



New Orleans Area		General Dentistry			
FINANCIAL DATA		FOR PRACTICE 9526			
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>				<b>\$</b>	<b>%</b>
EXPECTED GROSS COLLECTIONS			\$829,126	100.0%	
	HYGIENE COMPONENT		\$161,055	19.4%	
	DENTIST COMPONENT		\$668,070	80.6%	
	RETAINED SELLER				
	ASSOCIATE				
	PURCHASER		\$613,142	74.0%	
<b>VARIABLE EXPENSES</b>				<b>\$</b>	<b>%</b>
	WAGES, PAYROLL TAX, ETC.		\$343,581	41.4%	
	LABORATORY		\$36,534	4.4%	
	CLINICAL SUPPLIES		\$62,787	7.6%	
	OTHER VARIABLE EXPENSE		(\$123,282)	-14.9%	
			<b>TOTAL VARIABLE EXPENSE</b>	<b>\$319,620</b>	<b>38.5%</b>
<b>FIXED EXPENSES</b>				<b>\$</b>	<b>%</b>
	PHONE, UTILITIES		\$18,891	2.3%	
	LEGAL & ACCOUNTING		\$9,785	1.2%	
	INSURANCE		\$7,725	0.9%	
	OTHER FIXED EXPENSE		\$119,249	14.4%	
			<b>TOTAL FIXED EXPENSE</b>	<b>\$155,650</b>	<b>18.8%</b>
<b>DEBT SERVICE FOR PRACTICE AND BULDING</b>				<b>\$</b>	<b>%</b>
	INTEREST		\$80,497	9.7%	
	PRINCIPAL		\$71,244	8.6%	
			<b>TOTAL DEBT SERVICE</b>	<b>\$151,741</b>	<b>18.3%</b>
<b>SUMMARY</b>				<b>\$</b>	<b>%</b>
EXPECTED COLLECTIONS			\$829,126	100.0%	
EXPECTED EXPENSES			\$475,270	57.3%	
PRACTICE DEBT SERVICE			\$151,741	18.3%	
<b>PROJECTED NET INCOME AFTER EXPENSES &amp; DEBT / PERCENT OF PERSONAL PROD.</b>			<b>\$202,115</b>	<b>33%</b>	
PURCHASER PRODUCED PRODUCTION		PERCENTAGE OF GROSS	\$613,142	74.0%	
EQUITY INCREASE		% OF PERSONAL PRODUCTION	\$71,244	11.6%	
TAX SAVINGS FROM DEPRECIATION		% OF PERSONAL PRODUCTION	\$34,174	5.6%	
<b>TOTAL BENEFIT - CASH, TAX SAVINGS, EQUITY</b>		<b>% OF PERSONAL PRODUCTION</b>	<b>\$307,533</b>	<b>50%</b>	
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>				<b>\$</b>	<b>%</b>
PRACTICE SALES PRICE & PERCENT OF GROSS			\$615,000	77%	
WORKING CAPITAL			\$40,000		
TOTAL PRACTICE LOAN			\$655,000		
PRACTICE LOAN INTEREST RATE			6.00%		
PRACTICE LOAN TERM (MONTHS)			120		
MONTHLY PRACTICE PAYMENT			\$7,272	11%	
BUILDING PRICE			\$750,000		
MONTHLY BUILDING MORTGAGE PAYMENTS			\$5,373	1%	
ESTIMATED MONTHLY HYGIENE PROFIT			\$9,261	13%	
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$214,600		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$58,759	9%	
PURCHASER FIRST YEAR TAX SAVINGS			\$34,174		
TOTAL PURCHASER SALARY, PRACTICE PROFIT & TAX SAVINGS			\$307,533		
<b>LESS DEBT SERVICE FOR PRACTICE AND BULDING</b>			<b>(\$151,741)</b>		
<b>PRACTICE SALARY + PROFIT + TAX SAVINGS - DEBT SERVICE / PERSONAL PROD %</b>			<b>\$155,792</b>	<b>25%</b>	

New Orleans Area	
DATA FOR PRACTICE NUMBER	9526
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	4,000
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$6,100
PRICE PER SQUARE FOOT	\$18.30
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	20
PROXIMITY OF PARKING PLACES	On the property
# EQUIPPED OPS	6
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	4
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	4
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	750,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$9,074
ANNUAL REAL ESTATE INSURANCE COST	\$22,500
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	\$750,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$5,373
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$16.12
<b>WORK SCHEDULE</b>	
PLANS AFTER SALE OF PRACTICE	Relocation out of the area
DAYS/WEEK CURRENTLY WORKED	6.0
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>PRACTICE HISTORY</b>	
YEAR BEGINNING PRACTICE IN CITY	2001
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2013
RIGHT OR LEFT HANDED	Left
PURCHASE OR SCRATCH START	Scratch
DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Contacting patients by phone to reactivate
DESCRIBE EXTERNAL MARKETING	Mailers, Website, Ads with local newspapers
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes COVID and Hurricane Ida
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Recalls set at time of a hygiene appointment
WHAT TYPE COMPUTER SYSTEM	Dentrix
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	25
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	20
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	2-3 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	0%
% OF PATIENTS PAYING CASH	0%
% INCOME FROM INSURANCE	70%
% OF PATIENTS WITH INSURANCE	70%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	30%
% OF PATIENTS WITH MEDICAID	30%
% PRACTICE INCOME FROM REDUCED FEE PLANS	30%
% OF PATIENTS WITH REDUCED FEE PLANS	30%
<b>SCHEDULING DATA</b>	
MONDAY	12:00 PM - 7:00 PM
TUESDAY	9:00 AM - 5:00 PM
WEDNESDAY	9:00 AM - 5:00 PM
THURSDAY	12:00 PM - 7:00 PM
FRIDAY	8:00 AM - 1:00 PM
SATURDAY	8:00 AM - 12:00 PM
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	2,719
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	180
NUMBER OF WEEKS WORKED PER YEAR	48
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	90%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$51,381
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$5,378
ACCOUNTS RECEIVABLE >90 DAYS	\$11,339

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	23%
OPERATIVE	27%
PEDODONTICS	1%
ORTHODONTICS	1%
IMPLANTS	2%
REMOVABLE PROSTHETICS	23%
FIXED PROSTHETICS	3%
ENDODONTICS	1%
PERIODONTICS	6%
ORAL SURGERY	9%
COSMETIC	1%
TMJ TREATMENT	1%
DIAGNOSTIC	
OTHER	2%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Complex impacted third molars, Endodontics
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	\$106
TWO SURFACE ANTERIOR COMPOSITE 02331	\$222
CORE BUILD-UP 02950	\$295
CROWN - GOLD/PORCELAIN 02750	\$1,173
ANTERIOR CANAL ROOT CANAL 03310	\$769
PANORAMIC X-RAY 00330	\$126
TWO SURFACE POSTERIOR COMPOSITE 02392	\$232
CROWN - PORCELAIN CERAMIC 02740	\$1,264
LABIAL PORCELAIN VENEER 02962	\$1,256
BICUSPID ROOT CANAL 03320	\$887
AVERAGE OF FEES	\$633
PERCENT OF FEE PARITY	116%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	7,700
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	135,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Shell Oil Company, Bayer, Glazer, Bunge, Entergy, St. Charles Parish Government, St. Charles Parish Schools, Sewerage and Water Board Orleans and Jeffersn Parish Schools, Louis Armstrong International Airport
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	



