

Central South Carolina General Dentistry
ENTREPRENEUR FINANCIAL DATA SUMMARY FOR PRACTICE 9442

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 **\$5,746**

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.
 CONSIDER A GENEROUS COMMISSION RATE OF 35% **\$2,011**

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 **\$97,455**

TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, LOOK AT SEVERAL KEY DATA POINTS. SUBJECT PRACTICE

| | |
|---|-----------|
| 1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE) | \$97,455 |
| 2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER | \$129,661 |
| 3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS | \$227,116 |

PROJECTED ANNUALIZED COLLECTIONS FOR 2020 BY DEDUCTING THE DAYS CLOSED FOR COVID WOULD T \$1,117,883

| Central South Carolina General Dentistry | | | | |
|--|--|--|------------------|--------------|
| ENTREPRENEUR DATA FOR PRACTICE | | | 9442 | |
| 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 | | | \$1,149,110 | 100.0% |
| HYGIENE COMPONENT | | | \$218,331 | 19.0% |
| DENTIST COMPONENT | | | \$930,779 | 81.0% |
| RETAINED SELLER | | | | |
| ASSOCIATE | | | \$925,033 | 80.5% |
| PURCHASER | | | \$5,746 | 0.5% |
| VARIABLE EXPENSES | | | | |
| WAGES, PAYROLL TAX, ETC. | | | \$214,631 | 18.7% |
| LABORATORY | | | \$57,915 | 5.0% |
| CLINICAL SUPPLIES | | | \$121,950 | 10.6% |
| OTHER VARIABLE EXPENSE | | | \$351,022 | 30.5% |
| TOTAL VARIABLE EXPENSE | | | \$745,518 | 64.9% |
| FIXED EXPENSES | | | | |
| REAL ESTATE MORTGAGE | | | \$42,688 | 3.7% |
| PHONE, UTILITIES | | | \$15,868 | 1.4% |
| LEGAL & ACCOUNTING | | | \$9,549 | 0.8% |
| INSURANCE | | | \$12,797 | 1.1% |
| OTHER FIXED EXPENSE | | | \$66,778 | 5.8% |
| TOTAL FIXED EXPENSE | | | \$147,680 | 12.9% |
| DEBT SERVICE FOR PRACTICE AND BULDING | | | | |
| INTEREST | | | \$54,044 | 4.7% |
| PRINCIPAL | | | \$104,412 | 9.1% |
| TOTAL DEBT SERVICE | | | \$158,456 | 13.8% |
| SUMMARY | | | | |
| EXPECTED COLLECTIONS | | | \$1,149,110 | 100.0% |
| EXPECTED EXPENSES | | | \$893,198 | 77.7% |
| PRACTICE DEBT SERVICE | | | \$158,456 | 13.8% |
| EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD. | | | \$97,455 | 1696% |
| PURCHASER PRODUCED PRODUCTION | | | \$5,746 | 0.5% |
| EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION | | | \$104,412 | 1817.3% |
| TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION | | | \$25,248 | 439.4% |
| TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD. | | | \$227,116 | 3953% |
| THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS: | | | | |
| PRACTICE SALES PRICE & PERCENT OF GROSS | | | \$915,000 | 82% |
| WORKING CAPITAL | | | \$56,000 | |
| TOTAL PRACTICE LOAN | | | \$971,000 | |
| PRACTICE LOAN INTEREST RATE | | | 3.60% | |
| PRACTICE LOAN TERM IN MONTHS | | | 120 | |
| PRACTICE MONTHLY PAYMENT | | | \$9,647 | 10% |
| BUILDING PRICE | | | \$600,000 | |
| MONTHLY BUILDING MORTGAGE PAYMENTS | | | \$3,557 | 4% |
| PURCHASER CASH FLOW CONSIDERATIONS | | | | |
| MONTHLY PRACTICE AND BUILDING PAYMENTS | | | \$13,205 | 14% |
| ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT | | | \$36,807 | 38% |
| PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION | | | \$2,011 | |
| PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY | | | \$321,837 | 33% |
| TOTAL PURCHASER SALARY AND PRACTICE PROFIT | | | \$323,848 | |
| LESS DEBT SERVICE FOR PRACTICE AND BULDING | | | (\$158,456) | |
| PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE | | | \$165,391 | |

| Central South Carolina | |
|--|-------------------|
| ENTREPRENEUR DATA FOR PRACTICE NUMBER 9442 | |
| 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 | 3,000 |
| EXPANDABLE FOOTAGE | |
| CURRENT MONTHLY RENTAL i.e. "1200" | \$4,000 |
| PRICE PER SQUARE FOOT | \$16.00 |
| IS OFFICE HANDICAPPED ACCESSIBLE? | Yes |
| NUMBER OF PARKING SPACES | 18 |
| PROXIMITY OF PARKING PLACES | Front door |
| # EQUIPPED OPS | 6 |
| NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES | |
| NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) | 3 |
| NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S) | 3 |
| 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 | \$600,000 |
| IF NOT SOLD, MONTHLY RENTAL AMOUNT | \$4,000 |
| ANNUAL REAL ESTATE TAXES | \$5,705 |
| ANNUAL REAL ESTATE INSURANCE COST | \$6,200 |
| 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 | \$600,000 |
| PURCHASER MORTGAGE INTEREST RATE | 3.75% |
| PURCHASER MORTGAGE TERM - YEARS | 20 |
| PURCHASER MONTHLY PAYMENT | \$3,557 |
| PURCHASER CURRENT MONTHLY RENT | |
| PRICE PER SQUARE FOOT | \$14.23 |
| WORK SCHEDULE | |
| PLANS AFTER SALE OF PRACTICE | Retirement |
| | |
| 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 19, 2020 |
| DATE REOPENED FOR COVID | May 4, 2020 |
| DATE OF LATEST PRACTICE REVENUE | December 31, 2020 |
| AMOUNT OF LATEST PRACTICE REVENUES | \$976,999 |
| ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED | 111788312% |
| AMOUNT OF ANY PPP OR EIDL LOANS | |

| PRACTICE DATA | |
|---|---|
| MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO? | |
| RESULTS | |
| DESCRIBE INTERNAL MARKETING | Excellent service in caring environment |
| DESCRIBE EXTERNAL MARKETING | Web site |
| HAS GROSS CHANGED SIGNIFICANTLY? WHY? | No |
| LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION | No |
| IS YOUR PRACTICE MERCURY FREE - NO AMALGAM? | 0.95 |
| WHAT TYPE RECALL SYSTEM | Appointment at 6 month visit |
| WHAT TYPE COMPUTER SYSTEM | Dentrix |
| PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS | |
| ESTIMATE NUMBER OF PTS LAST 18 MONTHS | 3,484 |
| AVERAGE NUMBER OF NEW PATIENTS PER MONTH | 20 |
| AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S) | 10 |
| AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S) | 16 |
| HOW FAR AHEAD IS DENTIST SCHEDULED? | 2 Weeks |
| HOW FAR AHEAD IS HYGIENIST SCHEDULED? | 6 Months |
| PRACTICE DATA | |
| % INCOME FROM CASH | 52% |
| % OF PATIENTS PAYING CASH | 50% |
| % INCOME FROM INSURANCE | 48% |
| % OF PATIENTS WITH INSURANCE | 50% |
| #REF! | #REF! |
| % PRACTICE INCOME FROM CAPITATION | |
| % OF PATIENTS WITH CAPITATION | |
| % PRACTICE INCOME FROM MEDICAID | |
| % OF PATIENTS WITH MEDICAID | |
| % PRACTICE INCOME FROM REDUCED FEE PLANS | |
| % OF PATIENTS WITH REDUCED FEE PLANS | |
| SCHEDULING DATA | |
| MONDAY | 8:30 AM - 5 PM |
| TUESDAY | 8:30 AM - 5 PM |
| WEDNESDAY | 8:30 AM - 5 PM |
| THURSDAY | 8:30 AM - 5 PM |
| FRIDAY | |
| SATURDAY | |
| OWNER HOURS WORKED PER WEEK | 43909 |
| ASSOCIATE HOURS WORKED PER WEEK | 30 |
| HYGIENIST HOURS WORKED PER WEEK | 30 |
| DENTIST PATIENT VISITS PER YEAR | |
| HYGIENE PATIENT VISITS PER YEAR | 2,518 |
| NUMBER OF DAYS WORKED PER YEAR | 184 |
| NUMBER OF WEEKS WORKED PER YEAR | 46 |
| COLLECTION DATA | |
| WHAT IS YOUR COLLECTION PERCENTAGE | 98% |
| ACTUAL ACCOUNTS RECEIVABLE BALANCE | \$111,455 |
| WHAT IS YOUR PATIENT CREDIT BALANCE | -\$24,270 |
| ACCOUNTS RECEIVABLES - CURRENT | \$42,294 |
| ACCOUNTS RECEIVABLES - 31-60 DAYS | \$4,381 |
| ACCOUNTS RECEIVABLE - 61-90 DAYS | \$2,895 |
| ACCOUNTS RECEIVABLE >90 DAYS | \$61,885 |

| WHAT PERCENTAGE OF THE PRACTICE INCOME IS: | |
|---|--|
| HYGIENIST PRODUCTION | 19% |
| OPERATIVE | 44% |
| PEDODONTICS | |
| ORTHODONTICS | |
| IMPLANTS | 3% |
| REMOVABLE PROSTHETICS | 6% |
| FIXED PROSTHETICS | 10% |
| ENDODONTICS | 4% |
| PERIODONTICS | |
| ORAL SURGERY | 4% |
| COSMETIC | 10% |
| TMJ TREATMENT | |
| SOFT TISSUE MANAGEMENT | |
| TOTAL | 100% |
| WHAT SERVICES ARE REFERRED OUT? | Oral surgery, endo, perio |
| REVENUES SOURCES | |
| IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE? | Yes |
| IF SO HOW MUCH IN CURRENT PERIOD? | \$48,000 |
| IF SO , HOW MUCH FOR LAST YEAR? | \$48,000 |
| IF SO HOW MUCH FOR THE PREVIOUS YEAR? | \$48,000 |
| WHAT IS THE SOURCE OF THIS OTHER INCOME? | Rent of building |
| FEE SCHEDULE | |
| ADULT PROPHY 01110 | \$100 |
| TWO SURFACE ANTERIOR COMPOSITE 02331 | \$255 |
| CORE BUILD-UP 02950 | \$336 |
| CROWN - GOLD/PORCELAIN 02750 | \$1,180 |
| ANTERIOR CANAL ROOT CANAL 03310 | \$800 |
| PANORAMIC X-RAY 00330 | \$130 |
| TWO SURFACE POSTERIOR COMPOSITE 02392 | \$255 |
| CROWN - PORCELAIN CERAMIC 02740 | \$1,180 |
| LABIAL PORCELAIN VENEER 02962 | \$1,180 |
| BICUSPID ROOT CANAL 03320 | \$996 |
| AVERAGE OF FEES | \$641 |
| PERCENT OF FEE PARITY | 118% |
| 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 | Georgia Pacific, Sonoco, MUSC, McLeod Hospital, Nucor, G.E., |
| ADP, Duke Energy, Honda, Otis Elevator, Francis Marion University | |
| DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA | |
| | |
| | |
| | |
| | |

DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, PRACTICE PHILOSOPHY AND ITS STRENGTHS AND WEAKNESSES:

We are a FFS, quality oriented family practice. We love what we do and it shows. We have 3 generations of families that trust our staff to make them feel comfortable and welcome, adding new clients each month.

COVID INFORMATION

Date Closed for Covid: March 19, 2020 Date Reopened May 4, 2020

What percent reduction in operational capacity in 2020 was there compared to 2019: 75%

How does your schedule for 2020 compare to 2019: 95%

Do you have adequate PPE inventory: Yes Do you pass cost of PPE on to patients? Some

How does your post Covid treatment mix compare to same period of 2019: Same

Has your insured patient/cash patient ratio changed since reopening: Some

Have all staff members returned or been replaced: Yes What is your estimated monthly payroll expense: \$28,000

Did you receive a PPP Loan: Yes How much: \$58,000 Was this loan included in your P&L and/or tax return: No

Was this loan paid back or forgiven: Forgiven

Did you receive a EIDL loan: Yes How much: \$6,000. Was this loan included in your P&L and/or tax return: No

Was this loan paid back or forgiven: Forgiven