

Roanoke VA Area	General Dentistry	9406
<b>FINANCIAL DATA SUMMARY FOR PRACTICE</b>		

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	\$373,504
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$130,726
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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	\$177,979
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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	21%
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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
1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$177,979
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	48%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$45,426
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$223,404
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	60%

<b>PROJECTED ANNUALIZED COLLECTIONS FOR 2020 BY DEDUCTING THE DAYS CLOSED FOR COVID WOULD BE</b>	<b>\$459,316</b>
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Roanoke VA Area General Dentistry				
FINANCIAL DATA		FOR PRACTICE		9406
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			\$466,880	100.0%
HYGIENE COMPONENT			\$93,376	20.0%
DENTIST COMPONENT			\$373,504	80.0%
RETAINED SELLER				
ASSOCIATE				
PURCHASER			\$373,504	80.0%
<b>VARIABLE EXPENSES</b>				
WAGES, PAYROLL TAX, ETC.			\$130,444	27.9%
LABORATORY				
CLINICAL SUPPLIES			\$44,465	9.5%
OTHER VARIABLE EXPENSE			\$10,819	2.3%
<b>TOTAL VARIABLE EXPENSE</b>			<b>\$185,728</b>	<b>39.8%</b>
<b>FIXED EXPENSES</b>				
PHONE, UTILITIES			\$10,473	2.2%
LEGAL & ACCOUNTING			\$6,695	1.4%
INSURANCE			\$7,725	1.7%
OTHER FIXED EXPENSE			\$27,945	6.0%
<b>TOTAL FIXED EXPENSE</b>			<b>\$52,838</b>	<b>11.3%</b>
<b>DEBT SERVICE FOR PRACTICE AND BULDING</b>				
INTEREST			\$18,148	3.9%
PRINCIPAL			\$32,187	6.9%
<b>TOTAL DEBT SERVICE</b>			<b>\$50,335</b>	<b>10.8%</b>
<b>SUMMARY</b>				
EXPECTED COLLECTIONS			\$466,880	100.0%
EXPECTED EXPENSES			\$238,566	51.1%
PRACTICE DEBT SERVICE			\$50,335	10.8%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>			<b>\$177,979</b>	<b>48%</b>
PURCHASER PRODUCED PRODUCTION			\$373,504	80.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$32,187	8.6%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$13,238	3.5%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>			<b>\$223,404</b>	<b>60%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>				
PRACTICE SALES PRICE & PERCENT OF GROSS			\$250,000	55%
WORKING CAPITAL			\$23,000	
TOTAL PRACTICE LOAN			\$273,000	
PRACTICE LOAN INTEREST RATE			3.60%	
PRACTICE LOAN TERM (MONTHS)			120	
MONTHLY PRACTICE PAYMENT			\$2,712	7%
BUILDING PRICE			\$250,000	
MONTHLY BUILDING MORTGAGE PAYMENTS			\$1,482	4%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>				
MONTHLY PRACTICE AND BUILDING PAYMENTS			\$4,195	11%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			\$2,271	6%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$130,726	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$110,826	41%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$241,552	
<b>LESS DEBT SERVICE FOR PRACTICE AND BULDING</b>			<b>(\$50,335)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>			<b>\$191,217</b>	

Roanoke VA Area	
DATA FOR PRACTICE NUMBER	9406
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	2,800
EXPANDABLE FOOTAGE	Bldg. has full lower level for professional office or apartment
CURRENT MONTHLY RENTAL i.e. "1200"	\$2,000
PRICE PER SQUARE FOOT	\$8.57
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	14
PROXIMITY OF PARKING PLACES	By building
# 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
	250,000
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$2,500
ANNUAL REAL ESTATE INSURANCE COST	\$2,400
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	\$250,000
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$1,482
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$6.35
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 26, 2020
DATE REOPENED FOR COVID	April 27, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$419,047
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$459,316
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	Yes; Straine
RESULTS	More efficient
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	Local, Website, Word of Mouth
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, Increased, more business
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Phone, 6 month, 3 month-perio
WHAT TYPE COMPUTER SYSTEM	Eaglesoft 21
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	3,200
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	13
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	8
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	8
HOW FAR AHEAD IS DENTIST SCHEDULED?	Three Months
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	10 Days to 6 Months
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	30%
% OF PATIENTS PAYING CASH	30%
% INCOME FROM INSURANCE	70%
% OF PATIENTS WITH INSURANCE	70%
#REF!	#REF!
% 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 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	40
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	49
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	90%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$34,500
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$17,000
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$953
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,273
ACCOUNTS RECEIVABLE >90 DAYS	\$8,697

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	20%
OPERATIVE	25%
PEDODONTICS	5%
ORTHODONTICS	
IMPLANTS	5%
REMOVABLE PROSTHETICS	10%
FIXED PROSTHETICS	5%
ENDODONTICS	5%
PERIODONTICS	10%
ORAL SURGERY	5%
COSMETIC	5%
TMJ TREATMENT	5%
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Some extractions, Molar Endo
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	\$56
TWO SURFACE ANTERIOR COMPOSITE 02331	\$198
CORE BUILD-UP 02950	\$238
CROWN - GOLD/PORCELAIN 02750	\$1,025
ANTERIOR CANAL ROOT CANAL 03310	
PANORAMIC X-RAY 00330	\$106
TWO SURFACE POSTERIOR COMPOSITE 02392	\$198
CROWN - PORCELAIN CERAMIC 02740	\$875
LABIAL PORCELAIN VENEER 02962	\$875
BICUSPID ROOT CANAL 03320	\$1,000
AVERAGE OF FEES	\$508
PERCENT OF FEE PARITY	96%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	7,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	400,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Kroger, Ply Gem, Ferrum College, Franklin County Schools,
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Increased revenue due to downtown renovation/revitalization; more local patients

<b>STAFF DATA</b>						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST				\$32,810		
OFFICE MANAGER						
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT-PT				\$6,240		
ASSISTANT						
ASSISTANT/FRONT OFFIC				\$11,345		
ASSISTANT						
ASSISTANT						
HYGIENIST				\$4,608		
HYGIENIST				\$27,098		
HYGIENIST-PT				\$864		
HYGIENIST				\$26,180		
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				YMCA		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE				\$504/year		
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						
<b>COLLECTION CENTERS</b>						
				<b>\$44,032</b>	<b>2019</b>	<b>2018</b>
GROSS COLLECTIONS				\$250,598	\$543,700	\$590,347
OWNER COLLECTIONS				\$200,478	\$434,960	\$472,278
HYGIENIST COLLECTIONS				\$50,120	\$108,740	\$118,069
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

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			
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$12,000		
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$12,000		
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$2,900		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$34,000		
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES			
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?			
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?			
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 - <span style="color: red;">BE SURE TO LIST DELTA PREMIERE IF YOU HAVE</span>		FROM THIS PLAN	THIS PLAN PAYS