New Orleans Area General Dentistry

FINANCIAL DATA SUMMARY FOR PRACTICE

9526

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 \$594,724

PURCHASER COMPENSATION AT 35% FOR PRODUCTION. \$208,154

NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE PURCHASER'S PRODUCTION COMPENSATION.

THE PROFIT IS A BENEFIT OF OWNERSHIP OF THE PRACTICE.
ONLY PRACTICE OWNERS REALIZE THIS PRACTICE PROFIT.

IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND PURCHASER SALARY COMPENSATION HAVE BEEN PAID IS \$78,070

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, RESULTS IN A RATE OF 6%

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 AFTER DEBT SERVICE AND BEFORE TAX NET INCOME

\$145,496

2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME

3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER

\$110,782

4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS

\$256,278

5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION

43%

New Orleans Area General Dentistry
FINANCIAL DATA FOR PRACTICE 9526

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.

		decisions. NO	OTE: Practice pric	e does not include accounts receivable.		
RACTICE IN	NCOME					
(PECTED C	GROSS COLLEC				\$804,220	100.0%
	HYGIENE CO				\$209,495	26.0%
	DENTIST CC	•			\$594,724	74.0%
		RETAINED S				
		ASSOCIATE				
	V	PURCHASE	?		\$594,724	74.0%
RIABLE E	XPENSES	(5.011.51)/ 5				
		YROLL TAX, E	TC.		\$233,551	29.0%
	LABORATOR				\$36,770	4.6%
	CLINICAL SU				\$69,206	8.6%
	OTHER VAR	IABLE EXPEN	SE		\$42,365	5.3%
				TOTAL VARIABLE EXPENSE	\$381,892	47.5%
(ED EXPE	NSES					
	PHONE, UTII				\$23,826	3.0%
	LEGAL & AC				\$9,785	1.2%
	INSURANCE				\$7,725	1.0%
	OTHER FIXE	D EXPENSE			\$94,768	11.8%
				TOTAL FIXED EXPENSE	\$136,104	16.9%
BT SERVI	CE FOR PRACT	TICE AND BUL	.DING			
	INTEREST				\$66,114	8.2%
	PRINCIPAL				\$74,613	9.3%
	•			TOTAL DEBT SERVICE	\$140,727	17.5%
IMMARY						
	COLLECTIONS				\$804,220	100.0%
(PECTED EXPENSES				\$517,997	64.4%	
RACTICE DEBT SERVICE XPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$140,727 \$145,496	17.5% 24%	
FCIDINLI	I INCOME AFTE	IN EXPENSES	AND DEDT & FI	ERCENT OF PERSONAL FROD.	\$145,490	24 /0
IS CASH F	LOW EXAMPLE	E IS BASED O	N THE FOLLOW	ING ASSUMPTIONS:		
HIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS: PRACTICE SALES PRICE & PERCENT OF GROSS			LES PRICE & PERCENT OF GROSS	\$600,000	78%	
	WORKING CAPITAL			\$39,000		
			TOTAL PRACTICE LOAN	\$639,000		
				. ,		
	PRACTICE LOAN INTEREST RATE					
					5.00%	
				PRACTICE LOAN TERM (MONTHS)	120	
				PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT	120 \$6,778	10%
				PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT BUILDING PRICE	120 \$6,778 \$750,000	
				PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT BUILDING PRICE BUILDING MORTGAGE PAYMENTS	120 \$6,778 \$750,000 \$4,950	7%
			MONTHLY PR	PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT BUILDING PRICE BUILDING MORTGAGE PAYMENTS ACTICE AND BUILDING PAYMENTS	\$6,778 \$750,000 \$4,950 \$11,727	7% 17%
			MONTHLY PR	PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT BUILDING PRICE BUILDING MORTGAGE PAYMENTS ACTICE AND BUILDING PAYMENTS HYGIENE AND ASSOCIATE PROFIT	\$6,778 \$750,000 \$4,950 \$11,727 \$13,481	7%
	PU	RCHASER SA	MONTHLY PR ATED MONTHLY LARY BASED ON	PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT BUILDING PRICE BUILDING MORTGAGE PAYMENTS ACTICE AND BUILDING PAYMENTS HYGIENE AND ASSOCIATE PROFIT I 35% OF PERSONAL PRODUCTION	120 \$6,778 \$750,000 \$4,950 \$11,727 \$13,481 \$208,154	7% 17% 20%
	PU	RCHASER SA PRACTI	MONTHLY PR ATED MONTHLY LARY BASED ON CE PROFIT - IN A	PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT BUILDING PRICE BUILDING MORTGAGE PAYMENTS ACTICE AND BUILDING PAYMENTS HYGIENE AND ASSOCIATE PROFIT I 35% OF PERSONAL PRODUCTION ADDITION TO PURCHASER SALARY	\$6,778 \$750,000 \$4,950 \$11,727 \$13,481	7% 17%
	PU	RCHASER SA PRACTI PURCHASE	MONTHLY PR ATED MONTHLY LARY BASED ON CE PROFIT - IN A ER TAX SAVINGS	PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT BUILDING PRICE BUILDING MORTGAGE PAYMENTS ACTICE AND BUILDING PAYMENTS HYGIENE AND ASSOCIATE PROFIT I 35% OF PERSONAL PRODUCTION ADDITION TO PURCHASER SALARY AND 1ST YEAR EQUITY INCREASE	120 \$6,778 \$750,000 \$4,950 \$11,727 \$13,481 \$208,154	7% 17% 20%
	PU	RCHASER SA PRACTI PURCHASE	MONTHLY PR ATED MONTHLY LARY BASED ON CE PROFIT - IN A ER TAX SAVINGS	PRACTICE LOAN TERM (MONTHS) MONTHLY PRACTICE PAYMENT BUILDING PRICE BUILDING MORTGAGE PAYMENTS ACTICE AND BUILDING PAYMENTS HYGIENE AND ASSOCIATE PROFIT I 35% OF PERSONAL PRODUCTION ADDITION TO PURCHASER SALARY	120 \$6,778 \$750,000 \$4,950 \$11,727 \$13,481 \$208,154 \$78,070	7% 17% 20%

New Orleans Area DATA FOR PRACTICE NUMBER 9526 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 4,000 **EXPANDABLE FOOTAGE** CURRENT MONTHLY RENTAL i.e. "1200" PRICE PER SQUARE FOOT IS OFFICE HANDICAPPED ACCESSIBLE? NUMBER OF PARKING SPACES PROXIMITY OF PARKING PLACES On the property # EQUIPPED OPS NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S) NUMBER OF UNPLUMBED AND EMPTY OPERATORIES DO YOU OWN YOUR BUILDING? YES OR NO DO YOU WISH TO SELL THE BUILDING? YES OR NO YES 750.000 IF NOT APPRAISED, ESTIMATED BUILDING PRICE IF NOT SOLD, MONTHLY RENTAL AMOUNT \$7,500 ANNUAL REAL ESTATE TAXES \$9.074 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 \$750,000 PURCHASER MORTGAGE INTEREST RATE PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT \$14.85 **WORK SCHEDULE** PLANS AFTER SALE OF PRACTICE Relocation out of the area DAYS/WEEK CURRENTLY WORKED 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

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Contacting patients by phone to reactivate
	<u> </u>
DESCRIBE EXTERNAL MARKETING	Mailers, Website, Ads with local newspapers
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes COVID and Hurricane Ida
THE STREET STREET STREET STREET	130 CO TID and Hambario Ida
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Recalls set at time of a hygiene appointment
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT	TA & REDUCED FEE PLANS
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,552
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	25
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	20
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	2-3 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
PRACTICE DATA	o months
% INCOME FROM CASH	0%
% OF PATIENTS PAYING CASH	0%
% INCOME FROM INSURANCE	70%
% OF PATIENTS WITH INSURANCE	70%
70 OF PATIENTO WITH INCORANCE	1070
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	30%
% OF PATIENTS WITH MEDICAID	30%
% PRACTICE INCOME FROM REDUCED FEE PLANS	30%
% OF PATIENTS WITH REDUCED FEE PLANS	30%
SCHEDULING DATA	19070
MONDAY	12:00 PM - 7:00 PM
TUESDAY	9:00 AM - 5:00 PM
WEDNESDAY	9:00 AM - 5:00 PM
THURSDAY	12:00 PM - 7:00 PM
FRIDAY	8:00 AM - 1:00 PM
SATURDAY	8:00 AM - 12:00 PM
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	<u> </u>
	32
HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR	2,719
	2,110
HYGIENE PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR	180
NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	TU
	an%
WHAT IS YOUR COLLECTION PERCENTAGE	90%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	654 304
ACCOUNTS RECEIVABLES - CURRENT	\$51,381
ACCOUNTS RECEIVABLES - 31-60 DAYS	¢£ 270
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$5,378 \$11,339
ACCOUNTS RECEIVABLE >90 DAYS	म् । १,७७७

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	23%
OPERATIVE	27%
PEDODONTICS	1%
ORTHODONTICS	
IMPLANTS	2%
REMOVABLE PROSTHETICS	23%
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC TMJ TREATMENT	
DIAGNOSTIC	
OTHER	
TOTAL	
WHAT SERVICES ARE REFERRED OUT?	Complex impacted third molars, Endodontics
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	\$106
TWO SURFACE ANTERIOR COMPOSITE 02331	\$222
CORE BUILD-UP 02950	\$295
CROWN - GOLD/PORCELAIN 02750	\$1,173
ANTERIOR CANAL ROOT CANAL 03310	\$769
PANORAMIC X-RAY 00330	\$126
TWO SURFACE POSTERIOR COMPOSITE 02392	\$232
CROWN - PORCELAIN CERAMIC 02740	\$1,264
LABIAL PORCELAIN VENEER 02962	\$1,256
BICUSPID ROOT CANAL 03320	\$887
AVERAGE OF FEES	\$633
PERCENT OF FEE PARITY	116%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	7,700
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	135,000
	100,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	Shell Oil, Bayer, Glazer, Bunge, Entergy, St. Charles Parish
	Water Board Orleans. Jefferson Parish Schools, Louis Armstro
International Airport	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	2001
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2013
RIGHT OR LEFT HANDED	Left

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE	2022	?		\$13,901		
FRONT OFFICE/DA				\$1,388		
FRONT OFFICE/DA				\$19,950		
FRONT OFFICE				\$2,810		
FRONT OFFICE				\$35,338		
ASSISTANT/FD	2022	?		\$1,388		
ASSISTANT	2022	?		\$1,245		
ASSISTANT				\$25,319		
ASSISTANT/FD				\$19,950		
ASSISTANT				\$31,196		
HYGIENIST				\$5,130		
HYGIENIST				+-,		
HYGIENIST						
HYGIENIST						
JANITOR						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
AGGOGIATE						
WHAT BENEFITS DO YOU		D THE C	TAFE2			
COST OF BENEFITS PROV	IDED FOR E	ACH EMF	PLOYEE			
ARE THERE ANY EMPLOY	EES WHO AF	E PAID I	MORE OR LESS			
			THEIR POSITION?			
WHAT POSITIONS ANI						
	CC	MPENS	ATION FOR EACH			
COLLECTION CENTERS	S					
	-					
				1/1/2024 - 3/10/2024	2023	2022
		GRO	SS COLLECTIONS		\$758,536	\$742,665
			ER COLLECTIONS		\$635,890	\$439,441
	HYGIENIST COLLECTIONS				\$122,646	\$119,241
	ASSOCIATE COLLECTIONS				ψ122,040	\$178,959
			TE COLLECTIONS			\$5,014
			TE COLLECTIONS			ΨΟ,ΟΙΨ
ASSOCIATE - SALADVI	ASSOCIATE COLLECTIONS ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$				0%	
HYGIENIST - SALARY I					0%	
HIGIENIOI - SALARYI	IN DOLLARS	, COIVIIVI	ISSION PERCENT	ΨΟ	0 /0	

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
	1.00		
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes		
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
	I		
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	Yes, September 11, 20	23	
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	None		
YOUR PRACTICE OF DENTISTRY?			
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$51,292		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$9,395		
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$12,996		
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$2,792		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$26,110		
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?			
		o/ 05 VOUD 555	
TEN HIGHEST INCOME S(PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	% OF PRX INCOME		
FLAN NAME - BE SORE TO EIST DELTA FREMIERE IF TOO HAVE	FROM THIS PLAN	THIS PLAN PAYS	