

**Southeast Florida Periodontic  
FINANCIAL DATA SUMMARY FOR PRACTICE**

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	\$1,760,085
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$616,030
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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	\$804,079
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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	29%
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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 BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$804,079
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	46%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$203,978
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$1,008,057
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	57%

Southeast Florida Periodontic				
FINANCIAL DATA FOR PRACTICE				
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			\$1,795,606	100.0%
	HYGIENE COMPONENT		\$35,521	2.0%
	DENTIST COMPONENT		\$1,760,085	98.0%
	RETAINED SELLER			
	ASSOCIATE			
	PURCHASER		\$1,760,085	98.0%
<b>VARIABLE EXPENSES</b>				
	WAGES, PAYROLL TAX, ETC.		\$393,768	21.9%
	LABORATORY		\$1,510	0.1%
	CLINICAL SUPPLIES		\$141,980	7.9%
	OTHER VARIABLE EXPENSE		\$65,019	3.6%
			<b>TOTAL VARIABLE EXPENSE</b>	<b>\$602,277</b>
				<b>33.5%</b>
<b>FIXED EXPENSES</b>				
	RENT		\$96,000	5.3%
	PHONE, UTILITIES		\$10,450	0.6%
	LEGAL & ACCOUNTING		\$6,695	0.4%
	INSURANCE		\$7,725	0.4%
	OTHER FIXED EXPENSE		\$86,918	4.8%
			<b>TOTAL FIXED EXPENSE</b>	<b>\$207,788</b>
				<b>11.6%</b>
<b>PRACTICE DEBT SERVICE</b>				
	INTEREST		\$50,549	2.8%
	PRINCIPAL		\$130,913	7.3%
			<b>TOTAL DEBT SERVICE</b>	<b>\$181,462</b>
				<b>10.1%</b>
<b>SUMMARY</b>				
EXPECTED COLLECTIONS			\$1,795,606	100.0%
EXPECTED EXPENSES			\$810,065	45.1%
PRACTICE DEBT SERVICE			\$181,462	10.1%
<b>EXPTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>			<b>\$804,079</b>	<b>46%</b>
PURCHASER PRODUCED PRODUCTION			\$1,760,085	98.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$130,913	7.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$73,065	4.2%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>			<b>\$1,008,057</b>	<b>57%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>				
PRACTICE SALES PRICE & PERCENT OF GROSS			\$1,435,000	82%
WORKING CAPITAL			\$87,000	
TOTAL PRACTICE LOAN			\$1,522,000	
PRACTICE LOAN INTEREST RATE			3.60%	
PRACTICE LOAN TERM (MONTHS)			120	
MONTHLY PRACTICE PAYMENT			\$15,122	10%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>				
MONTHLY PRACTICE PAYMENTS			\$15,122	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			(\$373)	0%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$616,030	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$442,576	29%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$1,058,606	
LESS PRACTICE DEBT SERVICE			(\$181,462)	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>			<b>\$877,144</b>	

<b>Southeast Florida DATA FOR PRACTICE NUMBER</b>	
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.	
<b>OFFICE DATA</b>	
SQUARE FOOTAGE OF OFFICE	3,450
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$8,000
PRICE PER SQUARE FOOT	\$27.83
IS OFFICE HANDICAPPED ACCESSIBLE?	
NUMBER OF PARKING SPACES	
PROXIMITY OF PARKING PLACES	
# EQUIPPED OPS	8
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	2
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	4
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	4
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	\$8,000
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	
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$27.83
<b>WORK SCHEDULE</b>	
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	
<b>COVID INFORMATION</b>	
DATE CLOSED FOR COVID	March 20, 2020
DATE REOPENED FOR COVID	May 30, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$1,510,637
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$1,875,451
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	No Sale
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	3,926
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	29
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	
HOW FAR AHEAD IS DENTIST SCHEDULED?	
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM INSURANCE	
% OF PATIENTS WITH INSURANCE	
% 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	
TUESDAY	
WEDNESDAY	
THURSDAY	
FRIDAY	
SATURDAY	
	43910
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	16
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	
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	
ACCOUNTS RECEIVABLE >90 DAYS	



STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	44067	Y			\$20.00	
OFFICE MANAGER	37739	N		\$38,464		
RECEPTIONIST	37018	Y		\$32,324		
RECEPTIONIST	42240	Y		\$37,155	\$25.00	
RECEPTIONIST	43531	Y		\$9,135	\$20.00	
ASSISTANT	39630	Y		\$31,000	\$22.60	
ASSISTANT	39260	Y		\$28,400	\$21.50	
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	41961	Y		\$21,927		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	7					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				401k		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				N		
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>2021</b>	<b>2020</b>	<b>2019</b>
GROSS COLLECTIONS				\$1,676,428	\$1,510,637	\$1,786,013
OWNER COLLECTIONS				\$1,112,286		
HYGIENIST COLLECTIONS				\$99,491		
ASSOCIATE COLLECTIONS				\$464,651		
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

