

COMMONWEALTH



TRANSITIONS

VIRGINIA'S LEADING DENTAL TRANSITION TEAM





DENTAL PRACTICE OVERVIEW

Well Run, Efficient Eastern Shore GP 35 minutes from Williamsburg!



Founded: 1987

Specialty: General Practice





GENERAL OVERVIEW

Sedation

Nitrous Oxide	Yes
Conscious Sedation / DOCS	No
IV Sedation	No
Mercury Free	Yes

Business Information

Incorporated?	Yes
How Practice Started	Startup

General

Practice Management System	Dentrix		
Recall System	Text/Email/		
Hours of Operation	Open	Lunch	Close
Monday	NA	NA	NA
Tuesday	8:00 A	1 Hour	5:00 P
Wednesday	8:00 A	1 Hour	5:00 P
Thursday	8:00 A	Select	5:00 P
Friday	8:00 A	1 Hour	5:00 P
Saturday	NA	NA	NA
Sunday	NA	NA	NA





REAL ESTATE

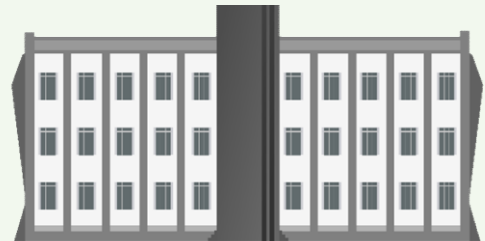


Building

Owned by Practice Owner	No
Available for Purchase	NA
Price	NA
ADA Accessible	Yes
Parking Spots	40

Current Lease

Term of Lease	Month to Month
Initial Date of Lease	6/1/1990
Monthly Rent	\$1,100
Square Feet	1100



Operatories by User

Dentist

Hygienist

Available
Plumbed

Available
Unplumbed



1



2



0



0

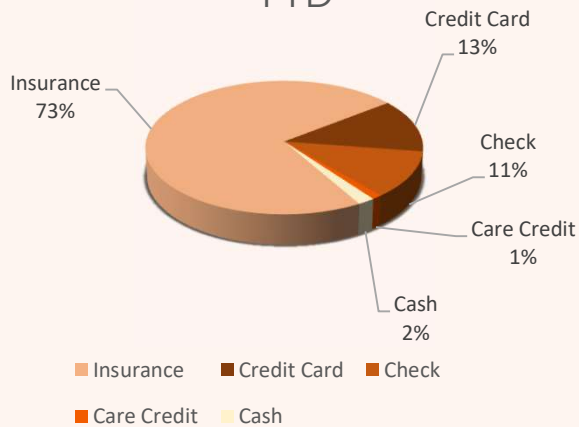
Dentist's dominant hand: **Left**



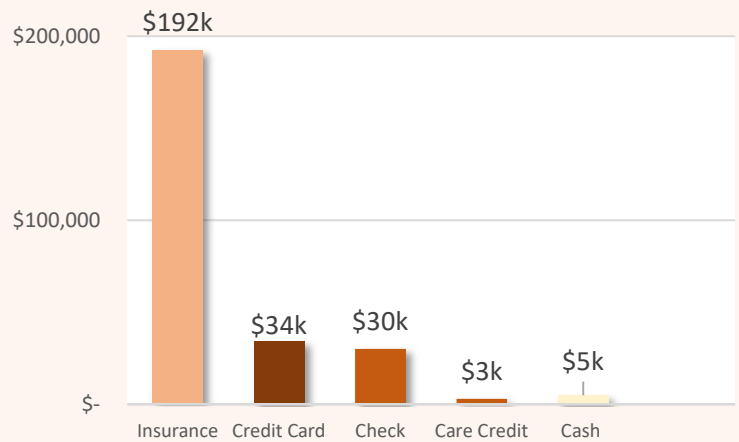


PATIENT INFORMATION

Patient Payments 2021 YTD



Patient Payments 2021 YTD



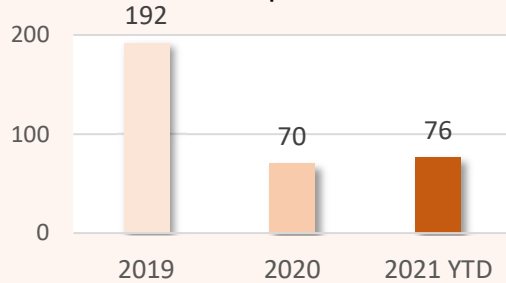
Total Estimated Active Patients

Patients (Last 24 Months)	6,484
Patients (Last 18 Months)	4,863
Patients (Last 12 Months)	3,242
Patients (Last 6 Months)	1,621
Avg. New Patients / Month	6

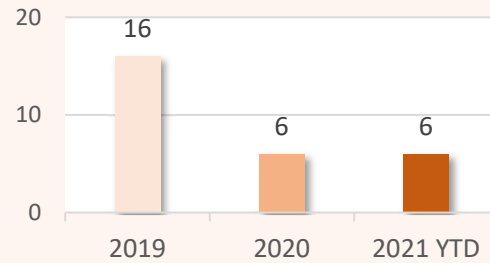


PATIENT INFORMATION CONT.

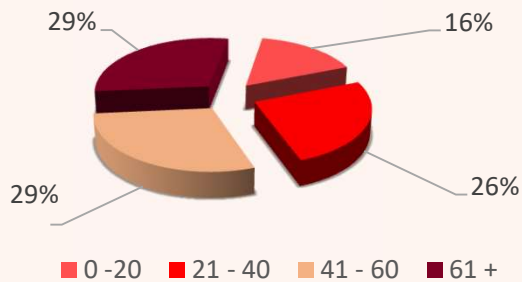
Number of New Patients per Year



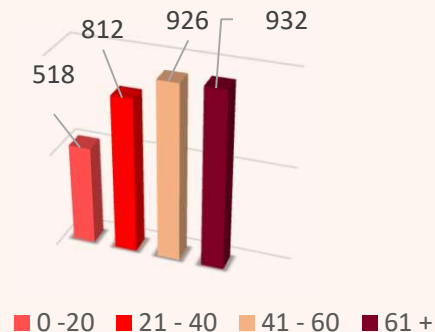
Average New Patients Per Month



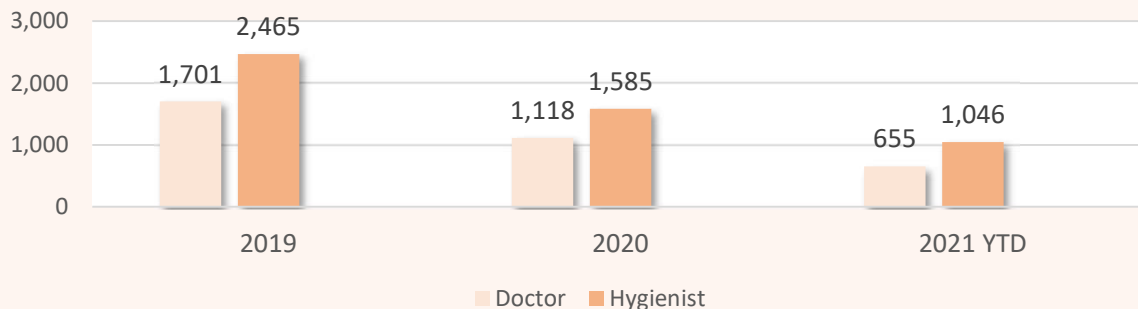
Age Group Percentage



Age Group Totals



Patient Visits Per Year by Provider Type





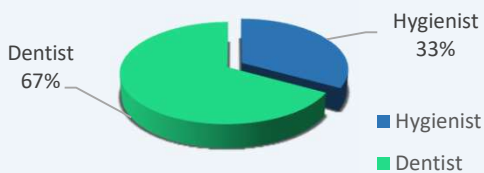
KPIs

Collections Data

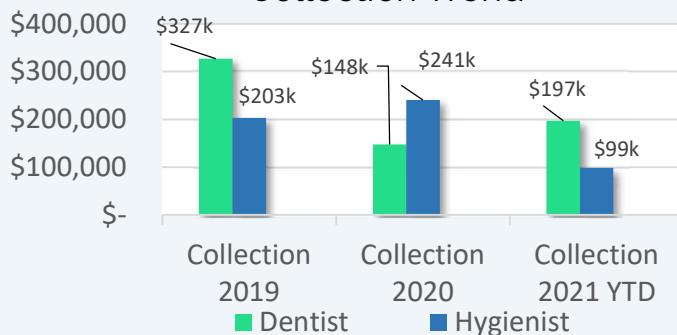
Collections from Hygiene 2021 YTD

\$99,221.00

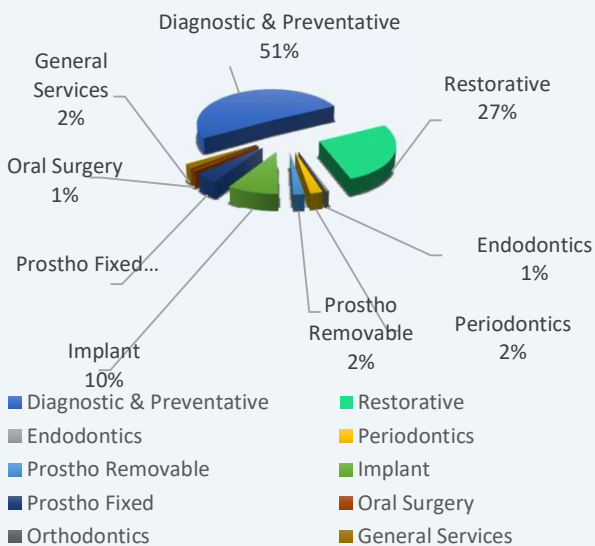
% = Total Amount
Collected by Provider of
100% of Collections



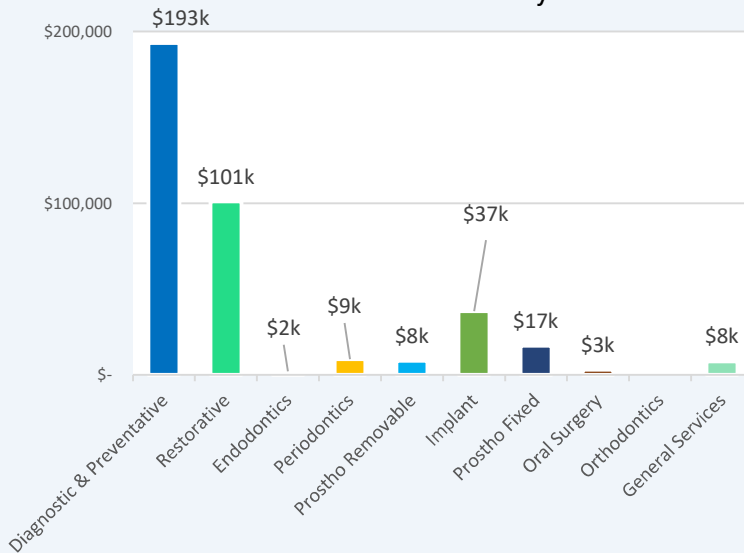
Collection Trend



2021 YTD Percentage of Production by Procedure



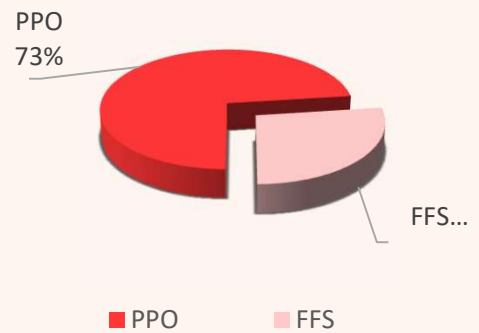
2021 YTD Production by Procedure



PAYER INFORMATION

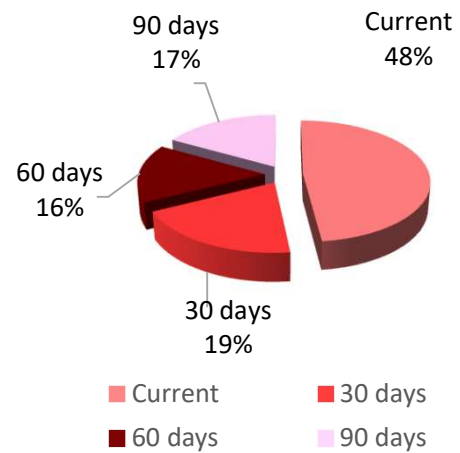
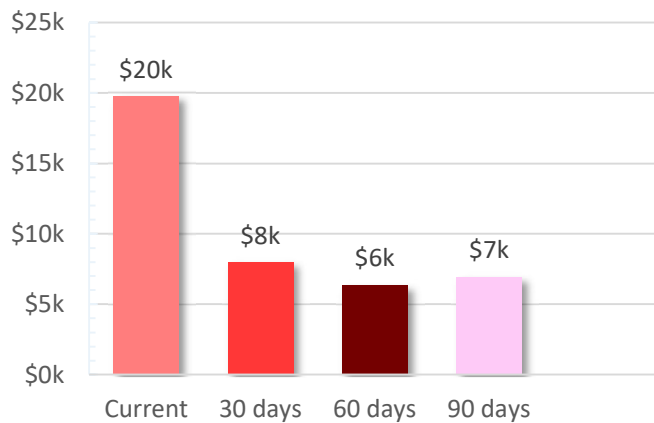
Insurance Companies

Payer Mix



Metlife United Concordia Delta Cigna

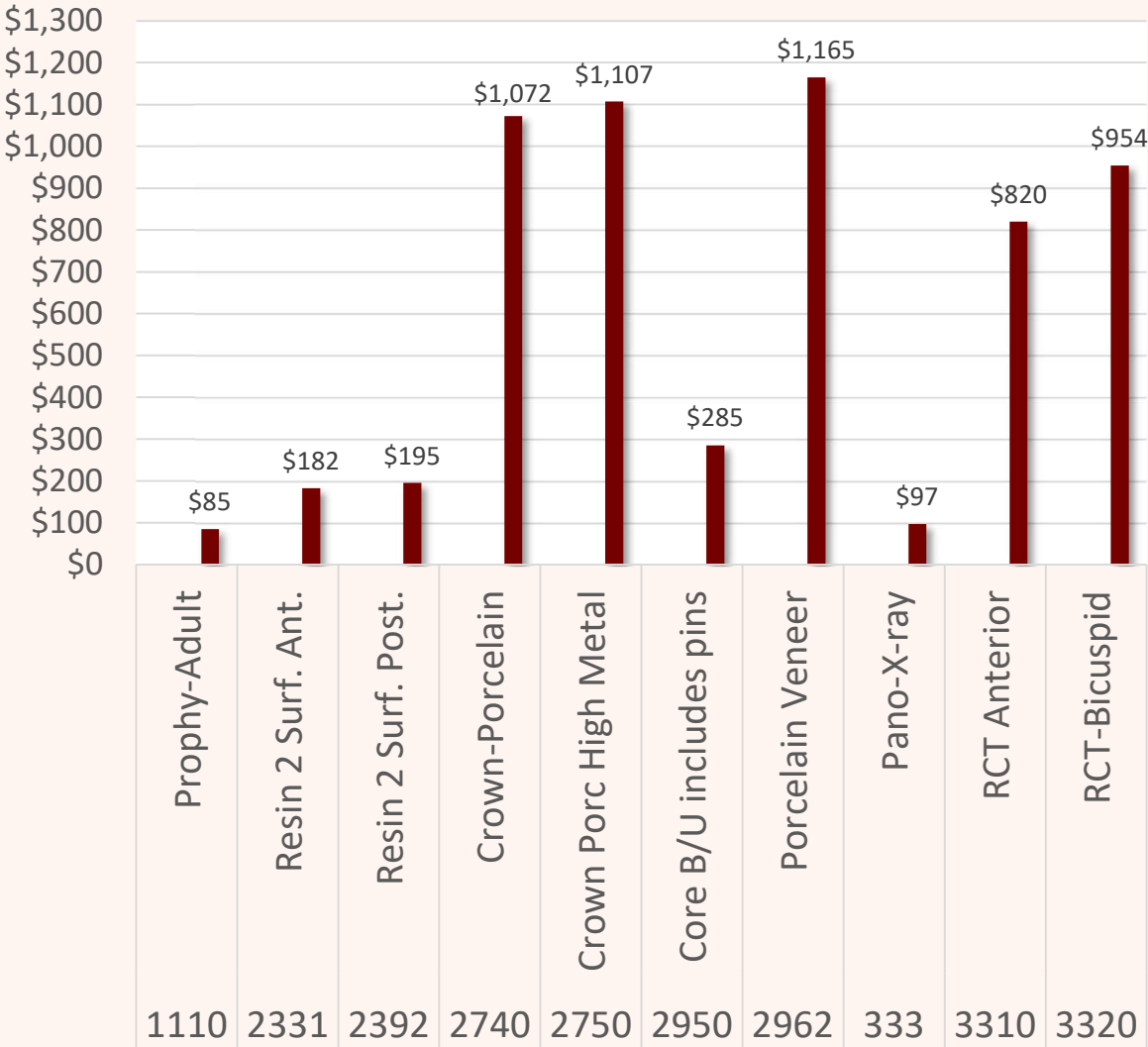
Accounts Receivable





PAYER INFORMATION CONT.

Current Fee Schedule



MISC.

Business Overview

Forgive Any Insurance Co-Payments?	No
Annual Owner Health Insurance:	\$0
Annual Staff Health Insurance	\$0
Annual Owner Life Insurance	\$0
Annual Owner Malpractice Insurance:	\$3,127
Annual Owner Personal Benefits:	\$3,687
Total Annual Expense For Insurance:	\$6,814
Annual Staff Payroll Tax:	\$27,318
Annual Owner Payroll Tax:	\$5,464
Total Annual Payroll Tax:	\$32,782
Annual Ad Valorem/ Property Taxes:	\$1,614
Annual Real Estate Taxes:	\$1,614
Total Annual Expenses For Taxes:	\$34,396
Annual Staff Pension Expense:	\$6,690
Annual Owner Pension Expense:	\$0
Total Annual Expenses For Pension:	\$6,690

Compliance

  Lawsuit Free Better Business Bureau	Compliant ✓ ✓ ✓ ✓
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Historical Income Statement

Revenue

	2018		2019		2020		2021	
	\$	%	\$	%	\$	%	\$	%
Owner Doctor 1	\$337,253	62%	\$328,368	62%	\$240,987	62%	\$394,250	67%
Owner Doctor 2	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Owner Doctor 3	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Associate 1	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Associate 2	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Associate 3	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Associate 4	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 1	\$206,703	38%	\$201,257	38%	\$147,702	38%	\$198,442	33%
Hygienist 2	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 3	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 4	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 5	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Practice Net Collections	\$543,956	100%	\$529,625	100%	\$388,689	100%	\$592,692	100%
<i>Growth Rate</i>				97%		73%		152%

Expenses

	2018		2019		2020		2021	
	\$	%	\$	%	\$	%	\$	%
Team Salaries & Wages	\$208,360	38%	\$218,636	41%	\$158,560	41%	\$180,588	30%
Doctor's Salary & Wages	\$126,882	23%	\$137,407	26%	\$134,362	35%	\$147,382	25%
Dental Supplies	\$42,142	8%	\$46,938	9%	\$33,616	9%	\$29,490	5%
Lab Bills	\$15,542	3%	\$19,087	4%	\$14,103	4%	\$19,614	3%
Rent	\$13,200	2%	\$13,200	2%	\$13,200	3%	\$13,200	2%
Repairs & Maintenance	\$5,523	1%	\$6,891	1%	\$2,100	1%	\$0	0%
Marketing & Advertising	\$1,650	0%	\$3,600	1%	\$0	0%	\$50	0%
Utilities	\$23,127	4%	\$18,146	3%	\$24,323	6%	\$10,862	2%
Insurance	\$7,349	1%	\$803	0%	\$3,736	1%	\$8,432	1%
Taxes, Licenses, and Fees	\$8,756	2%	\$6,389	1%	\$7,859	2%	\$29,026	5%
Auto & Travel	\$844	0%	\$500	0%	\$581	0%	\$174	0%
Other	\$2,017	0%	\$6,413	1%	\$11,756	3%	\$11,806	2%
Total Overhead	\$455,392	84%	\$478,010	90%	\$404,196	104%	\$450,624	76%



Proforma

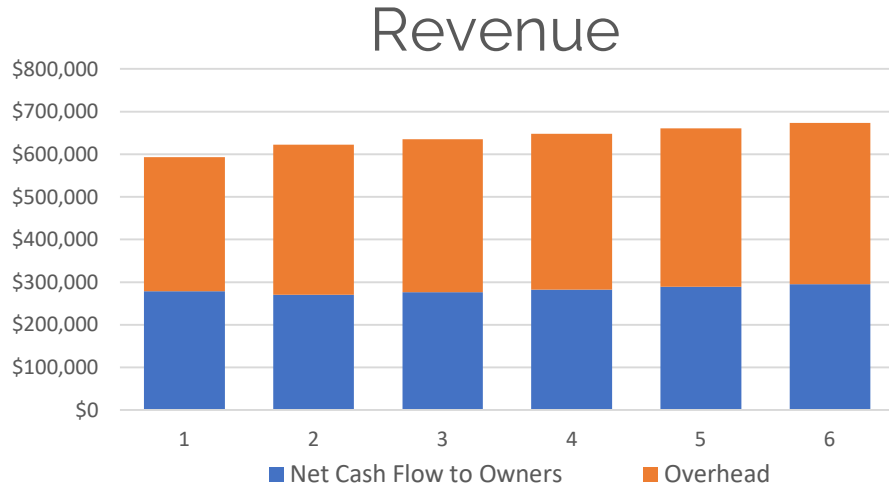
6/30/2021	\$		%		\$		%	
	Annualized	Year 1	Year 2	Year 3	Year 4	Year 5		
	Collections	\$592,692	\$622,327	\$634,773	\$647,469	\$660,418	\$673,626	
<i>Growth Rate</i>	0	5.0%	2.0%	2.0%	2.0%	2.0%		
Allocation of Collections								
Doctor Collections								
Owner Doctor 1	66.5%	70.0%	70.0%	70.0%	70.0%	70.0%		
Owner Doctor 2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Owner Doctor 3	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Total Doctor Collections	66.5%	70.0%	70.0%	70.0%	70.0%	70.0%		
Associate Collections								
Associate 1	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Associate 2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Associate 3	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Associate 4	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Total Associate Collections	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Hygienist Collections								
Hygienist 1	33.5%	30.0%	30.0%	30.0%	30.0%	30.0%		
Hygienist 2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Hygienist 3	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Hygienist 4	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Hygienist 5	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Total Hygienist Collections	33.5%	30.0%	30.0%	30.0%	30.0%	30.0%		
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		
Income Statement								
Income								
Doctor Collections								
Owner Doctor 1	\$394,250	\$435,629	\$444,341	\$453,228	\$462,293	\$471,538		
Owner Doctor 2	\$0	\$0	\$0	\$0	\$0	\$0		
Owner Doctor 3	\$0	\$0	\$0	\$0	\$0	\$0		
Total Doctor Collections	\$394,250	\$435,629	\$444,341	\$453,228	\$462,293	\$471,538		
Associate Collections								
Associate 1	\$0	\$0	\$0	\$0	\$0	\$0		
Associate 2	\$0	\$0	\$0	\$0	\$0	\$0		
Associate 3	\$0	\$0	\$0	\$0	\$0	\$0		
Associate 4	\$0	\$0	\$0	\$0	\$0	\$0		
Total Associate Collections	\$0	\$0	\$0	\$0	\$0	\$0		
Hygienist Collections								
Hygienist 1	\$198,442	\$186,698	\$190,432	\$194,241	\$198,125	\$202,088		
Hygienist 2	\$0	\$0	\$0	\$0	\$0	\$0		



Hygienist 3	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 4	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 5	\$0	\$0	\$0	\$0	\$0	\$0
Total Hygienist Collections	\$198,442	\$186,698	\$190,432	\$194,241	\$198,125	\$202,088
Refunds	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$592,692	\$622,327	\$634,773	\$647,469	\$660,418	\$673,626
Expenses						
Compensation						
Owner Doctor 1	\$118,275	\$130,689	\$133,302	\$135,968	\$138,688	\$141,462
Owner Doctor 2	\$0	\$0	\$0	\$0	\$0	\$0
Owner Doctor 3	\$0	\$0	\$0	\$0	\$0	\$0
Associate 1	\$0	\$0	\$0	\$0	\$0	\$0
Associate 2	\$0	\$0	\$0	\$0	\$0	\$0
Associate 3	\$0	\$0	\$0	\$0	\$0	\$0
Associate 4	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 1	\$79,377	\$74,679	\$76,173	\$77,696	\$79,250	\$80,835
Hygienist 2	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 3	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 4	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 5	\$0	\$0	\$0	\$0	\$0	\$0
Total Staff Expense	\$87,195	\$88,939	\$90,718	\$92,532	\$94,383	\$96,271
Dental Supplies	\$27,024	\$27,564	\$28,116	\$28,678	\$29,252	\$29,837
Lab Bills	\$19,614	\$20,006	\$20,406	\$20,815	\$21,231	\$21,655
Rent	\$13,200	\$13,464	\$13,733	\$14,008	\$14,288	\$14,574
Depreciation	\$0	\$8,971	\$8,971	\$8,971	\$8,971	\$8,971
Amortization	\$0	\$16,747	\$16,747	\$16,747	\$16,747	\$16,747
Marketing/Advertising	\$50	\$51	\$52	\$53	\$54	\$55
Office Supplies	\$2,466	\$2,515	\$2,566	\$2,617	\$2,669	\$2,723
Miscellaneous	\$84,908	\$86,606	\$88,338	\$90,105	\$91,907	\$93,745
Total Expenses	\$432,109	\$444,514	\$453,404	\$462,472	\$471,722	\$481,156
EBITDA	\$160,583	\$177,812	\$181,369	\$184,996	\$188,696	\$192,470
Depreciation	\$0	\$8,971	\$8,971	\$8,971	\$8,971	\$8,971
Amortization	\$0	\$16,747	\$16,747	\$16,747	\$16,747	\$16,747
EBIT	\$160,583	\$152,094	\$155,651	\$159,278	\$162,978	\$166,752
Net Interest Expense	\$770	\$12,086	\$11,024	\$9,919	\$8,768	\$7,571
Net Interest Income	\$0	\$0	\$0	\$0	\$0	\$0
Other Income/ (Expense)	\$0	\$0	\$0	\$0	\$0	\$0
Pre Tax Income	\$159,813	\$140,009	\$144,627	\$149,359	\$154,209	\$159,180
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0
Net Income (Loss)	\$159,813	\$140,009	\$144,627	\$149,359	\$154,209	\$159,180
Entrepreneurial Profit						
Net Income (Loss)	\$159,813	\$140,009	\$144,627	\$149,359	\$154,209	\$159,180
Depreciation	\$0	\$8,971	\$8,971	\$8,971	\$8,971	\$8,971
Amortization	\$0	\$16,747	\$16,747	\$16,747	\$16,747	\$16,747
Principal	\$0	\$26,064	\$27,125	\$28,231	\$29,381	\$30,578



Valuation Estimation						
0.00	\$0	\$0	\$0	\$0	\$0	\$0
0.10	\$16,058	\$17,781	\$18,137	\$18,500	\$18,870	\$19,247
Total Owner Compensation						
Owner Clinical Comp	\$118,275	\$130,689	\$133,302	\$135,968	\$138,688	\$141,462
Tax Impact	\$0	\$0	\$0	\$0	\$0	\$0
Entrepreneurial Profit	\$159,813	\$139,663	\$143,220	\$146,847	\$150,547	\$154,321
Net Cash Flow to Owners	\$278,088	\$270,352	\$276,522	\$282,815	\$289,235	\$295,782



Collections	\$592,692	\$622,327	\$634,773	\$647,469	\$660,418	\$673,626
Net Cash Flow to Owners	\$278,088	\$270,352	\$276,522	\$282,815	\$289,235	\$295,782
Overhead	\$314,604	\$351,975	\$358,251	\$364,653	\$371,183	\$377,844

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