

New Orleans Area		General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE		9526	
<p>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.</p> <p>The purpose of this summary is to demonstrate the individual practice revenues and profitability of this particular practice.</p>			
<div>PRACTICE FINANCIAL SUMMARY</div>			
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER		\$594,724	
PURCHASER COMPENSATION AT 35% FOR PRODUCTION.		\$208,154	
<div>NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE PURCHASER'S PRODUCTION COMPENSATION .</div>			
<div>THE PROFIT IS A BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE THIS PRACTICE PROFIT.</div>			
<div>IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND PURCHASER SALARY COMPENSATION HAVE BEEN PAID IS \$78,070</div>			
<div>THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, RESULTS IN A RATE OF 6%</div>			
<div>TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.</div>			
		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		24%	
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.					
PRACTICE INCOME					
EXPECTED GROSS COLLECTIONS				\$804,220	100.0%
	HYGIENE COMPONENT			\$209,495	26.0%
	DENTIST COMPONENT			\$594,724	74.0%
		RETAINED SELLER			
		ASSOCIATE			
		PURCHASER		\$594,724	74.0%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			\$233,551	29.0%
	LABORATORY			\$36,770	4.6%
	CLINICAL SUPPLIES			\$69,206	8.6%
	OTHER VARIABLE EXPENSE			\$42,365	5.3%
			TOTAL VARIABLE EXPENSE	\$381,892	47.5%
FIXED EXPENSES					
	PHONE, UTILITIES			\$23,826	3.0%
	LEGAL & ACCOUNTING			\$9,785	1.2%
	INSURANCE			\$7,725	1.0%
	OTHER FIXED EXPENSE			\$94,768	11.8%
			TOTAL FIXED EXPENSE	\$136,104	16.9%
DEBT SERVICE FOR PRACTICE AND BULDING					
	INTEREST			\$66,114	8.2%
	PRINCIPAL			\$74,613	9.3%
			TOTAL DEBT SERVICE	\$140,727	17.5%
SUMMARY					
EXPECTED COLLECTIONS				\$804,220	100.0%
EXPECTED EXPENSES				\$517,997	64.4%
PRACTICE DEBT SERVICE				\$140,727	17.5%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$145,496	24%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES 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	
MONTHLY PRACTICE PAYMENT				\$6,778	10%
BUILDING PRICE				\$750,000	
MONTHLY BUILDING MORTGAGE PAYMENTS				\$4,950	7%
MONTHLY PRACTICE AND BUILDING PAYMENTS				\$11,727	17%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$13,481	20%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$208,154	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$78,070	12%
PURCHASER TAX SAVINGS AND 1ST YEAR EQUITY INCREASE				\$110,782	
LESS DEBT SERVICE FOR PRACTICE AND BULDING				(\$140,727)	
SALARY + PROFIT +TAX SAVINGS - DEBT SERVICE / % OF PERSONAL PRODUCTION				\$256,278	43%

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.	
<b>OFFICE DATA</b>	
SQUARE FOOTAGE OF OFFICE	4,000
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$6,100
PRICE PER SQUARE FOOT	\$18.30
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	20
PROXIMITY OF PARKING PLACES	On the property
# EQUIPPED OPS	6
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	4
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	4
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
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	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	\$22,500
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	5.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$4,950
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$14.85
<b>WORK SCHEDULE</b>	
PLANS AFTER SALE OF PRACTICE	Relocation out of the area
DAYS/WEEK CURRENTLY WORKED	6.0
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	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Contacting patients by phone to reactivate
DESCRIBE EXTERNAL MARKETING	Mailers, Website, Ads with local newspapers
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes COVID and Hurricane 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
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
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	
% INCOME FROM CASH	0%
% OF PATIENTS PAYING CASH	0%
% INCOME FROM INSURANCE	70%
% OF PATIENTS WITH INSURANCE	70%
% 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	
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	
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	2,719
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	180
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	90%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$51,381
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$5,378
ACCOUNTS RECEIVABLE >90 DAYS	\$11,339

<b>WHAT PERCENTAGE OF THE PRACTICE INCOME IS:</b>	
HYGIENIST PRODUCTION	23%
OPERATIVE	27%
PEDODONTICS	1%
ORTHODONTICS	1%
IMPLANTS	2%
REMOVABLE PROSTHETICS	23%
FIXED PROSTHETICS	3%
ENDODONTICS	1%
PERIODONTICS	6%
ORAL SURGERY	9%
COSMETIC	1%
TMJ TREATMENT	1%
DIAGNOSTIC	
OTHER	2%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Complex impacted third molars, Endodontics
<b>REVENUES SOURCES</b>	
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?	
<b>FEE SCHEDULE</b>	
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%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	7,700
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	135,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Shell Oil, Bayer, Glazer, Bunge, Entergy, St. Charles Parish
City Government, St. Charles Parish Schools, Sewerage and Water Board Orleans. Jefferson Parish Schools, Louis Armstrong 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
PURCHASE OR SCRATCH START	Scratch



