

Lake Charles, Louisiana General Dentistry
FINANCIAL DATA SUMMARY FOR PRACTICE 9499

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 **\$975,652**

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.
 CONSIDER A GENEROUS COMMISSION RATE OF 35% **\$341,478**

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 **\$442,026**

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF **18%**

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)	\$442,026
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	45%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$149,695
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$591,721
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	61%

Lake Charles, Louisiana General Dentistry					
FINANCIAL DATA FOR PRACTICE 9499					
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				\$1,300,869	100.0%
HYGIENE COMPONENT				\$325,217	25.0%
DENTIST COMPONENT				\$975,652	75.0%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$975,652	75.0%
VARIABLE EXPENSES					
WAGES, PAYROLL TAX, ETC.				\$381,100	29.3%
LABORATORY				\$35,619	2.7%
CLINICAL SUPPLIES				\$114,888	8.8%
OTHER VARIABLE EXPENSE				\$36,160	2.8%
				\$567,767	43.6%
FIXED EXPENSES					
PHONE, UTILITIES				\$37,924	2.9%
LEGAL & ACCOUNTING				\$6,695	0.5%
INSURANCE				\$7,725	0.6%
OTHER FIXED EXPENSE				\$42,652	3.3%
				\$94,996	7.3%
DEBT SERVICE FOR PRACTICE AND BULDING					
INTEREST				\$94,953	7.3%
PRINCIPAL				\$101,126	7.8%
				\$196,079	15.1%
SUMMARY					
EXPECTED COLLECTIONS				\$1,300,869	100.0%
EXPECTED EXPENSES				\$662,763	50.9%
PRACTICE DEBT SERVICE				\$196,079	15.1%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$442,026	45%
PURCHASER PRODUCED PRODUCTION				\$975,652	75.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$101,126	10.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$48,569	5.0%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$591,721	61%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$829,000	66%
WORKING CAPITAL				\$63,000	
TOTAL PRACTICE LOAN				\$892,000	
PRACTICE LOAN INTEREST RATE				5.00%	
PRACTICE LOAN TERM (MONTHS)				120	
MONTHLY PRACTICE PAYMENT				\$9,461	9%
BUILDING PRICE				\$1,000,000	
MONTHLY BUILDING MORTGAGE PAYMENTS				\$6,879	6%
PURCHASER CASH FLOW CONSIDERATIONS					
MONTHLY PRACTICE AND BUILDING PAYMENTS				\$16,340	15%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$15,213	14%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$341,478	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$345,196	39%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$686,674	
LESS DEBT SERVICE FOR PRACTICE AND BULDING				(\$196,079)	
PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN				\$490,595	

Lake Charles, Louisiana	
DATA FOR PRACTICE NUMBER	9499
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	5,000
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	
NUMBER OF PARKING SPACES	
PROXIMITY OF PARKING PLACES	
# EQUIPPED OPS	10
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	2
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	7
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	3
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	1
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	\$1,000,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$1,836
ANNUAL REAL ESTATE INSURANCE COST	\$7,160
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	\$1,000,000
PURCHASER MORTGAGE INTEREST RATE	5.50%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$6,879
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$16.51
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	
DAYS/WEEK CURRENTLY WORKED	4.5
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	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$890,224
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$890,224
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	Patterson Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	3,645
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	140
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	
HOW FAR AHEAD IS DENTIST SCHEDULED?	
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
PRACTICE DATA	
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM INSURANCE	
% OF PATIENTS WITH INSURANCE	
% 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	8:00 AM - 5:00 PM
TUESDAY	8:00 AM - 5:00 PM
WEDNESDAY	8:00 AM - 5:00 PM
THURSDAY	8:00 AM - 5:00 PM
FRIDAY	8:00 AM - 12:00 PM
SATURDAY	
OWNER HOURS WORKED PER WEEK	
ASSOCIATE HOURS WORKED PER WEEK	32
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$83,435
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$69,949
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$6,122
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,827
ACCOUNTS RECEIVABLE >90 DAYS	\$5,737

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	
OPERATIVE	
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
DIAGNOSTIC	
TOTAL	
WHAT SERVICES ARE REFERRED OUT?	
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	
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	\$140
TWO SURFACE ANTERIOR COMPOSITE 02331	\$280
CORE BUILD-UP 02950	\$350
CROWN - GOLD/PORCELAIN 02750	\$600
ANTERIOR CANAL ROOT CANAL 03310	\$170
PANORAMIC X-RAY 00330	\$170
TWO SURFACE POSTERIOR COMPOSITE 02392	\$280
CROWN - PORCELAIN CERAMIC 02740	\$1,450
LABIAL PORCELAIN VENEER 02962	\$1,557
BICUSPID ROOT CANAL 03320	\$1,050
AVERAGE OF FEES	\$605
PERCENT OF FEE PARITY	111%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	77,832
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	
YEAR BEGINNING PRACTICE IN CITY	1970
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2022			\$20,280		
OFFICE MANAGER	2021			\$54,080		
INSURANCE						
PHONE SCHEDULER	2022			\$78,520		
BOOKKEEPER						
ASSISTANT	2020			\$33,280		
ASSISTANT	2020			\$29,952		
ASSISTANT	2019			\$27,612		
ASSISTANT						
ASSISTANT						
HYGIENIST	2020			\$71,136		
HYGIENIST	2019			\$54,600		
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	8					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Discounted dental care and the opportunity to acquire supplemental		
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						
				1/1/2022 -	2021	2020
GROSS COLLECTIONS						
OWNER COLLECTIONS						
HYGIENIST COLLECTIONS						
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