

Western Maryland		General Dentistry	
MERGER FINANCIAL DATA SUMMARY FOR PRACTICE		9157	
<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		\$362,531	
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.			
CONSIDER A GENEROUS COMMISSION RATE OF 35%		\$126,886	
<p>NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE THE COMPENSATION FOR PURCHASER'S PRODUCTION.</p>			
<p>THE PROFIT IS THE BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE PRACTICE PROFIT.</p>			
IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND SALARY COMPENSATION TO THE PURCHASER IS PAID AMOUNTS TO		\$281,319	
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF		63%	
<p>TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.</p>			
		SUBJECT PRACTICE	
1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)		\$281,319	
2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER		\$41,256	
3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS		\$322,575	

Western Maryland General Dentistry					
MERGER FINANCIAL DATA FOR PRACTICE 9157					
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				\$483,375	100.0%
	HYGIENE COMPONENT			\$120,844	25.0%
	DENTIST COMPONENT			\$362,531	75.0%
		RETAINED SELLER			
		ASSOCIATE			
		PURCHASER		\$362,531	75.0%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			\$106,342	22.0%
	LABORATORY			\$14,957	3.1%
	CLINICAL SUPPLIES			\$14,253	2.9%
	OTHER VARIABLE EXPENSE			\$7,116	1.5%
			TOTAL VARIABLE EXPENSE	\$142,668	29.5%
FIXED EXPENSES					
	PHONE, UTILITIES			\$3,000	0.6%
	LEGAL & ACCOUNTING			\$3,500	0.7%
	INSURANCE			\$1,500	0.3%
	OTHER FIXED EXPENSE			\$6,224	1.3%
			TOTAL FIXED EXPENSE	\$14,224	2.9%
PRACTICE DEBT SERVICE					
	INTEREST			\$18,940	3.9%
	PRINCIPAL			\$26,223	5.4%
			TOTAL DEBT SERVICE	\$45,163	9.3%
SUMMARY					
EXPECTED COLLECTIONS				\$483,375	100.0%
EXPECTED EXPENSES				\$156,892	32.5%
PRACTICE DEBT SERVICE				\$45,163	9.3%
EXPTCD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$281,319	78%
PURCHASER PRODUCED PRODUCTION				\$362,531	75.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$26,223	7.2%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$15,033	4.1%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$322,575	89%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$316,000	67%
WORKING CAPITAL				\$23,000	
TOTAL PRACTICE LOAN				\$339,000	
PRACTICE LOAN INTEREST RATE				6.00%	
PRACTICE LOAN TERM IN MONTHS				120	
PRACTICE MONTHLY PAYMENT				\$3,764	9%
PURCHASER CASH FLOW CONSIDERATIONS					
MONTHLY PRACTICE PAYMENTS				\$3,764	9%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$5,639	14%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$126,886	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$214,629	63%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$341,515	
LESS PRACTICE DEBT SERVICE				(\$45,163)	
PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN				\$296,352	

Western Maryland MERGER DATA 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
# EQUIPPED OPS	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 OR NO	YES
DO YOU WISH TO SELL THE BUILDING? YES OR NO	YES
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$150,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$734
ANNUAL REAL ESTATE INSURANCE COST	\$1,428
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	\$150,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$1,075
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$7.59
<b>WORK SCHEDULE</b>	
PLANS AFTER SALE OF PRACTICE	
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	
DESIRED WORK DAYS/WEEK 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	
<b>COVID INFORMATION</b>	
DATE CLOSED FOR COVID	
DATE REOPENED FOR COVID	
DATE OF LATEST PRACTICE REVENUE	
AMOUNT OF LATEST PRACTICE REVENUES	
AMOUNT OF ANY PPP OR EIDL LOANS	

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?	No
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 INSURANCE	60%
% OF PATIENTS WITH INSURANCE	60%
% 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 - 5PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	24
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	24
DENTIST PATIENT VISITS PER YEAR	2,250
HYGIENE PATIENT VISITS PER YEAR	1,500
NUMBER OF DAYS WORKED PER YEAR	142
NUMBER OF WEEKS WORKED PER YEAR	50
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	
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?	Molar Endo, Perio, Ortho, Implants&Impactions, 3rd Molars, Difficult Pedo
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	\$100
TWO SURFACE ANTERIOR COMPOSITE 02331	\$220
CORE BUILD-UP 02950	\$270
CROWN - GOLD/PORCELAIN 02750	
ANTERIOR CANAL ROOT CANAL 03310	\$800
PANORAMIC X-RAY 00330	\$120
TWO SURFACE POSTERIOR COMPOSITE 02392	\$250
CROWN - PORCELAIN CERAMIC 02740	\$1,200
LABIAL PORCELAIN VENEER 02962	\$1,200
BICUSPID ROOT CANAL 03320	\$1,000
AVERAGE OF FEES	\$573
PERCENT OF FEE PARITY	118%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	25,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	17,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	thirty--one
WITHIN	Cumberland
MAJOR EMPLOYERS IN AREA	CSX, Western Maryland Health System, State and Federal Prison
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	1994
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1999
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase





---