New Orleans, Louisiana **General Dentistry** Merger Purchase FINANCIAL DATA SUMMARY FOR PRACTICE 9541 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 \$242,609 PURCHASER COMPENSATION AT 35% FOR PRODUCTION. \$84,913 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 \$117,071 THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, RESULTS IN A RATE OF 55% 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 \$173,474 3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER \$23,225 4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS \$196,699

#### New Orleans, Louisiana General Dentistry Merger Purchase FINANCIAL DATA FOR PRACTICE Merger Purchase 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 \$315,077 100.0% HYGIENE COMPONENT \$72,468 23.0% DENTIST COMPONENT \$242.609 77.0% RETAINED SELLER ASSOCIATE **PURCHASER** \$242,609 77.0% VARIABLE EXPENSES % S WAGES, PAYROLL TAX, ETC. \$31,886 10.1% LABORATORY \$29,027 9.2% CLINICAL SUPPLIES \$29,845 9.5% OTHER VARIABLE EXPENSE \$8,878 2.8% TOTAL VARIABLE EXPENSE \$99,636 31.6% FIXED EXPENSES % \$ PHONE, UTILITIES \$3,000 1.0% LEGAL & ACCOUNTING \$3,500 1.1% INSURANCE \$1,500 0.5% OTHER FIXED EXPENSE \$5,457 1.7% **TOTAL FIXED EXPENSE** \$13,457 4.3% PRACTICE DEBT SERVICE % INTEREST \$11,956 3.8% PRINCIPAL \$16,554 5.3% TOTAL DEBT SERVICE \$28,510 9.0% SUMMARY % \$ EXPECTED COLLECTIONS \$315,077 100.0% **EXPECTED EXPENSES** \$113,093 35.9% PRACTICE DEBT SERVICE \$28,510 9.0% EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD. \$173,474 72% THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS: % \$ PRACTICE SALES PRICE & PERCENT OF GROSS \$199,000 65% WORKING CAPITAL \$15,000 TOTAL PRACTICE LOAN \$214,000 PRACTICE LOAN INTEREST RATE 6.00% PRACTICE LOAN TERM (MONTHS) 120 MONTHLY PRACTICE PAYMENT \$2,376 9% MONTHLY PRACTICE PAYMENTS 9% \$2,376 ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT 13% PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION \$84,913 PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY \$117,071 55% PURCHASER TAX SAVINGS AND 1ST YEAR EQUITY INCREASE \$23,225 LESS PRACTICE DEBT SERVICE (\$28,510) SALARY + PROFIT +TAX SAVINGS + EQUITY - DEBT SERVICE / % OF PERSONAL PRODUCTION \$196,699 81%

# New Orleans, Louisiana **General Dentistry** DATA FOR PRACTICE NUMBER **Merger Purchase** 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 1,768 EXPANDABLE FOOTAGE TOTAL MO. RENT EXP PRICE PER SQUARE FOOT IS OFFICE HANDICAPPED ACCESSIBLE? NUMBER OF PARKING SPACES PROXIMITY OF PARKING PLACES # 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 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" 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 PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT \$23.76 WORK SCHEDULE PLANS AFTER SALE OF PRACTICE Teach at LSU full time 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

MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?  RESULTS  NA  DESCRIBE INTERNAL MARKETING  NA  DESCRIBE EXTERNAL MARKETING  NA  HAS GROSS CHANGED SIGNIFICANTLY? WHY?  LIST SEDATIONS USED - INTROUS, DOCS, IV SEDATION  IS YOUR PRACTICE MERCURY PERE - NO AMALGAM?  WHAT TYPE COMPLIES SYSTEM  Phono Galls  WHAT TYPE COMPLIES SYSTEM  PHONO Galls  PURCHASER MUST PERSONALLY VERRY PATIENT POPULATION DATA & REDUCED PER PLANS  ESTIMATE NUMBER OF DIFFERENT PATIENTS PATIENT POPULATION DATA & REDUCED PER PLANS  ESTIMATE NUMBER OF NEW PATIENTS PER MONTHS  AVERAGE NUMBER PATIENTS TEATED PER DAY BY DENTIST(S)  AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)  AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS  HOW PAR AREAD IS DENTIST SCHEDULED?  PRACTICE DATA  NINCOME FROM EET OR SERVICE INSURANCE  NINCOME FROM FER POR SERVICE INSURANCE  NINCOME FROM FER POR SERVICE INSURANCE  NO PATIENTS WITH DISCOUNT FEE INSURANCE  NO PARCTICE ORGANICAL FOR THE WITH FEE INSURANCE  NO PARCTICE ORGANICAL FOR THE WITH FEE INSURANCE	PRACTICE DATA				
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% OF PATIENTS WITH MEDICAID  % PRACTICE INCOME FROM REDUCED FEE PLANS  % OF PATIENTS WITH REDUCED FEE PLANS  % OF PATIENTS WITH REDUCED FEE PLANS  20%  SCHEDULING DATA  MONDAY  TUESDAY  WEDNESDAY  THURSDAY  FRIDAY  SATURDAY  B.00 AM - 4:00 PM  SATURDAY  DAYS WORKED PER WEEK  COWNER HOURS WORKED PER WEEK  DENTIST HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEK WORKED PER YEAR  ACTUAL ACCOUNTS RECEIVABLE BALANCE  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950  \$950  \$950	% OF PATIENTS WITH DISCOUNT FEE INSURANCE				
% PRACTICE INCOME FROM REDUCED FEE PLANS       20%         % OF PATIENTS WITH REDUCED FEE PLANS       20%         SCHEDULING DATA	% PRACTICE INCOME FROM MEDICAID	20%			
% OF PATIENTS WITH REDUCED FEE PLANS  SCHEDULING DATA  MONDAY  TUESDAY  WEDNESDAY  THURSDAY  FRIDAY  SATURDAY  B.00 AM - 4:00 PM  SATURDAY  ASOUNTS WORKED PER WEEK  COWNER HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF DAYS WORKED PER YEAR  SOULD BE ATTENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  ACTUAL ACCOUNTS RECEIVABLE BALANCE  ACCOUNTS RECEIVABLES - CURRENT  \$1,705  \$950	% OF PATIENTS WITH MEDICAID	20%			
SCHEDULING DATA  MONDAY TUESDAY WEDNESDAY THURSDAY THURSDAY  FRIDAY SATURDAY SATURDAY B:00 AM - 4:00 PM SATURDAY ASSOCIATE HOURS WORKED PER WEEK 15 ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR SOCIATE HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR SO COLLECTION DATA  95% ACTUAL ACCOUNTS RECEIVABLE BALANCE ACCOUNTS RECEIVABLES - CURRENT \$1,705 ACCOUNTS RECEIVABLES - S1-60 DAYS \$850	% PRACTICE INCOME FROM REDUCED FEE PLANS	20%			
MONDAY TUESDAY WEDNESDAY THURSDAY THURSDAY RIDAY SATURDAY SATURDAY SON AM - 4:00 PM SATURDAY SON AM - 3:00 PM  DAYS WORKED PER WEEK 2 OWNER HOURS WORKED PER WEEK 15 ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR SOCIATE HOURS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR SOCIATE HOURS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR SOCIATE HOURS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR SOCIATE HOURS WORKED PER YEAR WHAT IS YOUR PATIENT CREDIT BALANCE ACCOUNTS RECEIVABLE SALANCE ACCOUNTS RECEIVABLES - CURRENT ACCOUNTS RECEIVABLES - 31-60 DAYS SSOON	% OF PATIENTS WITH REDUCED FEE PLANS	20%			
TUESDAY  WEDNESDAY  THURSDAY  FRIDAY  8:00 AM - 4:00 PM  SATURDAY  8:00 AM - 3:00 PM  DAYS WORKED PER WEEK  2  OWNER HOURS WORKED PER WEEK  ASSOCIATE HOURS WORKED PER WEEK  HYGIENIST HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  SOCILECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE  ACCOUNTS RECEIVABLES - CURRENT  \$1,705  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950	SCHEDULING DATA				
WEDNESDAY THURSDAY FRIDAY 8:00 AM - 4:00 PM SATURDAY 8:00 AM - 3:00 PM DAYS WORKED PER WEEK 2 OWNER HOURS WORKED PER WEEK 15 ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR SOCIATE HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR SOCIATE HOURS WORKED PER YEAR ACTUAL ACCOUNTS RECEIVABLE BALANCE ACCOUNTS RECEIVABLE S- 21-60 DAYS S950					
THURSDAY  FRIDAY  8:00 AM - 4:00 PM  8:00 AM - 3:00 PM  DAYS WORKED PER WEEK  2  OWNER HOURS WORKED PER WEEK  ASSOCIATE HOURS WORKED PER WEEK  HYGIENIST HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  SOCIATE HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  SOCIALECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE  ACCOUNTS RECEIVABLES - CURRENT  \$1,705  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950					
SATURDAY  8:00 AM - 4:00 PM  8:00 AM - 3:00 PM  DAYS WORKED PER WEEK  2  OWNER HOURS WORKED PER WEEK  ASSOCIATE HOURS WORKED PER WEEK  HYGIENIST HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  OCOLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE  ACCOUNTS RECEIVABLES - CURRENT  \$1,705  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950					
SATURDAY  DAYS WORKED PER WEEK  2  OWNER HOURS WORKED PER WEEK  ASSOCIATE HOURS WORKED PER WEEK  HYGIENIST HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  OCOLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE  WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - 31-60 DAYS  9590	THURSDAY				
DAYS WORKED PER WEEK  OWNER HOURS WORKED PER WEEK  ASSOCIATE HOURS WORKED PER WEEK  HYGIENIST HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  HYGIENE PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  OCOLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE  WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT  ACCOUNTS RECEIVABLES - 31-60 DAYS  950	FRIDAY	8:00 AM - 4:00 PM			
OWNER HOURS WORKED PER WEEK  ASSOCIATE HOURS WORKED PER WEEK  HYGIENIST HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  HYGIENE PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  OCOLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE  WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950	SATURDAY	8:00 AM - 3:00 PM			
ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR 1,760 HYGIENE PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR COLLECTION DATA  95% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE ACCOUNTS RECEIVABLES - CURRENT ACCOUNTS RECEIVABLES - 31-60 DAYS \$950	DAYS WORKED PER WEEK	2			
HYGIENIST HOURS WORKED PER WEEK  DENTIST PATIENT VISITS PER YEAR  HYGIENE PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  COLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE  WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950	OWNER HOURS WORKED PER WEEK	15			
DENTIST PATIENT VISITS PER YEAR  HYGIENE PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  COLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950	ASSOCIATE HOURS WORKED PER WEEK				
HYGIENE PATIENT VISITS PER YEAR  NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  50  COLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950	HYGIENIST HOURS WORKED PER WEEK				
NUMBER OF DAYS WORKED PER YEAR  NUMBER OF WEEKS WORKED PER YEAR  50  COLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE  WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950	DENTIST PATIENT VISITS PER YEAR	1,760			
NUMBER OF WEEKS WORKED PER YEAR  COLLECTION DATA  95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950	HYGIENE PATIENT VISITS PER YEAR				
### COLLECTION DATA    95%	NUMBER OF DAYS WORKED PER YEAR				
95%  ACTUAL ACCOUNTS RECEIVABLE BALANCE \$3,410  WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT \$1,705  ACCOUNTS RECEIVABLES - 31-60 DAYS \$950	NUMBER OF WEEKS WORKED PER YEAR	50			
ACTUAL ACCOUNTS RECEIVABLE BALANCE \$3,410  WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT \$1,705  ACCOUNTS RECEIVABLES - 31-60 DAYS \$950	COLLECTION DATA				
WHAT IS YOUR PATIENT CREDIT BALANCE  ACCOUNTS RECEIVABLES - CURRENT  ACCOUNTS RECEIVABLES - 31-60 DAYS  \$950		95%			
ACCOUNTS RECEIVABLES - CURRENT \$1,705 ACCOUNTS RECEIVABLES - 31-60 DAYS \$950	ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$3,410			
ACCOUNTS RECEIVABLES - 31-60 DAYS \$950	WHAT IS YOUR PATIENT CREDIT BALANCE				
	ACCOUNTS RECEIVABLES - CURRENT	\$1,705			
	ACCOUNTS RECEIVABLES - 31-60 DAYS	\$950			
ACCOUNTS RECEIVABLE - 61-90 DAYS \$255	ACCOUNTS RECEIVABLE - 61-90 DAYS	\$255			
ACCOUNTS RECEIVABLE >90 DAYS \$500	ACCOUNTS RECEIVABLE >90 DAYS	\$500			

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENE PRODUCTION	15%
OPERATIVE	
PEDDDONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS PERIODONTICS	
ORAL SURGERY	
COSMETIC	5%
TMJ TREATMENT DIAGNOSTIC	
OTHER	
TOTAL	
WHAT SERVICES ARE REFERRED OUT?	Root canals; surgical extractions
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	\$175
TWO SURFACE ANTERIOR COMPOSITE 02331	\$375
CORE BUILD-UP 02950	\$450
CROWN - GOLD/PORCELAIN 02750	\$1,000
ANTERIOR CANAL ROOT CANAL 03310	
PANORAMIC X-RAY 00330	\$125
TWO SURFACE POSTERIOR COMPOSITE 02392	\$295
CROWN - PORCELAIN CERAMIC 02740	\$1,000
LABIAL PORCELAIN VENEER 02962	
BICUSPID ROOT CANAL 03320	0.00
AVERAGE OF FEES	\$489
PERCENT OF FEE PARITY	72%
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	
VEAD BEOLUNIA DRAOTICE WOLTH	2007
YEAR BEGINNING PRACTICE IN CITY	
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	
RIGHT OR LEFT HANDED	
PURCHASE OR SCRATCH START	DIAKI

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE						
FRONT OFFICE						
FRONT OFFICE						
FRONT OFFICE				\$22,000		
FRONT OFFICE						
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST						
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU	PROVIDE FO	R THE S	STAFF?			
COST OF BENEFITS PROV	IDED FOR E	ACH EMF	PLOYEE			
DO YOU HIRE ANY UNPAIL	FAMILY MEI	MBERS?				
WHAT POSITION DO THEY						
WHAT IS FAIR MARKET WAGE FOR THEIR JOB?						
ARE THERE ANY EMPLOY			MORE OR LESS THEIR POSITION?	•		
WHAT POSITIONS AND						
			ATION FOR EACH			
				1		
COLLECTION CENTERS	<b>S</b>			1		•
				2024	2023	2022
			SS COLLECTIONS		\$408,323	\$262,500
			ER COLLECTIONS		\$408,323	\$262,500
			ST COLLECTIONS	1		
			TE COLLECTIONS			
			TE COLLECTIONS			
			TE COLLECTIONS			
A00001ATE 041 A5111			TE COLLECTIONS	1	00/	
ASSOCIATE - SALARY I				ļ ·	0%	
HYGIENIST - SALARY I	N DOLLARS	/ COMM	ISSION PERCENT	\$0	0%	

CONFORMITY DATA						
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes					
	1.00					
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes					
DOES TOOK FRACTICE WILETTIIFAA STANDARDS: WITT NOT:	165					
AANV DIOODUNADV AOTION IN LAOT 7 VDOO - EVDLAIN	Iv.					
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No					
ANN DRACTICE LAWCHITC FILED IN DACT TEN VDC. EVDI AIN	Int-					
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No					
	T					
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No					
YOUR PRACTICE OF DENTISTRY?						
INSURANCE EXPLANATION	1					
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$34,636					
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?		\$3,400				
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$6,500					
TAXES AND LICENSES EXPLANATION						
TOTAL EXPENSE FOR TAXES	\$15,615	615,615				
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$6,148					
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	\$256					
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?	\$5,892					
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?						
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?	\$5,280					
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						
	1					
TOTAL EXPENSE FOR EMPLOYEE BENEFITS						
HOW MUCH OF TOTAL IS FOR STAFF?						
HOW MUCH OF TOTAL IS FOR OWNER?						
TEN HIGHEST INCOME SC	% OF PRX INCOME	% OF YOUR FEE				
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS				
Delta Dental	5%	70%				
United Healthcare	2%	60%				
United Healthcare (Medicaid)	5%	70%				
Aetna	2%	80%				
Blue Cross of LA	2%	50%				
Delta Dental of LA	5%	75%				
Delta Dental of TN	3%	75%				
Delta Dental of KY	1%	90%				
Cigna	5%	0070				
Humana	20%	85%				
MetLife	10%	70%				
Metche Guardian	10%	70%				
Mutual of Omaha	10%	85%				
Matural of Official	80%	73%				
	0070	1370				

### SUPPLEMENTAL INFORMATION

- 1. In 2022, I had an associate that worked 2 days per week (4 hours per day)
- 2. In 2023, I worked 4 1/2 days per week, 7 hours per day. This year, I began to treat more patients with Medicare dental plans that pay above average. Additionally, there were more military patients treated in the practice.
- 3. In 2024, I began to practice only 6 days per month, beginning April 6. I was actually surprised to learn that over \$305,900 was produced by me (alone) with working a few days per month. I quickly realized that It was necessary for me to work "smarter" and not "harder".
- 4. This year, I am working 8 days per month and continue to treat more reservists. The program pays well.

## Compensation:

Exam, bitewing and panoramic radiographs: \$225.00 per patient. Four are scheduled per hour.

Because there are no other dentists in the area with this program, it is quite profitable because there are no lab fees or materials used. (\$\$900.00 per hour).

A new buyer will also be able to examine military veterans who are retiring and have TMJD and other dental conditions linked to military duty. The dentist will only render a medical opinion (no xrays are taken) and there is no treatment unless the veteran decides to become a private patient. This is compensated at \$160.00 per patient.

All appointments with military veterans and reservists are scheduled by QTC, the Administrator of program.

#### **BUILDING INFORMATION**

National Register of Historic Homes (Esplanade Ridge)

Square footage: 1,768. Expandable footage: rear of building: 400-600 square feet., Another 1,768 square feet if second story is added.

Office follows all Amercan with Disabilities Act regulations. All operatories, hallway, and restrooms are in compliance. There is a newly renovated wheelchair ramp in the rear of building.

There is a storage "cottage" in the rear of property (built in 2017).

Parking: 1 handicapped space and one space in the front of building, off street parking, and a vacant lot directly next to building that allows patient parking. The new owner will have a space to park directly next to building.

In 1991, the building sold for \$885,484.00(public record, Assessor's site).

There must have been severe damage because my mother purchased it for \$37,000 in 1996.

The entire building was gutted and renovated to an office.

Estimated appraisal: \$ 690,000. I receive no less than 2-3 offers per month from investors to sell the building.

Real Estate taxes: \$5,200

Building (business insurance, State Farm, including business interruption insurance: \$5,150 per year).