

Jacksonville	General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE		3585

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	\$519,153
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.	
CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$181,704

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	\$195,827
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THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF	16%
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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.

1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION

Jacksonville General Dentistry				
FINANCIAL DATA FOR PRACTICE 3585				
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.	PRACTICE INCOME			
	EXPECTED GROSS COLLECTIONS			
	HYGIENE COMPONENT			\$650,200
	DENTIST COMPONENT			\$131,047
	RETAINED SELLER			\$519,153
	ASSOCIATE			
	PURCHASER			\$519,153
VARIABLE EXPENSES				
	WAGES, PAYROLL TAX, ETC.			\$154,136
	LABORATORY			\$57,998
	CLINICAL SUPPLIES			\$29,694
	OTHER VARIABLE EXPENSE			\$24,983
				TOTAL VARIABLE EXPENSE
				\$266,811
FIXED EXPENSES				
	PHONE, UTILITIES			\$10,167
	LEGAL & ACCOUNTING			\$6,695
	INSURANCE			\$7,725
	OTHER FIXED EXPENSE			\$65,839
				TOTAL FIXED EXPENSE
				\$90,426
DEBT SERVICE FOR PRACTICE AND BULDING				
	INTEREST			\$47,715
	PRINCIPAL			\$49,422
				TOTAL DEBT SERVICE
				\$97,137
SUMMARY				
	EXPECTED COLLECTIONS			\$650,200
SUBJECT PRACTICE	EXPECTED EXPENSES			\$357,237
	PRACTICE DEBT SERVICE			\$97,137
\$195,827	EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$195,827
	PURCHASER PRODUCED PRODUCTION			\$519,153
38%	EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$49,422
	TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$23,790
\$73,212	TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$269,038
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				
\$269,038	PRACTICE SALES PRICE & PERCENT OF GROSS			\$477,000
	WORKING CAPITAL			\$32,000
52%	TOTAL PRACTICE LOAN			\$509,000
	PRACTICE LOAN INTEREST RATE			5.75%
	PRACTICE LOAN TERM (MONTHS)			120
	MONTHLY PRACTICE PAYMENT			\$5,587
	BUILDING PRICE			\$350,000
	MONTHLY BUILDING MORTGAGE PAYMENTS			\$2,508
PURCHASER CASH FLOW CONSIDERATIONS				
	MONTHLY PRACTICE AND BUILDING PAYMENTS			\$8,095
	ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			\$4,152
	PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$181,704
	PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$135,050
	TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$316,754
	LESS DEBT SERVICE FOR PRACTICE AND BULDING			(\$97,137)
	PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN			\$219,616

Jacksonville	
DATA FOR PRACTICE NUMBER	
	The following data is provided by the owner of the practice. It is to be a true and accurate representation of the facts of the practice. Verify all information contained herein and to seek qualified counsel.
	OFFICE DATA
	SQUARE FOOTAGE OF OFFICE
100.0%	EXPANDABLE FOOTAGE
20.2%	CURRENT MONTHLY RENTAL i.e. "1200"
79.8%	PRICE PER SQUARE FOOT
	IS OFFICE HANDICAPPED ACCESSIBLE?
	NUMBER OF PARKING SPACES
79.8%	PROXIMITY OF PARKING PLACES
	# EQUIPPED OPS
23.7%	NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES
8.9%	NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)
4.6%	NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)
3.8%	NUMBER OF UNPLUMBED AND EMPTY OPERATORIES
41.0%	DO YOU OWN YOUR BUILDING? YES OR NO
	DO YOU WISH TO SELL THE BUILDING? YES OR NO
1.6%	IF NOT APPRAISED, ESTIMATED BUILDING PRICE
1.0%	IF NOT SOLD, MONTHLY RENTAL AMOUNT
1.2%	ANNUAL REAL ESTATE TAXES
10.1%	ANNUAL REAL ESTATE INSURANCE COST
13.9%	DATE OF LEASE i.e. "6/1/2016"
	DATE LEASE ENDS - i.e. "1/1/2020"
7.3%	IS THERE AN OPTION TO PURCHASE?
7.6%	RENEWAL OPTIONS
14.9%	BUILDING VALUE TO BE USED
	PURCHASER MORTGAGE INTEREST RATE
100.0%	PURCHASER MORTGAGE TERM - YEARS
54.9%	PURCHASER MONTHLY PAYMENT
14.9%	PURCHASER CURRENT MONTHLY RENT
38%	PRICE PER SQUARE FOOT
79.8%	WORK SCHEDULE
9.5%	PLANS AFTER SALE OF PRACTICE
4.6%	DAYS/WEEK CURRENTLY WORKED
52%	HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER
	DESIRED WORK DAYS/WEEK 1ST YR
76%	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
10%	COVID INFORMATION
	DATE CLOSED FOR COVID
5%	DATE REOPENED FOR COVID
	DATE OF LATEST PRACTICE REVENUE
15%	AMOUNT OF LATEST PRACTICE REVENUES
8%	ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED
	AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS
27%	

3585	PRACTICE DATA
believed to the best of the owner's knowledge tice. It is the responsibility of any purchaser to nseel in the interpretation and verification thereof.	MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?
	RESULTS
	DESCRIBE INTERNAL MARKETING
	DESCRIBE EXTERNAL MARKETING
1,700	HAS GROSS CHANGED SIGNIFICANTLY? WHY?
	LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION
Yes	IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?
10	WHAT TYPE RECALL SYSTEM
Front and Rear of Office	WHAT TYPE COMPUTER SYSTEM
6	PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA
1	ESTIMATE NUMBER OF PTS LAST 18 MONTHS
4	AVERAGE NUMBER OF NEW PATIENTS PER MONTH
2	AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)
	AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)
Yes	HOW FAR AHEAD IS DENTIST SCHEDULED?
Yes	HOW FAR AHEAD IS HYGIENIST SCHEDULED?
	PRACTICE DATA
\$350,000	% INCOME FROM CASH
	% OF PATIENTS PAYING CASH
\$2,300	% INCOME FROM INSURANCE
\$1,600	% OF PATIENTS WITH INSURANCE
	% PRACTICE INCOME FROM CAPITATION
	% OF PATIENTS WITH CAPITATION
\$350,000	% PRACTICE INCOME FROM MEDICAID
6.00%	% OF PATIENTS WITH MEDICAID
20	% PRACTICE INCOME FROM REDUCED FEE PLANS
\$2,508	% OF PATIENTS WITH REDUCED FEE PLANS
	SCHEDULING DATA
\$17.70	MONDAY
	TUESDAY
Golf, Travel	WEDNESDAY
4.5	THURSDAY
	FRIDAY
	SATURDAY
	OWNER HOURS WORKED PER WEEK
	ASSOCIATE HOURS WORKED PER WEEK
	HYGIENIST HOURS WORKED PER WEEK
	DENTIST PATIENT VISITS PER YEAR
	HYGIENE PATIENT VISITS PER YEAR
March 1, 2020	NUMBER OF DAYS WORKED PER YEAR
March 1, 2020	NUMBER OF WEEKS WORKED PER YEAR
December 31, 2020	COLLECTION DATA
\$580,135	WHAT IS YOUR COLLECTION PERCENTAGE
\$580,135	ACTUAL ACCOUNTS RECEIVABLE BALANCE
\$33,000	WHAT IS YOUR PATIENT CREDIT BALANCE
	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
	OPERATIVE
Always open to new patients	PEDODONTICS
	ORTHODONTICS
	IMPLANTS
	REMOVABLE PROSTHETICS
No	FIXED PROSTHETICS
	ENDODONTICS
Nitrous Oxide	PERIODONTICS
Yes	ORAL SURGERY
Dental Mate	COSMETIC
Dental Mate	TMJ TREATMENT
. & REDUCED FEE PLANS	SOFT TISSUE MANAGEMENT
1,800	OTHER
10	TOTAL
10	WHAT SERVICES ARE REFERRED OUT?
8	REVENUES SOURCES
3-4 weeks	IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER
6 months	SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?
	IF SO HOW MUCH IN CURRENT PERIOD?
5%	IF SO , HOW MUCH FOR LAST YEAR?
60%	IF SO HOW MUCH FOR THE PREVIOUS YEAR?
95%	WHAT IS THE SOURCE OF THIS OTHER INCOME?
40%	
	FEE SCHEDULE
	ADULT PROPHY 01110
	TWO SURFACE ANTERIOR COMPOSITE 02331
	CORE BUILD-UP 02950
	CROWN - GOLD/PORCELAIN 02750
	ANTERIOR CANAL ROOT CANAL 03310
	PANORAMIC X-RAY 00330
	TWO SURFACE POSTERIOR COMPOSITE 02392
	CROWN - PORCELAIN CERAMIC 02740
8:30-5:00	LABIAL PORCELAIN VENEER 02962
8:30-5:00	BICUSPID ROOT CANAL 03320
8:30-5:00	AVERAGE OF FEES
8:30-12:00	PERCENT OF FEE PARITY
8:00-4:00	DEMOGRAPHIC DATA
	WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN
43891	WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA
33	APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES
	WITHIN
33	MAJOR EMPLOYERS IN AREA
2,000	
1,600	
200	DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA
50	
98%	
\$90,613	
\$14,122	
\$3,652	YEAR BEGINNING PRACTICE IN CITY
\$9,137	YEAR BEGINNING PRACTICE IN CURRENT LOCATION
\$6,974	RIGHT OR LEFT HANDED
\$70,848	PURCHASE OR SCRATCH START

	STAFF DATA			
	POSITION	YEAR HIRED	STAY	BENEFITS
20%	RECEPTIONIST	2010	Yes	
10%	OFFICE MANAGER			
2%	INSURANCE			
1%	OTHER FRONT DESK			
3%	BOOKKEEPER			
5%	ASSISTANT	2021	Yes	
35%	ASSISTANT			
10%	ASSISTANT			
3%	ASSISTANT			
5%	ASSISTANT			
4%	ASSISTANT			
1%	HYGIENIST	1997	Yes	
1%	HYGIENIST	2007	Yes	
	HYGIENIST	2021	Yes	
100%	HYGIENIST			
	LAB TECHNICIAN			
	LAB TECHNICIAN			
	ASSOCIATE			
No	ASSOCIATE			
	ASSOCIATE			
		5		
	WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?			
	COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE			
\$95				
\$170				
\$311	DO YOU HIRE ANY UNPAID FAMILY MEMBERS?			
\$1,057	WHAT POSITION DO THEY HOLD?			
\$689	WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?			
\$205				
\$1,057	ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS			
\$1,147	THAN THE NORMAL SALARY FOR THEIR POSITION?			
\$808	WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER			
\$615	COMPENSATION FOR EACH			
104%				
902,488				
193,494	COLLECTION CENTERS			
3				
5				
Navy Base				GROSS COLLECTIONS
				OWNER COLLECTIONS
				HYGIENIST COLLECTIONS
				ASSOCIATE COLLECTIONS
				ASSOCIATE COLLECTIONS
				ASSOCIATE COLLECTIONS
				ASSOCIATE COLLECTIONS
	ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT			
	HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT			
1983				
1986				
Right				
Purchase				

			CONFORMITY DATA
ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS	DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?
\$40,000	\$33.00	\$4,000	
			DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?
\$25,600	\$24.50	\$3,000	
			ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN
\$40,954	\$37.00	\$5,000	
\$22,130	\$36.00	\$2,000	ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN
\$10,000	\$34.00	\$1,000	
			DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?
			INSURANCE EXPLANATION
			TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD
			HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?
			HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?
			HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?
			HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?
Retirement plan, vaction and sick days, holiday pay daily and month			HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?
			TAXES AND LICENSES EXPLANATION
			TOTAL EXPENSE FOR TAXES
			HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?
No			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?
			PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE
1/1/2022-6/30/2022	2021	2020	Florida Blue
	\$584,422	\$591,053	Cigna
	\$464,822	\$472,841	Aetna
	\$119,600	\$118,210	
\$0	\$0		
\$0			

