Suburban Charlotte NC **General Dentistry** MERGER FINANCIAL DATA SUMMARY FOR PRACTICE 9479 The following statistics are based on assumptions that the subject practice will continue to be operated as it has been in the past. Vartiation 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 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 \$348,987 COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35% \$122,146 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 \$243,797 THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF 44% TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES. WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS. SUBJECT PRACTICE HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE) \$243,797 2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER \$57,316 3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS \$301,113

Suburban Charlotte NC General Dentistry MERGER FINANCIAL DATA FOR PRACTICE 9479

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.**

counsel prior t	o any purchase	decisions. No	OTE: Practice pri	ce does not include accounts receive	able.	
PRACTICE IN	COME					
EXPECTED G	ROSS COLLEC	TIONS			\$581,646	100.0%
	HYGIENE CC	MPONENT			\$232,658	40.0%
	DENTIST CO	MPONENT			\$348,987	60.0%
		RETAINED S	ELLER			
		ASSOCIATE				
		PURCHASEF	2		\$348,987	60.0%
VARIABLE EX	(PENSES					
	WAGES, PAY	ROLL TAX, E	TC.		\$168,927	29.0%
	LABORATOR	Υ			\$924	0.2%
	CLINICAL SU	PPLIES			\$82,284	14.1%
	OTHER VARI	ABLE EXPEN	SE		\$18,469	3.2%
				TOTAL VARIABLE EXPENSE	\$270,605	46.5%
FIXED EXPEN	ISES					
	PHONE, UTIL	.ITIES			\$3,000	0.5%
	LEGAL & ACC	COUNTING			\$3,500	0.6%
	INSURANCE				\$1,500	0.3%
	OTHER FIXE	D EXPENSE			\$8,000	1.4%
				TOTAL FIXED EXPENSE	\$16,000	2.8%
PRACTICE DE	EBT SERVICE					
	INTEREST				\$13,084	2.2%
	PRINCIPAL				\$38,160	6.6%
CHMMADV				TOTAL DEBT SERVICE	\$51,244	8.8%
SUMMARY EXPECTED C	OLLECTIONS				\$581,646	100.0%
EXPECTED E					\$286,605	49.3%
	EBT SERVICE				\$51,244	8.8%
		R EXPENSES	AND DEBT & PI	RCENT OF PERSONAL PROD.	\$243,797	70%
PURCHASER	PRODUCED P	RODUCTION			\$348,987	60.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION					\$38,160	10.9%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION					\$19,156	5.5%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.					\$301,113	86%
THIS CASH F	LOW EXAMPLE	IS BASED O	N THE FOLLOWI	NG ASSUMPTIONS:		
			DDACTICE CA	LEC DDICE & DEDCENT OF CDOCC	£400,000	700/
PRACTICE SALES PRICE & PERCENT OF GROSS WORKING CAPITAL				\$409,000 \$28,000	72%	
				\$437,000		
TOTAL PRACTICE LOAN						
PRACTICE LOAN INTEREST RATE				3.25%		
PRACTICE LOAN TERM IN MONTHS PRACTICE MONTHLY PAYMENT					120	9%
				PRACTICE MONTHET PATMENT	\$4,270	970
DIIDCHASED	CASH FLOW C	ONGIDEDATI	ONS			
PORCHASER	CASH FLOW C	CNSIDERAII	ONO	MONTHLY DRACTICE BAYMENTO	¢4.070	00/
		FOTE	TED MONTH III.	MONTHLY PRACTICE PAYMENTS	\$4,270 \$10.857	9%
	ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT					22%
	PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION					440/
				ADDITION TO PURCHASER SALARY	\$192,051 \$314,197	44%
	TOTAL PURCHASER SALARY AND PRACTICE PROFIT					
	LESS PRACTICE DEBT SERVICE					
	PURCHAS	SER SALARY,	PROFIT AND TA	X SAVINGS AFTER DEBT SERVICE	\$262,953	

Suburban Charlotte NC MERGER DATA FOR PRACTICE NUMBER 9477 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 3,217 EXPANDABLE FOOTAGE CURRENT MONTHLY RENTAL i.e. "1200" \$6,638 PRICE PER SQUARE FOOT \$24.76 IS OFFICE HANDICAPPED ACCESSIBLE? NUMBER OF PARKING SPACES Many; 4 Story Office Building PROXIMITY OF PARKING PLACES Next to parking # 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 IF NOT APPRAISED, ESTIMATED BUILDING PRICE IF NOT SOLD, MONTHLY RENTAL AMOUNT ANNUAL REAL ESTATE TAXES ANNUAL REAL ESTATE INSURANCE COST May 31, 2019 DATE OF LEASE i.e. "6/1/2016" DATE LEASE ENDS - i.e. "1/1/2020" January 31, 2027 IS THERE AN OPTION TO PURCHASE? RENEWAL OPTIONS None BUILDING VALUE TO BE USED PURCHASER MORTGAGE INTEREST RATE 3.75% PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT WORK SCHEDULE PLANS AFTER SALE OF PRACTICE Practice in Charlotte DAYS/WEEK CURRENTLY WORKED 4.0 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 COVID INFORMATION DATE CLOSED FOR COVID March 18, 2020 DATE REOPENED FOR COVID May 11, 2020 DATE OF LATEST PRACTICE REVENUE December 31, 2020 AMOUNT OF LATEST PRACTICE REVENUES \$487,700 ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED \$572,381 AMOUNT OF ANY PPP OR EIDL LOANS

RESULTS REVENUE WEB DESCRIBE EXTERNAL MARKETING Revenue Web DESCRIBE EXTERNAL MARKETING Webste, SEO, PPC, and social media all managed by WEO HAS GROSS CHANGED SIGNIFICANTLY? WHY? No HAS GROSS CHANGED SIGNIFICANTLY? WHY? No UST SEDATIONS USED - NITROUS, DOCS, IV SEDATION No OWNER MARKETING MERCURY PREE - NO MANLGAM? No WHAT TYPE ROCKEL SYSTEM Revenue Well PENDERGAME MERCURY PREE - NO MANLGAM? No WHAT TYPE COMPUTER SYSTEM REVENUE COMPUTER COMPUTER COMPUTE	PRACTICE DATA	
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HAS GROSS CHANGED SIGNIFICANTLY? WHY? NO STOUR PRACTICE MERCURY DESCRIPTION WHAT TYPE RECIPIED AND AND AND AND AND AND AND AND AND AN		
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LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION Nitrous Oxide		
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM? WHAT TYPE RECALL SYSTEM Revenue Well Burkat TYPE RECALL SYSTEM Revenue Well Burkat TYPE RECALL SYSTEM Revenue Well Burkat TYPE RECALL SYSTEM REVENUE RESIDENCE PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS SETIMATE PURCHASER OF PTS LAST IS MONTHS AVERAGE NUMBER OF THE NEAT BURNTHS AVERAGE NUMBER PTS TREATED PER DAY BY HOSTISTIS) AVERAGE NUMBER PTS TREATED PER DAY BY HOSTISTIS) AVERAGE NUMBER PTS TREATED PER DAY BY HOSTISTIS) BOW FAR AHEAD IS PHYSIENTS SCHEDULED? ASSOCIATED AND AMERICAN STREAMS OF A STANDARD STANDARD STREAMS OF A STANDARD STANDARD STREAMS OF A STANDARD STANDAR	HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
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SETIMATE NUMBER OF PTS LAST 18 MONTHS	WHAT TYPE COMPUTER SYSTEM	Eaglesoft
AVERAGE NUMBER OF NEW PATIENTS PER MONTH AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S) 12 AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S) 8 HOW FAR AHEAD IS DENTIST SCHEDULED? Associated scheduled out for 2 weeks 4-6 Weeks PRACTICE DATA NINCOME FROM CASH 11% NICOME FROM CASH 11% NOF PATIENTS PAVING CASH 11% NOF PATIENTS WITH INSURANCE 56% OF PATIENTS WITH INSURANCE 49% PRACTICE INCOME FROM MEDICAID PRACTICE INCOME FROM MEDICAID NOF PATIENTS WITH REDUCED FEE PLANS SOF PATIENTS WITH REDUCED FEE PLANS PRACTICE INCOME FROM REDUCED FEE PLANS SOF PATIENTS WITH REDUCED FEE PL	PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT	TA & REDUCED FEE PLANS
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AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S) Associated scheduled out for 2 weeks HOW FAR ARIAGD IS HYGIENIST SCHEDULED? Associated scheduled out for 2 weeks HOW FAR ARIAGD IS HYGIENIST SCHEDULED? PRACTICE DATA INCOME FROM CASH IT% NOOME FROM CASH IT% NOOME FROM CASH IT% NOOME FROM SURVANCE S6% OF PATIENTS PAYING CASH IT% NOOME FROM INSURANCE S6% OF PATIENTS WITH INSURANCE 49% PRACTICE INCOME FROM CAPITIATION PRACTICE INCOME FROM CAPITIATION NO FRACTICE INCOME FROM MEDICAID NOOME FROM MEDICAID NOOME FROM MEDICAID NOOME FROM PROVING FROM PROVING AND	AVERAGE NUMBER OF NEW PATIENTS PER MONTH	49
HOW FAR AHEAD IS DENTIST SCHEDULED? Associated scheduled out for 2 weeks HOW FAR AHEAD IS HYDIENIST SCHEDULED? 4-8 Weeks PRACTICE DATA ***NOOME FROM CASH ***NOFATIENTS PAYING CASH **NOEF FROM INSURANCE 56% ***OF PATIENTS PAYING CASH ***NOF PATIENTS PAYING CASH ***NOF PATIENTS WITH INSURANCE 56% ***OF PATIENTS WITH INSURANCE 49% ***PRACTICE INCOME FROM CAPITIATION ***OF PATIENTS WITH CAPITATION ***OF PATIENTS WITH CAPITATION ***OF PATIENTS WITH CAPITATION ***OF PATIENTS WITH MEDICAID 40% ***PRACTICE INCOME FROM REDUCED FEE PLANS ***SOF PATIENTS WITH MEDICAID 40% ***PRACTICE INCOME FROM REDUCED FEE PLANS ***SOF PATIENTS WITH REDUCED FEE PLANS ***SOF PATI	AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	12
HOW FAR AHEAD IS HYGIENIST SCHEDULED? PRACTICE DATA ***INCOME FROM CASH** ***INCOME FROM INSURANCE** ***SINCOME FROM CAPITIATION** ***SINCOME FROM CAPITIATION** ***SINCOME FROM CAPITIATION** ***SINCOME FROM MEDICAID** ***SINCOME FROM MEDICAID** ***SINCOME FROM REDUCED FEE PLANS** ***SOF PATIENTS WITH REDUCED FEE WEEK** *	AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	8
### PRACTICE DATA INCOME FROM CASH 11% WO FP PATIENTS PAYING CASH 11% WO FP PATIENTS PAYING CASH 11% WO FP PATIENTS WITH INSURANCE 55% WO FP PATIENTS WITH INSURANCE 49% WO FP PATIENTS WITH INSURANCE 49% WO FP PATIENTS WITH INSURANCE 49% WO FP PATIENTS WITH CAPITATION 40% WO FP PATIENTS WITH REDICAID 40% WO FP PATIENT WIST PER YEAR 40% WO FP PATIENT WIST PER YEAR	HOW FAR AHEAD IS DENTIST SCHEDULED?	Associated scheduled out for 2 weeks
## MINCOME FROM CASH	HOW FAR AHEAD IS HYGIENIST SCHEDULED?	4-6 Weeks
% OF PATIENTS PAYING CASH % INCOME FROM INSURANCE 56% % OF PATIENTS WITH INSURANCE 56% % OF PATIENTS WITH INSURANCE 56% % PRACTICE INCOME FROM CAPITITATION % PRACTICE INCOME FROM CAPITITATION % PRACTICE INCOME FROM MEDICAID 33% % OF PATIENTS WITH MEDICAID 33% % PRACTICE INCOME FROM MEDICAID 33% % OF PATIENTS WITH MEDICAID 40% % PRACTICE INCOME FROM REDUCED FEE PLANS 89% % OF PATIENTS WITH REDUCED FEE PLANS 89% SCHEDULING DATA MONDAY 8 AM - 1 PM; 2 PM - 5 PM TUESDAY 8 AM - 1 PM; 2 PM - 5 PM THURSDAY 8 AM - 1 PM; 2 PM - 5 PM THURSDAY 8 AM - 1 PM; 2 PM - 5 PM THURSDAY Closed Closed Closed Closed OWNER HOURS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK 32 OENTIST PATIENT VISITS PER YEAR 1,600 NUMBER OF DAYS WORKED PER YEAR 48 COLLECTION DATA WHAT IS YOUR COLLECTION PERCENTAGE 89% ACCOUNTS RECEIVABLE - 61-90 DAYS ACCOUNTS RECEIVABLE - 61-90 DAYS \$ 5,712	PRACTICE DATA	
% INCOME FROM INSURANCE	% INCOME FROM CASH	11%
Section Sect	% OF PATIENTS PAYING CASH	11%
% PRACTICE INCOME FROM CAPTITATION % OF PATIENTS WITH CAPITATION % PRACTICE INCOME FROM MEDICAID 33% % OF PATIENTS WITH MEDICAID 40% % PRACTICE INCOME FROM MEDICAID 40% % PRACTICE INCOME FROM MEDICAID % PATIENTS WITH MEDICAID % OF PATIENTS WITH REDUCED FEE PLANS 89% % OF PATIENTS WITH REDUCED FEE PLANS 89% SCHEDULING DATA MONDAY 8 AM - 1 PM; 2 PM - 5 PM TUESDAY 8 AM - 1 PM; 2 PM - 5 PM WEDNESDAY 8 AM - 1 PM; 2 PM - 5 PM TUESDAY 8 AM - 1 PM; 2 PM - 5 PM Closed	% INCOME FROM INSURANCE	56%
% OF PATIENTS WITH CAPITATION 33% % PRACTICE INCOME FROM MEDICAID 33% % OF PATIENTS WITH MEDICAID 40% % PRACTICE INCOME FROM REDUCED FEE PLANS 89% % OF PATIENTS WITH REDUCED FEE PLANS 89% % OF PATIENTS WITH REDUCED FEE PLANS 89% SCHEDULING DATA ************************************	% OF PATIENTS WITH INSURANCE	49%
% OF PATIENTS WITH CAPITATION 33% % PRACTICE INCOME FROM MEDICAID 33% % OF PATIENTS WITH MEDICAID 40% % PRACTICE INCOME FROM REDUCED FEE PLANS 89% % OF PATIENTS WITH REDUCED FEE PLANS 89% % OF PATIENTS WITH REDUCED FEE PLANS 89% SCHEDULING DATA ************************************		
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## SCHEDULING DATA ## SAM - 1 PM; 2 PM - 5 PM ## TUESDAY ## BAM - 1 PM; 2 PM - 5 PM ## WEDNESDAY ## BAM - 1 PM; 2 PM - 5 PM ## WEDNESDAY ## BAM - 1 PM; 2 PM - 5 PM ## WEDNESDAY ## BAM - 1 PM; 2 PM - 5 PM ## WEDNESDAY ## BAM - 1 PM; 2 PM - 5 PM ## Closed ## Closed ## Closed ## Closed ## Closed ## Closed ## WASSOCIATE HOURS WORKED PER WEEK ## SASSOCIATE HOURS WORKED PER YEAR ## SASOCIATE HOURS WORKED PER YEAR ## SASOCIATE HOURS WORK	% PRACTICE INCOME FROM REDUCED FEE PLANS	
MONDAY	% OF PATIENTS WITH REDUCED FEE PLANS	89%
TUESDAY	SCHEDULING DATA	
### SAM - 1 PM; 2 PM - 5 PM THURSDAY	MONDAY	
### THURSDAY ### ### ### ### ### ### ### ### ### #	TUESDAY	
Closed	WEDNESDAY	8 AM - 1 PM; 2 PM - 5 PM
SATURDAY	THURSDAY	8 AM - 1 PM; 2 PM - 5 PM
OWNER HOURS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK 32 HYGIENIST HOURS WORKED PER WEEK 32 DENTIST PATIENT VISITS PER YEAR 2,400 HYGIENE PATIENT VISITS PER YEAR 1,600 NUMBER OF DAYS WORKED PER YEAR 192 NUMBER OF WEEKS WORKED PER YEAR WHAT IS YOUR COLLECTION PERCENTAGE ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	FRIDAY	Closed
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OWNER HOURS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK 32 HYGIENIST HOURS WORKED PER WEEK 32 DENTIST PATIENT VISITS PER YEAR 2,400 HYGIENE PATIENT VISITS PER YEAR 1,600 NUMBER OF DAYS WORKED PER YEAR 192 NUMBER OF WEEKS WORKED PER YEAR 48 COLLECTION DATA WHAT IS YOUR COLLECTION PERCENTAGE ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE \$52,460 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712		43908
### HYGIENIST HOURS WORKED PER WEEK 32 DENTIST PATIENT VISITS PER YEAR 2,400 ##################################	OWNER HOURS WORKED PER WEEK	
### HYGIENIST HOURS WORKED PER WEEK 32 DENTIST PATIENT VISITS PER YEAR 2,400 ##################################	ASSOCIATE HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR 2,400 HYGIENE PATIENT VISITS PER YEAR 1,600 NUMBER OF DAYS WORKED PER YEAR 192 NUMBER OF WEEKS WORKED PER YEAR 48 COLLECTION DATA WHAT IS YOUR COLLECTION PERCENTAGE 89% ACTUAL ACCOUNTS RECEIVABLE BALANCE \$144,116 WHAT IS YOUR PATIENT CREDIT BALANCE \$52,460 ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	HYGIENIST HOURS WORKED PER WEEK	
NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR 48 COLLECTION DATA WHAT IS YOUR COLLECTION PERCENTAGE ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	DENTIST PATIENT VISITS PER YEAR	2,400
NUMBER OF WEEKS WORKED PER YEAR 48 COLLECTION DATA WHAT IS YOUR COLLECTION PERCENTAGE 89% ACTUAL ACCOUNTS RECEIVABLE BALANCE \$144,116 WHAT IS YOUR PATIENT CREDIT BALANCE \$52,460 ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	HYGIENE PATIENT VISITS PER YEAR	1,600
COLLECTION DATA WHAT IS YOUR COLLECTION PERCENTAGE 89% ACTUAL ACCOUNTS RECEIVABLE BALANCE \$144,116 WHAT IS YOUR PATIENT CREDIT BALANCE \$52,460 ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	NUMBER OF DAYS WORKED PER YEAR	192
WHAT IS YOUR COLLECTION PERCENTAGE 89% ACTUAL ACCOUNTS RECEIVABLE BALANCE \$144,116 WHAT IS YOUR PATIENT CREDIT BALANCE \$52,460 ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	NUMBER OF WEEKS WORKED PER YEAR	48
ACTUAL ACCOUNTS RECEIVABLE BALANCE \$144,116 WHAT IS YOUR PATIENT CREDIT BALANCE \$52,460 ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	COLLECTION DATA	
WHAT IS YOUR PATIENT CREDIT BALANCE \$52,460 ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	WHAT IS YOUR COLLECTION PERCENTAGE	89%
ACCOUNTS RECEIVABLES - CURRENT \$91,323 ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$144,116
ACCOUNTS RECEIVABLES - 31-60 DAYS \$1,860 ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	WHAT IS YOUR PATIENT CREDIT BALANCE	\$52,460
ACCOUNTS RECEIVABLE - 61-90 DAYS \$5,712	ACCOUNTS RECEIVABLES - CURRENT	\$91,323
	ACCOUNTS RECEIVABLES - 31-60 DAYS	\$1,860
ACCOUNTS RECEIVABLE >90 DAYS \$41,525	ACCOUNTS RECEIVABLE - 61-90 DAYS	\$5,712
	ACCOUNTS RECEIVABLE >90 DAYS	\$41,525

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	45%
OPERATIVE	
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	1%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Ortho, Endo, Perio, Implant, Third Molars
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	\$96
TWO SURFACE ANTERIOR COMPOSITE 02331	\$205
CORE BUILD-UP 02950	\$275
CROWN - GOLD/PORCELAIN 02750	\$1,209
ANTERIOR CANAL ROOT CANAL 03310	\$814
PANORAMIC X-RAY 00330	\$120
TWO SURFACE POSTERIOR COMPOSITE 02392	\$247
CROWN - PORCELAIN CERAMIC 02740	\$1,225
LABIAL PORCELAIN VENEER 02962	\$1,350
BICUSPID ROOT CANAL 03320	\$950
AVERAGE OF FEES	\$649
PERCENT OF FEE PARITY	119%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	50,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	186,693
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	Lowes Corporate Center, Iredell County School District
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
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DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2020	Yes		\$26,500		
OFFICE MANAGER	2021	No				
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT - TEMP						
ASSISTANT	2019	Yes		\$31,600		
ASSISTANT	2021	Yes		\$12,288		
ASSISTANT						
ASSISTANT						
HYGIENIST	2020	Yes		\$74,000		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE	2019			\$150,000		
ASSOCIATE						
ASSOCIATE						
6						
WHAT BENEFITS DO YOU	PROVIDE FO	R THE S	STAFF?	None		
COST OF BENEFITS PROV	/IDED FOR E	ACH EMI	PLOYEE			
DO YOU			MILY MEMBERS?			
WHAT IS THE ESTIM			DO THEY HOLD?			

ARE THERE ANY EMPLOY	EES WHO AF	RE PAID	MORE OR LESS			
			THEIR POSITION?			
WHAT POSITIONS AN						
COMPENSATION FOR EACH						
COLLECTION CENTERS	3					
				1/1/2021 - 10/28/202	2 2020	2019
		GROS	SS COLLECTIONS		\$484,323	\$570,865
			ER COLLECTIONS		, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,
HYGIENIST COLLECTIONS			1	\$133,867		
	ASSOCIATE COLLECTIONS			<u> </u>	\$350,456	
			TE COLLECTIONS	· · · · · · · · · · · · · · · · · · ·		
	ASSOCIATE COLLECTIONS					
	ASSOCIATE COLLECTIONS					
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT S					\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				·		

CONFORMITY DATA		-			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes				
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes				
	1				
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No				
	<u> </u>				
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No				
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No				
YOUR PRACTICE OF DENTISTRY?					
INSURANCE EXPLANATION					
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$1,048				
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?					
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$1,048				
TAXES AND LICENSES EXPLANATION					
TOTAL EXPENSE FOR TAXES	\$16,321				
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$15,120				
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	\$15,120				
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?					
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)? HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?	\$1,201				
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					
TOTAL EXPENSE FOR EMPLOYEE BENEFITS					
HOW MUCH OF TOTAL IS FOR STAFF?					
HOW MUCH OF TOTAL IS FOR OWNER?					
	% OF PRX INCOME	% OF YOUR FEE			
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE		THIS PLAN PAYS			
Delta Dental	14%				
Cigna	9%				
BCBS					
	b%				
Aetna	6% 3%				
Aetna Ameritas					
	3%				
Ameritas	3% 4%				
Ameritas Metlife UHC	3% 4% 7%				
Ameritas Metlife UHC Guardian (through Careington)	3% 4% 7% 4% 2%				
Ameritas Metlife UHC	3% 4% 7% 4%				
Ameritas Metlife UHC Guardian (through Careington) Medicaid NC	3% 4% 7% 4% 2% 33%				
Ameritas Metlife UHC Guardian (through Careington) Medicaid NC	3% 4% 7% 4% 2% 33%				
Ameritas Metlife UHC Guardian (through Careington) Medicaid NC	3% 4% 7% 4% 2% 33%				