

Emerald Coast	General Dentistry	3575
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.

[FOR A VIDEO DESCRIBING THIS PRACTICE CASH FLOW CLICK HERE](#)

PRACTICE FINANCIAL SUMMARY

AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER	\$341,305
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$119,457
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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	\$254,235
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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	25%
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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)	\$254,235
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	74%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$93,805
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$348,041
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	102%

Emerald Coast General Dentistry					
FINANCIAL DATA FOR PRACTICE 3575					
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				\$869,868	100.0%
HYGIENE COMPONENT				\$414,796	47.7%
DENTIST COMPONENT				\$455,073	52.3%
RETAINED SELLER				\$113,768	13.1%
ASSOCIATE					
PURCHASER				\$341,305	39.2%
VARIABLE EXPENSES					
WAGES, PAYROLL TAX, ETC.				\$268,203	30.8%
LABORATORY				\$37,585	4.3%
CLINICAL SUPPLIES				\$41,728	4.8%
OTHER VARIABLE EXPENSE				\$80,365	9.2%
TOTAL VARIABLE EXPENSE				\$427,882	49.2%
FIXED EXPENSES					
PHONE, UTILITIES				\$11,185	1.3%
LEGAL & ACCOUNTING				\$6,695	0.8%
INSURANCE				\$7,725	0.9%
OTHER FIXED EXPENSE				\$29,852	3.4%
TOTAL FIXED EXPENSE				\$55,457	6.4%
DEBT SERVICE FOR PRACTICE AND BULDING					
INTEREST				\$65,536	7.5%
PRINCIPAL				\$66,758	7.7%
TOTAL DEBT SERVICE				\$132,294	15.2%
SUMMARY					
EXPECTED COLLECTIONS				\$869,868	100.0%
EXPECTED EXPENSES				\$483,339	55.6%
PRACTICE DEBT SERVICE				\$132,294	15.2%
EXPCYD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$254,235	74%
PURCHASER PRODUCED PRODUCTION				\$341,305	39.2%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$66,758	19.6%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$27,047	7.9%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$348,041	102%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$636,000	75%
WORKING CAPITAL				\$42,000	
TOTAL PRACTICE LOAN				\$678,000	
PRACTICE LOAN INTEREST RATE				5.75%	
PRACTICE LOAN TERM (MONTHS)				120	
MONTHLY PRACTICE PAYMENT				\$7,442	10%
BUILDING PRICE				\$500,000	
MONTHLY BUILDING MORTGAGE PAYMENTS				\$3,439	5%
PURCHASER CASH FLOW CONSIDERATIONS					
MONTHLY PRACTICE AND BUILDING PAYMENTS				\$10,882	15%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$28,712	40%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$119,457	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$292,407	43%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$411,864	
LESS DEBT SERVICE FOR PRACTICE AND BULDING				(\$130,581)	
PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE				\$281,282	

Emerald Coast	
DATA FOR PRACTICE NUMBER	3575
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	2,000
EXPANDABLE FOOTAGE	N/A
CURRENT MONTHLY RENTAL i.e. "1200"	\$2,100
PRICE PER SQUARE FOOT	\$12.60
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	14
PROXIMITY OF PARKING PLACES	In Front and side of building
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
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
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$500,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$2,500
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?	Yes
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	\$500,000
PURCHASER MORTGAGE INTEREST RATE	5.50%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$3,439
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$20.64
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	1.0
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 16, 2020
DATE REOPENED FOR COVID	May 11, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$747,192
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$882,605
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	Patient Referrals
DESCRIBE EXTERNAL MARKETING	Minimal - Ads in local charity event ad booklets
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Minimal from COVID but coming back to normal
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Lighthouse - 3, 4, 6 months
WHAT TYPE COMPUTER SYSTEM	Practice Works and Carestream Dental
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,200
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	10
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	9
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9
HOW FAR AHEAD IS DENTIST SCHEDULED?	3 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
PRACTICE DATA	
% INCOME FROM CASH	20%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM INSURANCE	80%
% 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	
SCHEDULING DATA	
MONDAY	8-5
TUESDAY	8-5
WEDNESDAY	8-5
THURSDAY	8-5
FRIDAY	
SATURDAY	
	43906
OWNER HOURS WORKED PER WEEK	34
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	34
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	24%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$30,792
WHAT IS YOUR PATIENT CREDIT BALANCE	\$108
ACCOUNTS RECEIVABLES - CURRENT	
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	51%
OPERATIVE	14%
PEDODONTICS	1%
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	3%
FIXED PROSTHETICS	21%
ENDODONTICS	2%
PERIODONTICS	
ORAL SURGERY	3%
COSMETIC	2%
TMJ TREATMENT	3%
SOFT TISSUE MANAGEMENT	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	
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	\$104
TWO SURFACE ANTERIOR COMPOSITE 02331	\$235
CORE BUILD-UP 02950	\$308
CROWN - GOLD/PORCELAIN 02750	\$1,315
ANTERIOR CANAL ROOT CANAL 03310	\$850
PANORAMIC X-RAY 00330	\$129
TWO SURFACE POSTERIOR COMPOSITE 02392	\$263
CROWN - PORCELAIN CERAMIC 02740	\$1,325
LABIAL PORCELAIN VENEER 02962	\$1,335
BICUSPID ROOT CANAL 03320	\$1,002
AVERAGE OF FEES	\$687
PERCENT OF FEE PARITY	126%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	8,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	5,600
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	5
WITHIN	5 miles
MAJOR EMPLOYERS IN AREA	Eglin AFB
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, PRACTICE PHILOSOPHY AND ITS STRENGTHS AND WEAKNESSES: My practice is a medium-sized, solo family practice that serves a community that reaches several counties and all ages. The patients are diverse. Primarily middle/upper middle class and insured. The community is a small town and my office is located 5 minutes from Eglin Air Force Base. *The largest* land base in *the* country. Minutes from several bayous that extend into the bay and ultimately into the Gulf of Mexico. Destin Florida. My staff is friendly, experienced, knowledgeable and loyal. *The* philosophy of my practice is to provide quality and gentle dental care in a clean, safe, friendly and compassionate environment. We provide emergency, preventative, restorative, cosmetic and surgical care treating each patient in the same way we would want to be treated.

COVID INFORMATION

Date Closed for Covid: 3/16/2020 Date Reopened 3/23/20 for emergencies, 5/11/20 full time

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

How does your schedule for 2020 compare to 2019: Similar

Do you have adequate PPE inventory: Yes Do you pass cost of PPE on to patients? Yes, Raised Fees in Nov 20

How does your post Covid treatment mix compare to same period of 2019: About the Same

Has your insured patient/cash patient ratio changed since reopening: No

Have all staff members returned or been replaced: Returned What is your estimated monthly payroll expense

Did you receive a PPP Loan: Yes How much: \$135600 Was this loan included in your P&L and/or tax return:

Was this loan paid back or forgiven: Forgiven

Did you receive a EIDL loan? How much? When received:

Was this loan paid back or forgiven? Was this loan amount included in your P&L or tax return?