

Richmond Area	General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE		9529

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	\$634,698
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.

CONSIDER A GENEROUS COMMISSION RATE OF	35%	\$222,144
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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 ARE PAID IS

\$22,171

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL IS AT A RATE OF	3%
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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 NET BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$192,256
2. NET AS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	30%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$79,856
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE) PLUS EQUITY, AND TAX SAVINGS	\$272,112
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	43%

Richmond Area		General Dentistry			
FINANCIAL DATA		FOR PRACTICE 9529			
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			\$780,441	100.0%	
	HYGIENE COMPONENT		\$145,743	18.7%	
	DENTIST COMPONENT		\$634,698	81.3%	
		RETAINED SELLER			
		ASSOCIATE			
		PURCHASER	\$634,698	81.3%	
VARIABLE EXPENSES				\$	%
	WAGES, PAYROLL TAX, ETC.		\$244,153	31.3%	
	LABORATORY		\$104,844	13.4%	
	CLINICAL SUPPLIES		\$48,892	6.3%	
	OTHER VARIABLE EXPENSE		\$18,280	2.3%	
TOTAL VARIABLE EXPENSE			\$416,169	53.3%	
FIXED EXPENSES				\$	%
	RENT		\$43,593	5.6%	
	PHONE, UTILITIES		\$3,580	0.5%	
	LEGAL & ACCOUNTING		\$9,785	1.3%	
	INSURANCE		\$7,725	1.0%	
	OTHER FIXED EXPENSE		\$17,673	2.3%	
TOTAL FIXED EXPENSE			\$82,356	10.6%	
PRACTICE DEBT SERVICE				\$	%
	INTEREST		\$37,601	4.8%	
	PRINCIPAL		\$52,059	6.7%	
TOTAL DEBT SERVICE			\$89,660	11.5%	
SUMMARY				\$	%
EXPECTED COLLECTIONS			\$780,441	100.0%	
EXPECTED EXPENSES			\$498,524	63.9%	
PRACTICE DEBT SERVICE			\$89,660	11.5%	
PROJECTED NET INCOME AFTER EXPENSES & DEBT / PERCENT OF PERSONAL PROD.			\$192,256	30%	
PURCHASER PRODUCED PRODUCTION		PERCENTAGE OF GROSS	\$634,698	81.3%	
EQUITY INCREASE		% OF PERSONAL PRODUCTION	\$52,059	8.2%	
TAX SAVINGS FROM DEPRECIATION		% OF PERSONAL PRODUCTION	\$27,796	4.4%	
TOTAL BENEFIT - CASH, TAX SAVINGS, EQUITY		% OF PERSONAL PRODUCTION	\$272,112	43%	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				\$	%
PRACTICE SALES PRICE & PERCENT OF GROSS			\$635,000	\$1	
WORKING CAPITAL			\$38,000		
TOTAL PRACTICE LOAN			\$673,000		
PRACTICE LOAN INTEREST RATE			6.00%		
PRACTICE LOAN TERM (MONTHS)			120		
MONTHLY PRACTICE PAYMENT			\$7,472	11%	
ESTIMATED MONTHLY HYGIENE PROFIT			\$5,072	8%	
PURCHASER SALARY			\$222,144		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$22,171	3%	
PURCHASER FIRST YEAR TAX SAVINGS			\$27,796		
TOTAL PURCHASER SALARY, PRACTICE PROFIT & TAX SAVINGS			\$272,112		
LESS PRACTICE DEBT SERVICE			(\$89,660)		
PRACTICE SALARY + PROFIT + TAX SAVINGS - DEBT SERVICE / PERSONAL PROD %			\$182,452	29%	

Richmond Area	
DATA FOR PRACTICE NUMBER	9529
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	1,662
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,633
PRICE PER SQUARE FOOT	\$26.23
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	100
PROXIMITY OF PARKING PLACES	Out the front door
# EQUIPPED OPS	5
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	NO
DO YOU WISH TO SELL THE BUILDING? YES OR NO	NO
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	No
BUILDING VALUE TO BE USED	#NUM!
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Retire
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	
PRACTICE HISTORY	
YEAR BEGINNING PRACTICE IN CITY	2012
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2020
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase
DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?	No

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Website
DESCRIBE EXTERNAL MARKETING	None
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Cards/email/texts
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	25
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	12
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	12
HOW FAR AHEAD IS DENTIST SCHEDULED?	One week
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	Six months
PRACTICE DATA	
% INCOME FROM CASH	10%
% OF PATIENTS PAYING CASH	10%
% INCOME FROM FEE FOR SERVICE INSURANCE	90%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	90%
% INCOME FROM DISCOUNT FEE INSURANCE	
% OF PATIENTS WITH DISCOUNT FEE INSURANCE	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY	8 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	Closed
SATURDAY	Closed
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	32 - 48
DENTIST PATIENT VISITS PER YEAR	2,688
HYGIENE PATIENT VISITS PER YEAR	2,304
NUMBER OF DAYS WORKED PER YEAR	192
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	96%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	\$14,999
ACCOUNTS RECEIVABLES - CURRENT	\$20,436
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$8,856
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$2,146
ACCOUNTS RECEIVABLE >90 DAYS	\$28,021

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	18%
OPERATIVE	30%
PEDODONTICS	2%
ORTHODONTICS	2%
IMPLANTS	4%
REMOVABLE PROSTHETICS	11%
FIXED PROSTHETICS	6%
ENDODONTICS	3%
PERIODONTICS	2%
ORAL SURGERY	3%
COSMETIC	5%
TMJ TREATMENT	5%
DIAGNOSTIC	
OTHER	10%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Complex molar endo, 3rd molars, perio
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	\$86
TWO SURFACE ANTERIOR COMPOSITE 02331	\$101
CORE BUILD-UP 02950	\$253
CROWN - GOLD/PORCELAIN 02750	\$1,029
ANTERIOR CANAL ROOT CANAL 03310	\$682
PANORAMIC X-RAY 00330	\$105
TWO SURFACE POSTERIOR COMPOSITE 02392	\$226
CROWN - PORCELAIN CERAMIC 02740	\$1,118
LABIAL PORCELAIN VENEER 02962	\$1,076
BICUSPID ROOT CANAL 03320	\$798
AVERAGE OF FEES	\$547
PERCENT OF FEE PARITY	72%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	378,404
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	County, Altria, State of Virginia, Dupont, City of Richmond
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Constant growth

STAFF DATA						
POSITION	YEAR HIRED	STAY		ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE	2012	?		\$79,250		\$3,875
FRONT OFFICE	2022	Yes		\$11,410		
FRONT OFFICE						
FRONT OFFICE						
FRONT OFFICE						
ASSISTANT	2012	Yes		\$28,590		\$1,934
ASSISTANT	2019	Yes		\$35,720		\$1,535
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2013	Yes		\$67,221		\$3,443
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Vacation/Sick Time, Retirement		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
NOTES						
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				Wife; Office		
COMPENSATION FOR EACH				manager		
COLLECTION CENTERS						
				1/1/2024 - 04/30/202		2023
						2022
GROSS COLLECTIONS				\$267,937	\$749,822	\$715,578
OWNER COLLECTIONS					\$609,797	
HYGIENIST COLLECTIONS					\$140,025	
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	0%	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$45/hour	0%	

