

**THE FOLLOWING DATA IS PROVIDED BY THE OWNER. IT
IS BELIEVED BY OWNER, TO THE BEST OF HIS/HER
KNOWLEDGE AND BELIEF, TO BE A TRUE AND CORRECT
REPRESENTATION OF THE FACTS OF THE PRACTICE.
PURCHASER IS RESPONSIBLE FOR PERSONALLY
VERIFYING ALL DATA PROVIDED BY OWNER.**

All information provided herein by has been provided by Seller and has not been audited or verified. ADS SOUTH, LLC offers no opinion thereon on the quality of the practice, the employees, the patients, the quality of seller's work, the local economy, or any other practice quality or attribute.

DATA ENTRY FORM

PERSONAL DATA			
DENTAL SCHOOL ALMA MATER	Gregory - Emory, Isabell - UF		
YEAR GRADUATED	Gregory - 1983, Isabell - 1996		
YEAR BEGINNING PRACTICE IN CITY	1999		
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1999		
RIGHT OR LEFT HANDED	Right		
PURCHASE OR SCRATCH START	Scratch Start		
PROFESSIONAL ORGANIZATIONS	ADA, AAP, FDA, SAP, FAP, NEDDS, AO, etc		
POSTGRADUATE DEGREE	MS, PHD - Gregory		
POST GRADUATE ALMA MATER	Gregory - Maryland, Isabell - UF		
DATE COMPLETED	1994, 1998		
SPECIALTY OR DESIGNATIONS	General Dentistry & Implant Surgery		
BOARD QUALIFIED IN WHAT SPECIALTY	Yes		
BOARD CERTIFIED IN WHAT SPECIALTY	Yes		
STATES LICENSED IN	FL		
DO YOU HAVE AN ASSOCIATE	N		
DO YOU HAVE A PARTNER	Yes - Spouse		
DO YOU SHARE SPACE	Yes		
IS THERE A BUY-OUT AGREEMENT	N/A		
IS THERE AN ASSIGNABLE RESTRICTIVE COVENANT	N/A		
WHAT ARE THE TERMS OF THE RESTRICTIVE COVENANT?	N/A		
WHAT ARE THE TERMS OF THE BUY OUT AGREEMENT?	N/A		
HAS AN ASSOCIATE OR PARTNER LEFT THE PRACTICE? WHEN?			
OFFICE DATA			
SQUARE FOOTAGE OF OFFICE	5,800		
EXPANDABLE FOOTAGE			
CURRENT MONTHLY RENTAL i.e. "1200"	\$8,694	\$104,328	
PRICE PER SQUARE FOOT	\$17.99		
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes		
NUMBER OF PARKING SPACES	Numerous		
PROXIMITY OF PARKING PLACES	Just outside building		
DO YOU OWN YOUR BUILDING? YES OR NO	YES		
DO YOU WISH TO SELL THE BUILDING? YES OR NO	YES		
APPRAISED BUILDING PRICE	WHEN	\$1,500,000	2013
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$0		
IF NOT SOLD, MONTHLY RENTAL AMOUNT	\$11,600	\$139,200	
ANNUAL REAL ESTATE TAXES	\$9,000		
ANNUAL REAL ESTATE INSURANCE COST	\$0		
DATE OF LEASE i.e. "6/1/2016"			
DATE LEASE ENDS - i.e. "1/1/2020"			
IS THERE AN OPTION TO PURCHASE?			
RENEWAL OPTIONS			
OWNER OF BUILDING (Sentence Case)	Matanzas Corporation, LLC		
BUILDING VALUE TO BE USED	\$1,500,000		
PURCHASER MORTGAGE INTEREST RATE	3.75%		
PURCHASER MORTGAGE TERM - YEARS	20		
PURCHASER MONTHLY PAYMENT	\$8,893		
PURCHASER CURRENT MONTHLY RENT			
PRICE PER SQUARE FOOT	\$18.40		

DATA ENTRY FORM

EQUIPMENT DATA						
# EQUIPPED OPS	CURRENT % VALUE	EQUIPMENT QUALITY	9	20%		LOW
REPLACEMENT VALUE	IN PLACE VALUE		\$850,000	\$170,000		AVERAGE <input type="text"/>
						HIGH
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES			0			
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)			5			
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)			4			
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES			0			
WORK SCHEDULE						
PLANS AFTER SALE OF PRACTICE			Work for purchaser followed by retirement from clinical dentistry			
DAYS/WEEK CURRENTLY WORKED			4.0			
ENTER DESIRED DAYS WORKED FOR NEW BUYER SALE						
DESIRED WORK DAYS/WEEK 1ST YR			1.5			
DESIRED WORK DAYS/WEEK 2ND YR			1.5			
DESIRED WORK DAYS/WEEK 3RD YR						
DESIRED WORK DAYS/WEEK 4TH YR						
DESIRED WORK DAYS/WEEK 5TH YR						
DESIRED WORK DAYS/WEEK 6TH YR						
ENTER DESIRED WORK DAYS FOR MERGER SALE						
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 DATA						
HAS YOUR PRACTICE BEEN APPRAISED BEFORE?			Yes			
WHEN AND BY WHOM?						
PREVIOUS APPRAISAL PRICE			\$1,500,000			
HAVE YOU TRIED TO SELL YOUR PRACTICE PREVIOUSLY?			No			
DID YOU USE A BROKER? IF SO WHO?						
ARE YOU CURRENTLY LISTED WITH ANOTHER BROKER? WHO						
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?						
RESULTS						
DESCRIBE INTERNAL MARKETING						
DESCRIBE EXTERNAL MARKETING			Newspaper, Yellow Pages, Networking, Word of Mouth			
HAS GROSS CHANGED SIGNIFICANTLY? WHY?			Yes - Corona Pandemic			
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION			Nitrous, Conscious Sedation, DOCS, IV Sedation			
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?			No			
WHAT TYPE RECALL SYSTEM			Mailed Recall Cards, Calls			
WHAT TYPE COMPUTER SYSTEM			Dentrix			
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS						
ESTIMATE NUMBER OF PTS LAST 18 MONTHS			3,515			
AVERAGE NUMBER OF NEW PATIENTS PER MONTH			13			
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)			12			
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)			14			
HOW FAR AHEAD IS DENTIST SCHEDULED?			2 months			
HOW FAR AHEAD IS HYGIENIST SCHEDULED?			6months			

DATA ENTRY FORM

PRACTICE DATA			
% INCOME FROM CASH		60%	
% OF PATIENTS PAYING CASH		60%	
% INCOME FROM INSURANCE		40%	
% OF PATIENTS WITH INSURANCE		40%	
% PRACTICE INCOME FROM CAPTITATION		0%	
% OF PATIENTS WITH CAPITATION		0%	
% PRACTICE INCOME FROM MEDICAID		0%	
% OF PATIENTS WITH MEDICAID		0%	
% PRACTICE INCOME FROM REDUCED FEE PLANS		0%	
% OF PATIENTS WITH REDUCED FEE PLANS		0%	
SCHEDULING DATA			
MONDAY		Closed	
TUESDAY		8:00 AM - 5:00 PM	
WEDNESDAY		8:00 AM - 5:00 PM	
THURSDAY		8:00 AM - 5:00 PM	
FRIDAY		8:00 AM - 5:00 PM	
SATURDAY			
DATE CLOSED FOR COVID	DATE REOPENED	3/18/2020	6/1/2020
OWNER HOURS WORKED PER WEEK		64	
ASSOCIATE HOURS WORKED PER WEEK			
HYGIENIST HOURS WORKED PER WEEK		64	
DENTIST PATIENT VISITS PER YEAR		2,399	
HYGIENE PATIENT VISITS PER YEAR		1,983	
NUMBER OF DAYS WORKED PER YEAR		158	
NUMBER OF WEEKS WORKED PER YEAR		39	
COLLECTION DATA			
WHAT IS YOUR COLLECTION PERCENTAGE		99%	
ACTUAL ACCOUNTS RECEIVABLE BALANCE		\$5,591	
WHAT IS YOUR PATIENT CREDIT BALANCE			
ACCOUNTS RECEIVABLES - CURRENT			
ACCOUNTS RECEIVABLES - 31-60 DAYS			
ACCOUNTS RECEIVABLE - 61-90 DAYS			
ACCOUNTS RECEIVABLE >90 DAYS			
SIX WEEKS ACCOUNTS RECEIVABLE		\$206,562	
WHAT PERCENTAGE OF THE PRACTICE INCOME IS:			
HYGIENIST PRODUCTION		7%	
OPERATIVE		7%	
PEDODONTICS			
ORTHODONTICS			
IMPLANTS		27%	
REMOVABLE PROSTHETICS		1%	
FIXED PROSTHETICS		17%	
ENDODONTICS			
PERIODONTICS		14%	
ORAL SURGERY		14%	
COSMETIC		5%	
TMJ TREATMENT		1%	
SOFT TISSUE MANAGEMENT		2%	
OTHER		4%	
TOTAL		100%	
WHAT SERVICES ARE REFERRED OUT?		endo, pedo, ortho, removable pros	

DATA ENTRY FORM

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?	\$0
IF SO , HOW MUCH FOR LAST YEAR?	\$0
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	\$0
WHAT IS THE SOURCE OF THIS OTHER INCOME?	
MARKET FACTOR DATA	
EQUIPMENT FACTOR SCALE 0% - 100%	90%
LOCATION DEMAND SCALE 0% - 100%	90%
OWNER URGENCY SCALE 0% - 100%	10%
REDUCED FEE %	0%
ANNUAL FEE INCREASE %	3%
ANNUAL OVERHEAD INCREASE %	3%
FEE SCHEDULE	
ADULT PROPHY 01110	\$125
TWO SURFACE ANTERIOR COMPOSITE 02331	\$250
CORE BUILD-UP 02950	\$300
CROWN - GOLD/PORCELAIN 02750	\$1,450
ANTERIOR CANAL ROOT CANAL 03310	\$0
PANORAMIC X-RAY 00330	\$120
TWO SURFACE POSTERIOR COMPOSITE 02392	\$250
CROWN - PORCELAIN CERAMIC 02740	\$1,450
LABIAL PORCELAIN VENEER 02962	\$1,450
BICUSPID ROOT CANAL 03320	\$0
AVERAGE OF FEES	\$674
PERCENT OF FEE PARITY	137%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	22,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	45,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	thirty-five
WITHIN	five miles
MAJOR EMPLOYERS IN AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

DATA ENTRY FORM

STAFF DATA						
POSITION	DATE HIRED	STAY?		ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	Nov. 2019	Y		\$31,500	\$21.00	
OFFICE MANAGER	Nov. 2019	Y		\$37,000	\$24.00	
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT /FRONT DESK						
ASSISTANT	Jul. 1999	Y		\$34,500	\$23.00	
ASSISTANT	2021	Y		\$32,250	\$21.00	
ASSISTANT	2021	Y		\$26,000	\$17.00	
ASSISTANT	2020	Y		\$31,500	\$21.00	
HYGIENIST	2021	Y		\$55,296	\$36.00	
HYGIENIST	Nov. 2020	Y		\$51,000	\$37.00	
HYGIENIST	2021	Y		\$50,000	\$33.00	
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Dental, 401K, Uniforms, CE, Monthly bonus, vacation, personal days		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE				\$10,000		
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?				No		
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH						
COLLECTION CENTERS						
				\$1,427,729	\$1,933,460	\$2,036,800
	PERIOD	1/1/20-12/31/2020	2019	2018		
	GROSS COLLECTIONS	\$1,427,729	\$1,912,959	\$2,046,800		
	OWNER COLLECTIONS	\$1,330,929	\$1,319,855	\$1,400,432		
	HYGIENIST COLLECTIONS	\$96,800	\$321,848	\$329,104		
	ASSOCIATE COLLECTIONS	\$0	\$291,756	\$307,264		
	ASSOCIATE COLLECTIONS					
	ASSOCIATE COLLECTIONS					
	ASSOCIATE COLLECTIONS					
	ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT	\$0	0%			
	HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT	\$0	0%			

DATA ENTRY FORM

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		
COVID INFORMATION				
DATE OF LATEST 2020 COLLECTIONS	AMOUNT OF COLLECTIONS	12/31/2020	\$1,427,729	
DATE CLOSED FOR COVID	DATE REOPENED	3/18/2020	6/1/2020	
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED		\$1,796,969		
DO YOU OWE FOR ANY PPP OR EIDL LOANS?	HOW MUCH?	Yes	\$142,700	
INSURANCE EXPLANATION				
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD		\$29,581		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?		\$18,460		
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?		\$0		
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?				
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?		\$7,294		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?		\$3,827		
TAXES AND LICENSES EXPLANATION				
TOTAL EXPENSE FOR TAXES		\$86,556		
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?		\$63,957		
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?		\$27,034		
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?		\$36,923		
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?		\$12,155		
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?		\$10,443		
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?				

DATA ENTRY FORM

REDUCED FEE PLANS			
NAME OF PLAN - BE SURE TO LIST DELTA PREMIER IF YOU HAVE IT	% OF PRX INCOME FROM THIS PLAN	% OF YOUR FEE THIS PLAN PAYS	
TOTAL	0%		

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

Strengths: Quality over Quantity, True "fee for service" practice, Well trained, certified staff members, Professional, clean environment, Exceptional attention to detail, High-end patient pool that is able and willing to pay for high-end procedures, digital radiographs, Dentix Software, CBCT scanner, digital impression scanner, X-NAV dynamic implant surgical guide. We treat others how we would want to be treated.

Weaknesses: Not totally paperless (still using paper charts for patients, computer templates for progress notes & hand written hygiene notes)

COVID INFORMATION

Date Closed for Covid: _____ Date Reopened _____

what percent reduction in operational capacity in 2020 was there compared to 2019: _____