

Central South Carolina General Dentistry  
**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	\$930,779
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$325,773
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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	\$463,905
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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	22%
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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.	
	<b>SUBJECT PRACTICE</b>

1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$463,905
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	50%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$154,308
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$618,213
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	66%

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

Central South Carolina General Dentistry				
FINANCIAL 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.				
<b>PRACTICE INCOME</b>				
EXPECTED GROSS COLLECTIONS			\$1,149,110	100.0%
	HYGIENE COMPONENT		\$218,331	19.0%
	DENTIST COMPONENT		\$930,779	81.0%
		RETAINED SELLER		
		ASSOCIATE		
		PURCHASER	\$930,779	81.0%
<b>VARIABLE EXPENSES</b>				
	WAGES, PAYROLL TAX, ETC.		\$214,631	18.7%
	LABORATORY		\$57,915	5.0%
	CLINICAL SUPPLIES		\$121,950	10.6%
	OTHER VARIABLE EXPENSE		\$27,260	2.4%
<b>TOTAL VARIABLE EXPENSE</b>			<b>\$421,756</b>	<b>36.7%</b>
<b>FIXED EXPENSES</b>				
	PHONE, UTILITIES		\$15,868	1.4%
	LEGAL & ACCOUNTING		\$9,549	0.8%
	INSURANCE		\$12,797	1.1%
	OTHER FIXED EXPENSE		\$66,778	5.8%
<b>TOTAL FIXED EXPENSE</b>			<b>\$104,992</b>	<b>9.1%</b>
<b>DEBT SERVICE FOR PRACTICE AND BULDING</b>				
	INTEREST		\$54,044	4.7%
	PRINCIPAL		\$104,412	9.1%
<b>TOTAL DEBT SERVICE</b>			<b>\$158,456</b>	<b>13.8%</b>
<b>SUMMARY</b>				
EXPECTED COLLECTIONS			\$1,149,110	100.0%
EXPECTED EXPENSES			\$526,749	45.8%
PRACTICE DEBT SERVICE			\$158,456	13.8%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>			<b>\$463,905</b>	<b>50%</b>
PURCHASER PRODUCED PRODUCTION			\$930,779	81.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$104,412	11.2%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$49,896	5.4%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>			<b>\$618,213</b>	<b>66%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>				
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 (MONTHS)			120	
MONTHLY PRACTICE PAYMENT			\$9,647	10%
BUILDING PRICE			\$600,000	
MONTHLY BUILDING MORTGAGE PAYMENTS			\$3,557	4%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>				
MONTHLY PRACTICE AND BUILDING PAYMENTS			\$13,205	14%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			\$8,708	9%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$325,773	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$346,484	36%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$672,257	
<b>LESS DEBT SERVICE FOR PRACTICE AND BULDING</b>			<b>(\$158,456)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>			<b>\$513,800</b>	

Central South Carolina	
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	\$1,117,883
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

<b>PRACTICE DATA</b>	
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
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
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
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	52%
% OF PATIENTS PAYING CASH	50%
% INCOME FROM INSURANCE	48%
% OF PATIENTS WITH INSURANCE	50%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
<b>SCHEDULING DATA</b>	
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	30
ASSOCIATE HOURS WORKED PER WEEK	
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
<b>COLLECTION DATA</b>	
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	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2019	Yes		\$35,700		\$250
OFFICE MANAGER	1996	No		\$15,000		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2020	Yes		\$29,716		\$1,500
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2003	Yes		\$47,720		\$3,514
HYGIENIST	2021	Yes		\$39,744		\$250
HYGIENIST-TEMPORARY	2016	No		\$3,409		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Everyone gets 1 week paid vacation, 6 paid hoidays. One hygienist		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				No		
WHAT POSITION DO THEY HOLD?						
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?						
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS THAN THE NORMAL SALARY FOR THEIR POSITION?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH				Office Manager - Wife under compensated.		

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes		
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	None		
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$12,424		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$3,135		
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?	\$3,089		
HOW MUCH OF TOTAL IS FOR BUILDING INSURANCE?	\$6,200		
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES	\$124,703		
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$102,063		
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?			
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?	\$6,461		
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 - <b>BE SURE TO LIST DELTA PREMIERE IF YOU HAVE</b>	FROM THIS PLAN	THIS PLAN PAYS	

**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 you 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