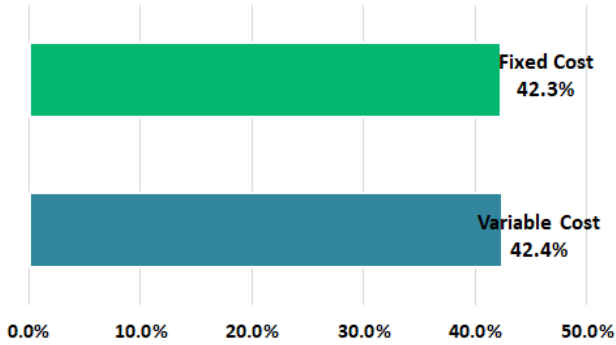


Phase 1



2016

2016 Practice Scorecard

New patients: 288
Net Production: \$1,041,012
Revenue (collection): \$954,288
Collection %: 92%
Hygiene Production: \$187,382
Hygiene Production %: 18%
Total Expenses Excluding Dr: \$808,032
Overhead % Excluding Dr: 85%
Overhead variance to target: 60% 25%
Assoc. Salaries: \$0
Owner Dr Salary/Distribution: \$132,000
Net Profit: \$14,256
Debt Service: \$90,780
Available Funds: (\$76,524)

Expense Breakdown	Practice Expense	Expense %	Industry Standard	Variance % (+/-)	Points
Staff Salaries	\$180,144	18.9%	16.0%	2.88%	2.88
Hygiene Salaries	\$98,568	10.3%	9.0%	1.33%	1.33
Payroll Taxes & Fees	\$25,680	2.7%	2.5%	0.19%	0.19
Fringe Benefits	\$0	0.0%	2.5%	-2.50%	-2.50
Total Payroll	\$304,392	31.9%	30.0%	1.90%	1.90
Lab Fees	\$103,812	10.9%	9.0%	1.88%	1.88
Dental Supplies	\$103,860	10.9%	5.0%	5.88%	5.88
Assoc. Dr Salaries	\$0	0.0%	N/A	N/A	No points
Owning Dr. Salary/Distributions	\$132,000	13.8%	N/A	N/A	No points
Total Doctor Salaries	\$132,000	13.8%	30.0%	-16.17%	No Points
Advertising	\$64,428	6.8%	4.5%	2.25%	2.25
Other Minor	\$17,292	1.8%	2.0%	-0.19%	-0.19
Other Expenses	\$65,184	6.8%	5.5%	1.33%	1.33
Insurance	\$11,448	1.2%	1.5%	-0.30%	-0.30
Legal & Accounting	\$7,800	0.8%	1.5%	-0.68%	-0.68
Office Expenses	\$30,888	3.2%	1.2%	2.04%	2.04
Facility & Equipment	\$97,464	10.2%	9.0%	1.21%	1.21
Telephone	\$1,464	0.2%	0.8%	-0.65%	-0.65