

**Western Maryland General Dentistry**  
**FINANCIAL DATA SUMMARY FOR PRACTICE 9157**

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	<b>\$386,002</b>
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	<b>\$135,101</b>
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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	<b>\$155,253</b>
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THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF	<b>18%</b>
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TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.

	SUBJECT PRACTICE
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1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	<b>\$155,253</b>
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	<b>40%</b>
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	<b>\$40,278</b>
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	<b>\$195,531</b>
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	<b>51%</b>

Western Maryland General Dentistry				
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. NOTE: Practice price does not include accounts receivable.				
<b>PRACTICE INCOME</b>				
EXPECTED GROSS COLLECTIONS			\$386,002	100.0%
HYGIENE COMPONENT				
DENTIST COMPONENT			\$386,002	100.0%
RETAINED SELLER				
ASSOCIATE				
PURCHASER			\$386,002	100.0%
<b>VARIABLE EXPENSES</b>				
WAGES, PAYROLL TAX, ETC.			\$110,863	28.7%
LABORATORY			\$13,248	3.4%
CLINICAL SUPPLIES			\$20,279	5.3%
OTHER VARIABLE EXPENSE			\$8,788	2.3%
			<b>TOTAL VARIABLE EXPENSE</b>	<b>\$153,178</b>
				<b>39.7%</b>
<b>FIXED EXPENSES</b>				
PHONE, UTILITIES			\$8,594	2.2%
LEGAL & ACCOUNTING			\$2,946	0.8%
INSURANCE			\$3,425	0.9%
OTHER FIXED EXPENSE			\$21,069	5.5%
			<b>TOTAL FIXED EXPENSE</b>	<b>\$36,033</b>
				<b>9.3%</b>
<b>DEBT SERVICE FOR PRACTICE AND BULDING</b>				
INTEREST			\$13,204	3.4%
PRINCIPAL			\$28,334	7.3%
			<b>TOTAL DEBT SERVICE</b>	<b>\$41,538</b>
				<b>10.8%</b>
<b>SUMMARY</b>				
EXPECTED COLLECTIONS			\$386,002	100.0%
EXPECTED EXPENSES			\$189,211	49.0%
PRACTICE DEBT SERVICE			\$41,538	10.8%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>			<b>\$155,253</b>	<b>40%</b>
PURCHASER PRODUCED PRODUCTION			\$386,002	100.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$28,334	7.3%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$11,944	3.1%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>			<b>\$195,531</b>	<b>51%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>				
PRACTICE SALES PRICE & PERCENT OF GROSS			\$240,000	\$1
WORKING CAPITAL			\$19,000	
TOTAL PRACTICE LOAN			\$259,000	
PRACTICE LOAN INTEREST RATE			3.10%	
PRACTICE LOAN TERM (MONTHS)			120	
MONTHLY PRACTICE PAYMENT			\$2,513	8%
BUILDING PRICE			\$160,000	
MONTHLY BUILDING MORTGAGE PAYMENTS			\$949	3%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>				
MONTHLY PRACTICE AND BUILDING PAYMENTS			\$3,462	11%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			(\$3,606)	-11%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$135,101	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$73,634	28%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$208,735	
<b>LESS DEBT SERVICE FOR PRACTICE AND BULDING</b>			<b>(\$41,538)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>			<b>\$167,197</b>	

Western Maryland	
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.	
OFFICE DATA	
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
PURCHASER MORTGAGE INTEREST RATE	0
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	949
PURCHASER CURRENT MONTHLY RENT	
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
ANNUAL REAL ESTATE TAXES	\$734
ANNUAL REAL ESTATE INSURANCE COST	142800.00%
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
RENEWAL OPTIONS	
IS THERE AN OPTION TO PURCHASE?	
PLANS AFTER SALE OF PRACTICE	Take 1 year off and/or help work with new dentist to start
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	3.0
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	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 20, 2020
DATE REOPENED FOR COVID	May 18, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$254,874
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

ARE YOU CURRENTLY LISTED WITH ANOTHER BROKER? WHO	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
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
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
	6 months
% INCOME FROM CASH	10%
% OF PATIENTS PAYING CASH	10%
% INCOME FROM FEE FOR SERVICE INSURANCE	60%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	60%
#REF!	#REF!
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	30%
% OF PATIENTS WITH MEDICAID	30%
% PRACTICE INCOME FROM REDUCED FEE PLANS	30%
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	
	3/20/2020
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	150
WHAT IS YOUR COLLECTION PERCENTAGE	\$1
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	

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%
<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?	
<b>ANNUAL OVERHEAD INCREASE %</b>	
<b>FEE SCHEDULE</b>	
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	60250%
<b>PERCENT OF FEE PARITY</b>	
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	25,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	75,000
	thirty-one
	Cumberland
<b>MAJOR EMPLOYERS IN AREA</b>	
some factories	
<b>DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA</b>	



