH	15%
% OF PATIENTS PAYING CASH	15%
% INCOME FROM INSURANCE	85%
% OF PATIENTS WITH INSURANCE	85%
#REF!	#REF!
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	50%
% OF PATIENTS WITH REDUCED FEE PLANS	50%
SCHEDULING DATA	
MONDAY	8:30 AM - 5 PM
TUESDAY	9 AM - 6 PM
WEDNESDAY	8:30 AM - 5 PM
THURSDAY	9 AM - 4 PM
FRIDAY	7 AM - 11 AM
SATURDAY	
	43907
OWNER HOURS WORKED PER WEEK	36
ASSOCIATE HOURS WORKED PER WEEK	36
HYGIENIST HOURS WORKED PER WEEK	36
DENTIST PATIENT VISITS PER YEAR	627
HYGIENE PATIENT VISITS PER YEAR	829
NUMBER OF DAYS WORKED PER YEAR	174
NUMBER OF WEEKS WORKED PER YEAR	41
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	96%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$74,235
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$19,070
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$6,754
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$19,282
ACCOUNTS RECEIVABLE >90 DAYS	\$29,129

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENE	42%
OPERATIVE	17%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	1%
REMOVABLE PROSTHETICS	6%
FIXED PROSTHETICS	25%
ENDODONTICS	2%
PERIODONTICS	
ORAL SURGERY	7%
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Endo, 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	\$80
TWO SURFACE ANTERIOR COMPOSITE 02331	\$171
CORE BUILD-UP 02950	\$264
CROWN - GOLD/PORCELAIN 02750	\$1,078
ANTERIOR CANAL ROOT CANAL 03310	\$716
PANORAMIC X-RAY 00330	\$125
TWO SURFACE POSTERIOR COMPOSITE 02392	\$226
CROWN - PORCELAIN CERAMIC 02740	\$1,018
LABIAL PORCELAIN VENEER 02962	\$1,091
BICUSPID ROOT CANAL 03320	\$817
AVERAGE OF FEES	\$559
PERCENT OF FEE PARITY	102%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	432,493
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	1,500,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Tulane, Entergy, UNO, Touro, EJGH, LCMC Health, LSU Health, WJ Med. Center, Tidewater, Stuart Enterprises, Marriott, Sheraton, Roosevelt
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Excellent tax incentives to attract major employers and businesses

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2020	Yes		\$13,000		
OFFICE MANAGER	2015	Yes		\$20,443		
INSURANCE						
OTHER FRONT - SPOUSE		No		\$13,500		
BOOKKEEPER						
ASSISTANT /FRONT DESK						
ASSISTANT	2021	Yes		\$14,400		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST						
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Paid holidays		
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						
				\$2,020	2019	2018
GROSS COLLECTIONS				\$482,596	\$584,131	\$537,751
OWNER COLLECTIONS				\$472,944	\$321,272	\$295,763
HYGIENIST COLLECTIONS					\$245,335	\$225,855
ASSOCIATE COLLECTIONS				\$9,652	\$11,683	\$10,755
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			
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?			
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES			
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?			
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?			
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?			
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			
HOW MUCH OF TOTAL IS FOR STAFF			
HOW MUCH OF TOTAL IS FOR OWNER?			
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS			
HOW MUCH OF TOTAL IS FOR STAFF?			
HOW MUCH OF TOTAL IS FOR OWNER?			
	% OF PRX INCOME FROM THIS PLAN	% OF YOUR FEE THIS PLAN PAYS	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE			
Delta Dental		55%	
MetLife		62%	
Humana		75%	
Cigna		70%	
Geha		78%	
Aetna		79%	
Ameritas		79%	
Guardian		73%	
Vantage		73%	
People Health		55%	
United Healthcare		54%	

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

When you visit our office, your smile is our top priority. Our entire team is dedicated to providing you with the personalized gentle care you deserve. Part of our commitment to serving our patients includes providing information that helps them to make more informed decisions about their health care needs. By building a foundation of trust by treating our patients as special individuals is vital to our success. We understand how uneasy some patients can feel about their dental visits. And we know that we can make a difference by providing you with excellent, personalized care and service to make your visits as comfortable and pleasant as possible.

COVID INFORMATION

Date Closed for Covid: 3/17/2020

Date Reopened: 5/18/2020

What percent reduction in operational capacity in 2020 was there compared to 2019: 0%

How does your schedule for 2020 compare to 2019: Mandatory Covid 2 months shutdown

Do you have adequate PPE inventory: Yes

Do you pass cost of PPE on to patients? Yes

How does your post Covid treatment mix compare to same period of 2019: 20%

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: \$16,700

Did you receive a PPP Loan: Yes How much: \$ 50,740 Was this loan included in your P&L and/or tax return: No

Was this loan paid back or forgiven: Forgiven