

Western Maryland		General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE		9157	
7/28/2023 17:58			
<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>			
<b>PRACTICE FINANCIAL SUMMARY</b>			
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER		\$344,860	
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.			
CONSIDER A GENEROUS COMMISSION RATE OF 35%		\$120,701	
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		\$225,092	
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF		40%	
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)		\$225,092	
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME		65%	
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER		\$43,017	
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS		268108.9931	
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION		0.777441979	
6. BREAK-EVEN RETENTION PERCENTAGE		0.095485361	

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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. <b>NOTE: Practice price does not include accounts receivable.</b>					
PRACTICE INCOME					
EXPECTED GROSS COLLECTIONS				\$447,871	100.0%
	HYGIENE COMPONENT			\$103,010	23.0%
	DENTIST COMPONENT			\$344,860	77.0%
		RETAINED SELLER			
		ASSOCIATE			
		PURCHASER		\$344,860	77.0%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			\$94,590	21.1%
	LABORATORY			\$17,063	3.8%
	CLINICAL SUPPLIES			\$22,106	4.9%
	OTHER VARIABLE EXPENSE			\$7,070	1.6%
			TOTAL VARIABLE EXPENSE	\$140,829	31.4%
FIXED EXPENSES					
	REAL ESTATE MORTGAGE			\$12,638	2.8%
	PHONE, UTILITIES			\$3,000	0.7%
	LEGAL & ACCOUNTING			\$3,500	0.8%
	INSURANCE			\$1,500	0.3%
	OTHER FIXED EXPENSE			\$5,909	1.3%
			TOTAL FIXED EXPENSE	\$26,547	5.9%
DEBT SERVICE FOR PRACTICE AND BULDING					
	INTEREST			\$26,343	5.9%
	PRINCIPAL			\$29,060	6.5%
			TOTAL DEBT SERVICE	\$55,403	12.4%
SUMMARY					
EXPECTED COLLECTIONS				\$447,871	100.0%
EXPECTED EXPENSES				\$167,376	37.4%
PRACTICE DEBT SERVICE				\$55,403	12.4%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$225,092	65%
PURCHASER PRODUCED PRODUCTION				\$344,860	77.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$29,060	8.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$13,957	4.0%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$268,109	78%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$299,000	69%
WORKING CAPITAL				\$22,000	
TOTAL PRACTICE LOAN				\$321,000	
PRACTICE LOAN INTEREST RATE				6.00%	
PRACTICE LOAN TERM IN MONTHS				120	
PRACTICE MONTHLY PAYMENT				\$3,564	10%
PURCHASER CASH FLOW CONSIDERATIONS					
MONTHLY PRACTICE PAYMENTS				\$3,564	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$4,807	13%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$120,701	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$186,388	58%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$307,089	
LESS PRACTICE DEBT SERVICE				(\$55,403)	
PURCHASER SALARY AND PROFIT AFTER DEBT SERVICE				\$251,687	

Western Maryland DATA SUMMARY FOR PRACTICE NUMBER 9157	
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	1,700
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	8
PROXIMITY OF PARKING PLACES	Very close to front door
TOTAL NUMBER OF EQUIPPED OPERATORIES	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING?	Yes
DO YOU WISH TO SELL THE BUILDING?	Yes
WAS BUILDING APPRAISED?	No
WHEN?	
APPRAISED PRICE	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$150,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	January 3, 1902
ANNUAL REAL ESTATE INSURANCE COST	November 28, 1903
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
RENEWAL OPTIONS	
IS THERE AN OPTION TO PURCHASE?	
BUILDING VALUE TO BE USED	150,000
PURCHASER MORTGAGE INTEREST RATE	\$0
PURCHASER MORTGAGE TERM - YEARS	\$20
PURCHASER MONTHLY PAYMENT	\$1,053.13
<b>PURCHASER CURRENT MONTHLY RENT</b>	
PRICE PER SQUARE FOOT	7.433825377
<b>WORK SCHEDULE</b>	
PLANS AFTER SALE OF PRACTICE	Take 1 year off and/or help work with new dentist to start
DAYS/WEEK CURRENTLY WORKED	3.0
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	
<b>DESIRED WORK DAYS/WEEK 5TH YR</b>	
DESIRED WORK DAYS/WEEK 6TH YR	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of mouth
DESCRIBE EXTERNAL MARKETING	Website, community calendar
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, when economy tanked 2009-local dentists started taking medicaid
(bread and butter) now forced to take multiple insurance	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Pretty much
WHAT TYPE RECALL SYSTEM	Postcards 1 month before; phone call 2 days ahead
WHAT TYPE COMPUTER SYSTEM	Easy Dental
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,700
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	60
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	15
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 1/2 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
PRACTICE DATA	
% INCOME FROM CASH	10%
% OF PATIENTS PAYING CASH	10%
% INCOME FROM FEE FOR SERVICE INSURANCE	60%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	60%
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
% 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	8 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 12 PM
THURSDAY	8 AM - 4 PM
FRIDAY	8 AM - 12 PM
SATURDAY	
	43910
OWNER HOURS WORKED PER WEEK	23.5
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	23.5
DENTIST PATIENT VISITS PER YEAR	2,250
HYGIENE PATIENT VISITS PER YEAR	1,500
NUMBER OF DAYS WORKED PER YEAR	150
NUMBER OF WEEKS WORKED PER YEAR	50
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	98%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$6,012
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$6,012
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	25%
OPERATIVE	25%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	13%
FIXED PROSTHETICS	12%
ENDODONTICS	3%
PERIODONTICS	
ORAL SURGERY	17%
COSMETIC	5%
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Impactions, Ortho, Perio Surgery, Implants
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	\$85
TWO SURFACE ANTERIOR COMPOSITE 02331	\$200
CORE BUILD-UP 02950	\$250
CROWN - GOLD/PORCELAIN 02750	\$1,300
ANTERIOR CANAL ROOT CANAL 03310	\$750
PANORAMIC X-RAY 00330	\$110
TWO SURFACE POSTERIOR COMPOSITE 02392	\$230
CROWN - PORCELAIN CERAMIC 02740	\$1,100
LABIAL PORCELAIN VENEER 02962	\$1,100
BICUSPID ROOT CANAL 03320	\$900
AVERAGE OF FEES	\$603
PERCENT OF FEE PARITY	101%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	25,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	75,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	thirty-one
WITHIN	Cumberland
MAJOR EMPLOYERS IN AREA	CSX, Western Maryland Health System, State and Federal Prisons, some factories
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY AND/OR COMMISSION PERCENT		
RECEPTIONIST						
OFFICE MANAGER	2017			\$35,464		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2001	Yes		\$27,172		
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2016	Yes		\$38,472		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Paid holidays, 1 week vacation pay after 1 year; 2 weeks		
after 2 years						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				No		
WHAT POSITION DO THEY HOLD?						
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?						
THAN THE NORMAL SALARY FOR THEIR POSITION?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
COMPENSATION FOR EACH						
COLLECTION CENTERS						
PERIOD				\$2,020	2022	2021
GROSS COLLECTIONS						
OWNER COLLECTIONS						
HYGIENIST COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE SALARY IN DOLLARS OR COMMISSION PERCENT						
HYGIENIST SALARY IN DOLLARS OR COMMISSION PERCENT						

[illegible]