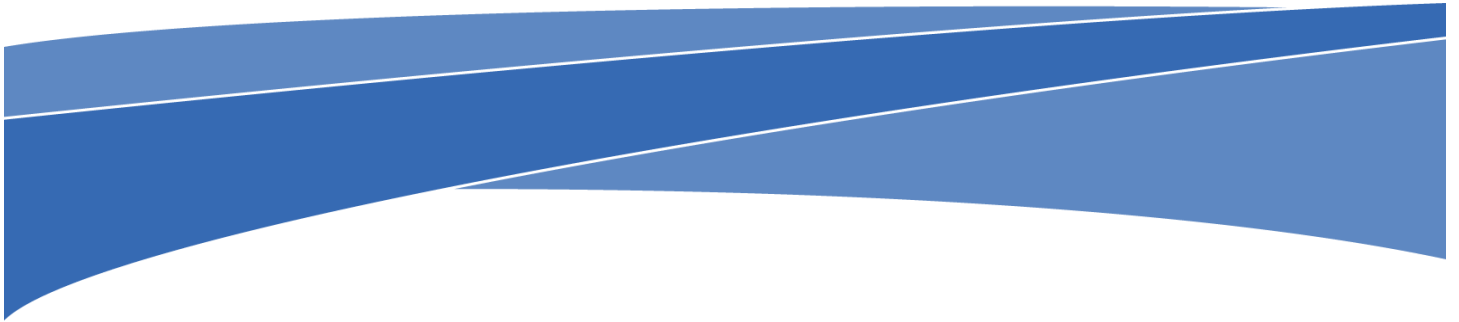


Qvinci Dental Group

Business Intelligence Package

For the Period Ending:
November 30, 2019



Reporting Entities

AA GL - Apple Family Dental; Bright Smiles Dentistry; Church Family Dental Clinic; Dallas Dental Group

prepared by
COMPANY NAME
COMPANY EMAIL
COMPANY PHONE

Annotations:

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Qvinci Dental Group
KPI - Month Over Month Analysis for Month Ending:
November 30, 2019

	Nov 2019	Nov 2018		Trend
PROFITABILITY				
Total Revenue	\$4,306,460	\$5,257,177	↓	-18%
Operating Profit Margin	55.8%	40%	↑	39%
Profitability Ratio	43%	35%	↑	22%
Gross Profit Margin	100%	100%	↑	0%
ACTIVITY				
Working Capital Ratio	11552%	11586%	↓	0%
Accounts Receivable Days	0	0	↓	-51%
Accounts Payable Days	7	11	↓	-39%
CASH				
Cash on Hand	\$29,089,281	\$29,089,281	↑	0%
Months of Cash Reserves	15.3	9.2	↑	66%
EFFICIENCY				
Return on Equity	68%	111%	↓	-38%
Return on Assets	2%	3%	↓	-25%
Return on Capital Employed	68%	111%	↓	-38%
ASSET USAGE				
Asset Turnover	68%	110%	↓	-38%
LIQUIDITY				
Quick Ratio	11552%	11586%	↓	0%
Current Ratio	11552%	11586%	↓	0%
DEBT				
Debt to Equity	1%	1%	↑	0%
Debt to Total Assets	1%	1%	↑	0%
VERTICAL ANALYSIS				
COGS	\$0	\$0	↑	0%
Gross Profit	\$4,306,460	\$5,257,177	↓	-18%
Total Expenses	\$1,903,435	\$3,153,912	↓	-40%
Net Income	\$1,855,822	\$1,855,822	↓	0%

ENTITIES IN THIS REPORT

AA GL - Apple Family Dental; Bright Smiles Dentistry; Church Family Dental Clinic; Dallas Dental Group

Qvinci Dental Group
KPI - Year Over Year Analysis as of:
November 30, 2019

	Jan 01, 2019-Nov 30, 2019	Jan 01, 2018-Nov 30, 2018		Trend
PROFITABILITY				
Total Revenue	\$50,877,665	\$47,136,151	↑	8%
Operating Profit Margin	47.1%	44%	↑	8%
Profitability Ratio	35%	38%	↓	-8%
Gross Profit Margin	100%	100%	↑	0%
ACTIVITY				
Working Capital Ratio	11552%	11586%	↓	0%
Accounts Receivable Days	1	2	↓	-35%
Accounts Payable Days	77	95	↓	-19%
CASH				
Cash on Hand	\$29,089,281	\$29,089,281	↑	0%
Months of Cash Reserves	1.1	1.1	↓	-2%
EFFICIENCY				
Return on Equity	808%	995%	↓	-19%
Return on Assets	23%	31%	↓	-26%
Return on Capital Employed	808%	995%	↓	-19%
ASSET USAGE				
Asset Turnover	801%	986%	↓	-19%
LIQUIDITY				
Quick Ratio	11552%	11586%	↓	0%
Current Ratio	11552%	11586%	↓	0%
DEBT				
Debt to Equity	1%	1%	↑	0%
Debt to Total Assets	1%	1%	↑	0%
VERTICAL ANALYSIS				
COGS	\$0	\$0	↑	0%
Gross Profit	\$50,877,665	\$47,136,151	↑	8%
Total Expenses	\$26,901,891	\$26,474,660	↑	2%
Net Income	\$17,731,963	\$17,939,617	↓	-1%

ENTITIES IN THIS REPORT

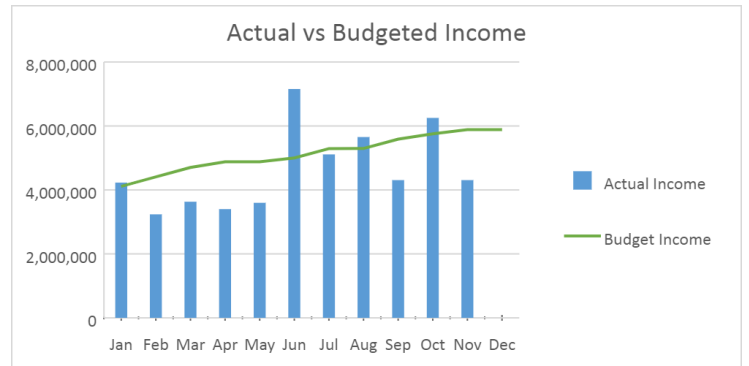
AA GL - Apple Family Dental; Bright Smiles Dentistry; Church Family Dental Clinic; Dallas Dental Group

Month-End Budget Report

November 30, 2019

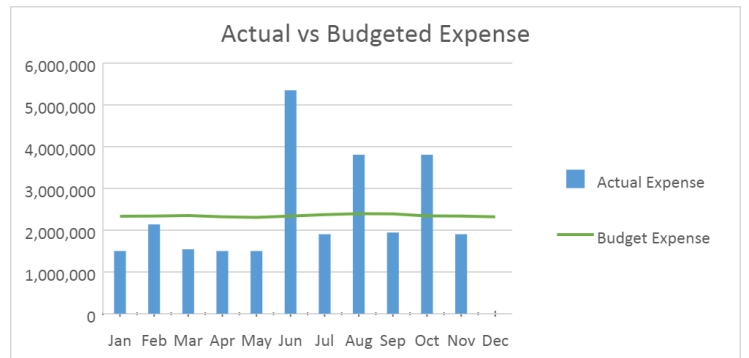
Revenue

Last Month	Over/Under Budget	% of Budget	YTD	Over/Under Budget	% of Budget
4,306,460	(1,579,149)	73%	50,877,665	(4,923,206)	91%



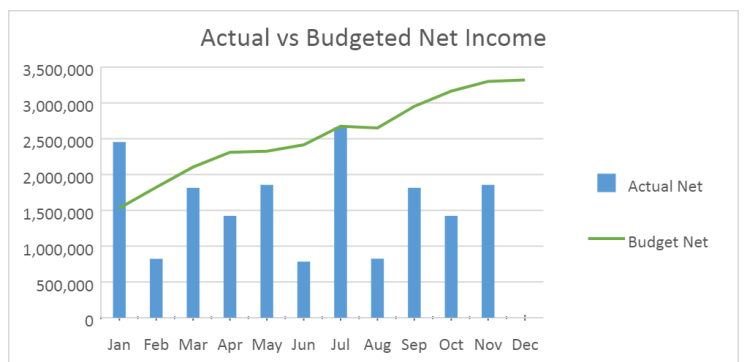
Expenses

Last Month	Over/Under Budget	% of Budget	YTD	Over/Under Budget	% of Budget
1,903,435	(433,325)	81%	26,901,891	1,074,106	104%



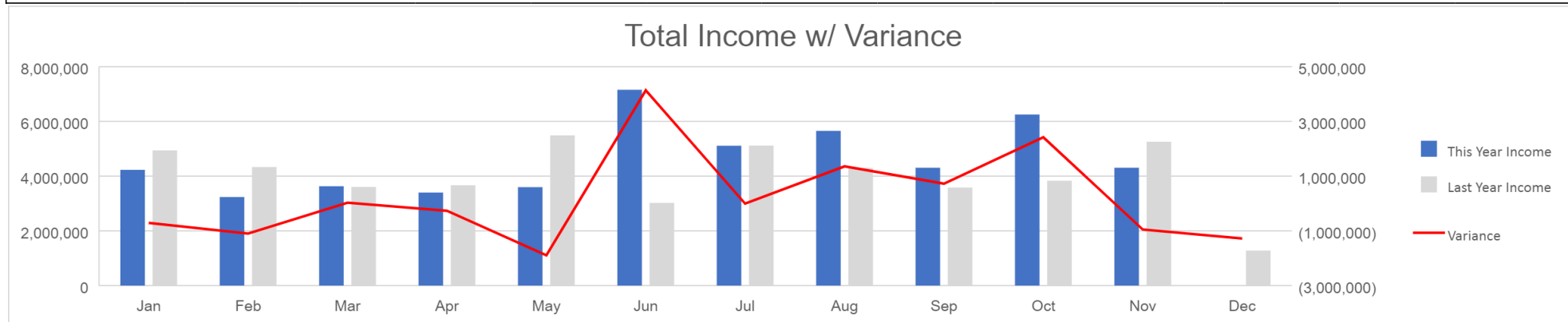
Net Income

Last Month	Over/Under Budget	% of Budget	YTD	Over/Under Budget	% of Budget
1,855,822	(1,445,583)	56%	17,731,963	(9,519,250)	65%



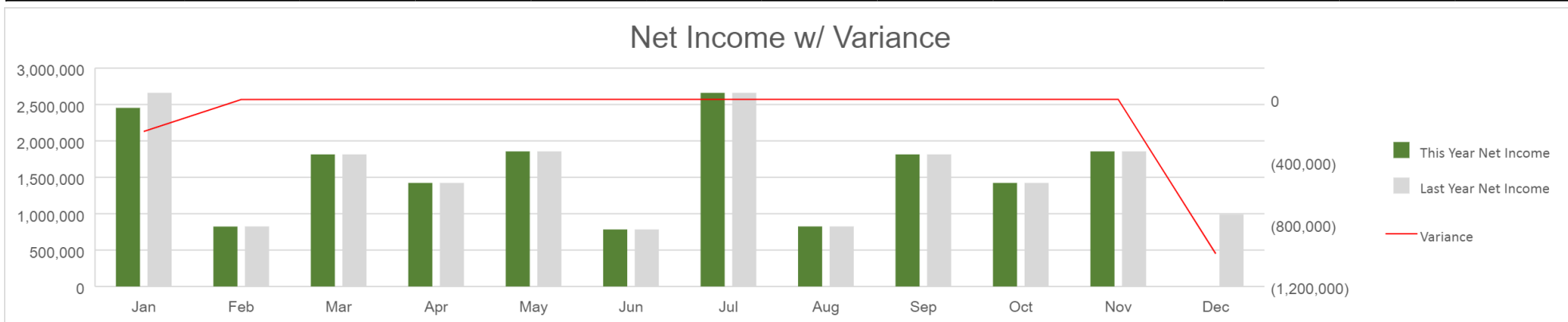
Total Income Analysis Year Over Year By Month

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Last Year Income	4,939,038	4,332,212	3,604,900	3,666,474	5,489,291	3,021,642	5,115,783	4,296,863	3,581,334	3,831,436	5,257,177	1,278,456
This Year Income	4,229,046	3,236,041	3,631,058	3,399,522	3,596,888	7,155,607	5,110,650	5,653,973	4,306,460	6,251,960	4,306,460	0
Variance	(709,993)	(1,096,171)	26,158	(266,952)	(1,892,403)	4,133,966	(5,134)	1,357,110	725,126	2,420,524	(950,717)	(1,278,456)



Net Income Analysis Year Over Year By Month

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Last Year Net Income	2,660,012	824,810	1,814,582	1,422,797	1,855,822	783,569	2,660,012	824,810	1,814,582	1,422,797	1,855,822	989,772
This Year Net Income	2,453,810	823,358	1,814,582	1,422,797	1,855,822	783,569	2,660,012	824,810	1,814,582	1,422,797	1,855,822	0
Variance	(206,202)	(1,452)	0	0	0	0	(0)	0	0	0	(0)	(989,772)



Entities In This Report

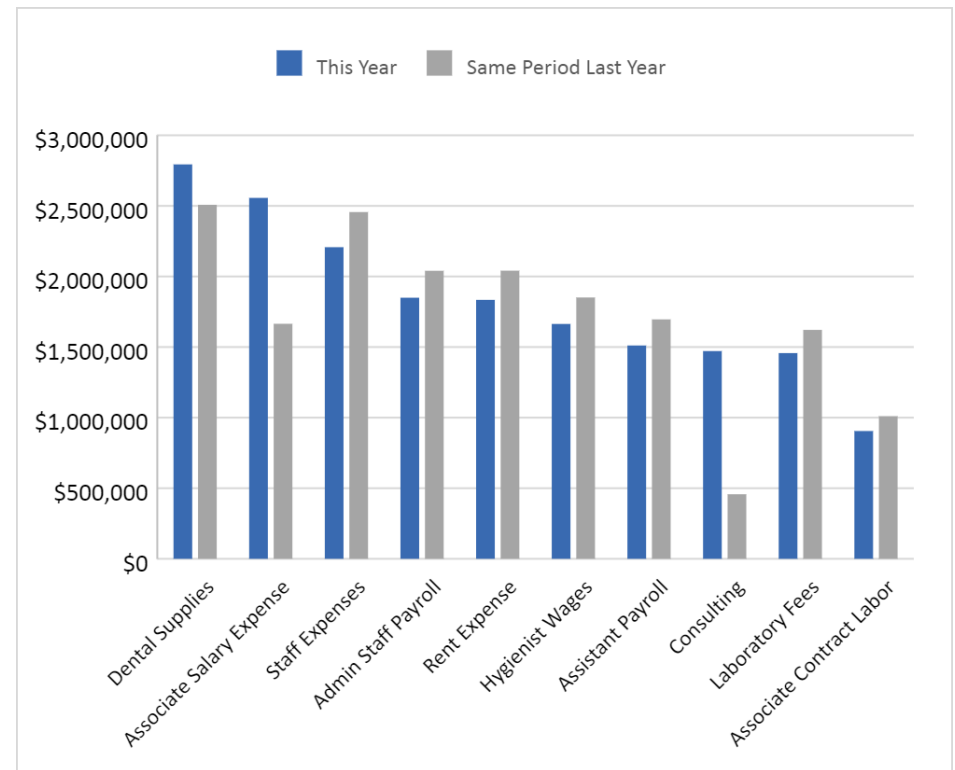
AA GL - Apple Family Dental; Bright Smiles Dentistry; Church Family Dental Clinic; Dallas Dental Group

Expense Account Analysis

Expenses YTD	Expenses Same Period Last Year	Diff
\$26,901,891	\$26,474,660	\$427,230

Year Over Year Top 10 Expenses by Account

Top 10 Expenses			
Accounts	This Year	Same Period Last Year	% Diff
Dental Supplies	\$2,793,836	\$2,507,640	10%
Associate Salary Expense	\$2,556,579	\$1,664,812	35%
Staff Expenses	\$2,207,317	\$2,456,216	-11%
Admin Staff Payroll	\$1,849,524	\$2,040,300	-10%
Rent Expense	\$1,834,296	\$2,041,133	-11%
Hygienist Wages	\$1,663,637	\$1,851,230	-11%
Assistant Payroll	\$1,511,055	\$1,695,991	-12%
Consulting	\$1,471,490	\$457,367	69%
Laboratory Fees	\$1,457,226	\$1,621,544	-11%
Associate Contract Labor	\$905,166	\$1,010,303	-12%



ENTITIES IN THIS REPORT

AA GL - Apple Family Dental; Bright Smiles Dentistry; Church Family Dental Clinic; Dallas Dental Group

Forecast Based on Prior Two Years Performance

Projected From The Last 90 Days Forward

Snapshot Metrics

Last Month Income	4,306,460
Last Month Expense	1,903,435
Last Month Net Income	1,855,822

Forward-looking Trend

	Actual		Projected			12 Month Trended Forecast
	YTD - YOY Variance	Last 90 Days	Next 1 - 90 Days	Next 91 - 180 Days	Next 181 - 270 Days	
Total Income	-3%	14,864,880	14,744,765	14,625,620	14,507,438	58,742,703
Total COGS	0%	0	0	0	0	0
Gross Profit	-3%	14,864,880	14,744,765	14,625,620	14,507,438	58,742,703
Total Expense	-6%	7,654,980	7,537,827	7,422,467	7,308,873	29,924,148
Net Ordinary Income	1%	7,209,900	7,219,161	7,228,434	7,237,718	28,895,213
Total Other Income	0%	0	0	0	0	0
Total Other Expense	-3%	2,116,698	2,100,416	2,084,259	2,068,226	8,369,599
Net Other Income	-3%	(2,116,698)	(2,100,416)	(2,084,259)	(2,068,226)	(8,369,599)
Net Income	1%	5,093,202	5,107,225	5,121,287	5,135,387	20,457,100

ENTITIES IN THIS REPORT

AA GL - Apple Family Dental; Bright Smiles Dentistry; Church Family Dental Clinic; Dallas Dental Group

**Qvinci Dental Group
Balance Sheet As of:
November 30, 2019**

Nov 2019

ASSETS

Current Assets

Checking/Savings

Bank

29,089,281.25

Total Checking/Savings

29,089,281.25

Accounts Receivable

Accounts Receivable

47,137,891.50

Total Accounts Receivable

47,137,891.50

Total Current Assets

76,227,172.75

TOTAL ASSETS

76,227,172.75

LIABILITIES & EQUITY

Current Liabilities

Accounts Payable

Accounts Payable

659,848.00

Total Accounts Payable

659,848.00

Total Current Liabilities

659,848.00

Total Liabilities

659,848.00

Equity

Capital Contributions

240,898.01

Net Income

17,731,962.98

Opening Balance Equity

1,812,360.20

Retained Earnings

55,782,103.56

Total Equity

75,567,324.75

TOTAL LIABILITIES & EQUITY

76,227,172.75

**Qvinci Dental Group
A/P Aging Summary As of:
December 24, 2019**

	Current	1 - 30	31 - 60	61 - 90	Over 90	Total
A/P Aging						
Premier Advertising			35,044.75	3,250.00	574,421.25	612,716.00
Uniforms Direct			2,695.75	250.00	44,186.25	47,132.00
Total A/P Aging			37,740.50	3,500.00	618,607.50	659,848.00

**Qvinci Dental Group
A/R Aging Summary As of:
December 24, 2019**

	Current	1 - 30	31 - 60	61 - 90	Over 90	Total
A/R Aging						
Billy Customer		412,405.00	412,405.00	412,405.00	8,660,505.00	9,897,720.00
Carlos Customer				597,987.25	5,381,885.25	5,979,872.50
Dan Customer					742,329.00	742,329.00
Sally Customer		1,031,012.50		1,031,012.50	12,372,150.00	14,434,175.00
Tina Customer	188,702.50	412,405.00	412,405.00	412,405.00	15,276,485.00	16,702,402.50
Total A/R Aging	188,702.50	1,855,822.50	824,810.00	2,453,809.75	42,433,354.25	47,756,499.00

Qvinci Dental Group
Profit & Loss - By Entity
For the Fiscal Year Ending:
November 30, 2019

	AA GL - Apple Family Dental	Bright Smiles Dentistry	Church Family Dental Clinic	Dallas Dental Group	Jan 01, 2019-Nov 30, 2019
Ordinary Income/Expense					
Income					
Fee for Service Income	4,022,367.14	10,691,451.86	16,089,468.56	16,592,264.45	47,395,552.01
Interest Income	6,951.09	18,476.00	27,804.36	28,673.25	81,904.69
Other Income	7,437.52	19,768.93	29,750.08	30,679.77	87,636.30
Patient Refunds	(26,484.65)	(70,396.20)	(105,938.60)	(109,249.18)	(312,068.63)
Product Sales	307,616.13	817,643.67	1,230,464.52	1,268,916.54	3,624,640.86
Total Income	4,317,887.23	11,476,944.26	17,271,548.92	17,811,284.82	50,877,665.23
Gross Profit	4,317,887.23	11,476,944.26	17,271,548.92	17,811,284.82	50,877,665.23
Expense					
Associate Costs					
Associate Benefits	1,149.08	3,054.25	4,596.32	4,739.96	13,539.61
Associate Contract Labor	76,819.64	204,186.60	307,278.56	316,881.02	905,165.82
Associate Payroll Taxes	7,065.79	18,780.87	28,263.16	29,146.38	83,256.20
Associate Pension Plan	497.32	1,321.88	1,989.28	2,051.45	5,859.92
Associate Salary Expense	216,971.85	576,711.18	867,887.40	895,008.88	2,556,579.31
Total Associate Costs	302,503.68	804,054.78	1,210,014.72	1,247,827.68	3,564,400.86
Business Expenses					
Accounting	22,387.49	59,505.95	89,549.96	92,348.40	263,791.80
Bank Service Charges	1,954.47	5,194.98	7,817.88	8,062.19	23,029.52
Billing Services	9,397.51	24,978.58	37,590.04	38,764.73	110,730.86
Business Taxes	19,207.15	51,052.61	76,828.60	79,229.49	226,317.85
Client Gifts	17.35	46.12	69.40	71.57	204.44
Computer Expenses	23,504.97	62,476.21	94,019.88	96,958.00	276,959.06
Consulting	124,882.44	331,937.53	499,529.76	515,140.07	1,471,489.79
Disposal Fees	2,173.95	5,778.36	8,695.80	8,967.54	25,615.65
Dues and Subscriptions	14,883.96	39,561.57	59,535.84	61,396.33	175,377.70
Insurance - General Liability	19,411.51	51,595.79	77,646.04	80,072.48	228,725.82
Insurance - Malpractice	14,139.27	37,582.18	56,557.08	58,324.49	166,603.02
Insurance - Warranty	1,722.46	4,578.30	6,889.84	7,105.15	20,295.75

	AA GL - Apple Family Dental	Bright Smiles Dentistry	Church Family Dental Clinic	Dallas Dental Group	Jan 01, 2019-Nov 30, 2019
Insurance - Worker's Comp	3,880.36	10,314.00	15,521.44	16,006.49	45,722.28
Interest Expense	60,736.03	161,436.37	242,944.12	250,536.12	715,652.64
Legal	5,546.00	14,741.27	22,184.00	22,877.25	65,348.52
Licenses and Permits	2,927.32	7,780.82	11,709.28	12,075.20	34,492.61
Management Fees	2,655.09	7,057.23	10,620.36	10,952.25	31,284.93
Merchant Service Fees	36,188.79	96,189.80	144,755.16	149,278.76	426,412.51
Office Expense	28,562.87	75,920.11	114,251.48	117,821.84	336,556.30
Office Supplies	13,886.99	36,911.62	55,547.96	57,283.83	163,630.40
Pension Plan Fee	708.45	1,883.06	2,833.80	2,922.36	8,347.67
Postage and Delivery	2,922.56	7,768.16	11,690.24	12,055.56	34,436.52
Printing and Reproduction	1,506.58	4,004.49	6,026.32	6,214.64	17,752.03
Reference Materials	116.70	310.19	466.80	481.39	1,375.08
Small Tools and Equipment	5,955.36	15,829.35	23,821.44	24,565.86	70,172.01
Uniforms	3,668.57	9,751.06	14,674.28	15,132.85	43,226.76
Total Business Expenses	422,944.20	1,124,185.68	1,691,776.80	1,744,644.83	4,983,551.51
Discretionary Expenses					
Automobile Expense	10,078.63	26,789.00	40,314.52	41,574.35	118,756.50
Charitable Contributions	3,218.13	8,553.79	12,872.52	13,274.79	37,919.23
Continuing Education	14,909.59	39,629.69	59,638.36	61,502.06	175,679.70
Meals and Entertainment	8,881.76	23,607.72	35,527.04	36,637.26	104,653.78
Other Promotion	2,605.64	6,925.79	10,422.56	10,748.27	30,702.26
Parking and Tolls	514.22	1,366.80	2,056.88	2,121.16	6,059.05
Staff Meetings and Training	3,545.95	9,425.13	14,183.80	14,627.04	41,781.93
Travel Expense	14,364.65	38,181.24	57,458.60	59,254.18	169,258.67
Total Discretionary Expenses	58,118.57	154,479.16	232,474.28	239,739.10	684,811.11
Facility & Equipment Expenses					
Equipment Rental	2,393.44	6,361.76	9,573.76	9,872.94	28,201.90
Janitorial Expense	6,147.90	16,341.12	24,591.60	25,360.09	72,440.71
Monthly Property Services	6,671.95	17,734.04	26,687.80	27,521.79	78,615.59
Property Taxes	7,833.05	20,820.25	31,332.20	32,311.33	92,296.83
Rent Expense	155,673.06	413,778.99	622,692.24	642,151.37	1,834,295.67
Repairs and Maintenance	11,458.37	30,456.35	45,833.48	47,265.78	135,013.97
Telephone Expense	11,602.56	30,839.60	46,410.24	47,860.56	136,712.96
Utilities	20,195.03	53,678.39	80,780.12	83,304.50	237,958.04
Total Facility & Equipment Expenses	221,975.36	590,010.51	887,901.44	915,648.36	2,615,535.67
Marketing Expenses					
Advertising and Promotion	51,301.79	136,360.16	205,207.16	211,619.88	604,488.99
Direct Mail	26,846.99	71,359.30	107,387.96	110,743.83	316,338.08
Internet and Website	40,107.44	106,605.58	160,429.76	165,443.19	472,585.97
Total Marketing Expenses	118,256.22	314,325.03	473,024.88	487,806.91	1,393,413.04

	AA GL - Apple Family Dental	Bright Smiles Dentistry	Church Family Dental Clinic	Dallas Dental Group	Jan 01, 2019-Nov 30, 2019
Payroll Expenses					
Admin Staff Payroll	156,965.50	417,214.30	627,862.00	647,482.69	1,849,524.49
Assistant Payroll	128,240.27	340,862.64	512,961.08	528,991.11	1,511,055.10
Employee Benefits	13,093.47	34,802.44	52,373.88	54,010.56	154,280.36
Hygienist Wages	141,189.56	375,281.85	564,758.24	582,406.94	1,663,636.59
Outsourced Services	17,961.43	47,741.48	71,845.72	74,090.90	211,639.53
Payroll Clearing	1,726.60	4,589.30	6,906.40	7,122.23	20,344.53
Payroll Service Fees	5,792.61	15,396.76	23,170.44	23,894.52	68,254.32
Payroll Taxes	56,246.40	149,502.93	224,985.60	232,016.40	662,751.33
Pension Plan	5,043.92	13,406.74	20,175.68	20,806.17	59,432.51
Prior Period Payroll Expense	1,171.54	3,113.95	4,686.16	4,832.60	13,804.26
Reimbursement	9.67	25.70	38.68	39.89	113.94
Salaries & Wages	18,280.80	48,590.37	73,123.20	75,408.30	215,402.67
Staff Expenses	187,330.61	497,924.76	749,322.44	772,738.77	2,207,316.58
Temporary Labor	20,982.71	55,772.04	83,930.84	86,553.68	247,239.27
Total Payroll Expenses	754,035.09	2,004,225.27	3,016,140.36	3,110,394.75	8,884,795.47
Variable Costs					
Dental Supplies	237,107.33	630,231.28	948,429.32	978,067.74	2,793,835.67
Laboratory Fees	123,671.88	328,719.86	494,687.52	510,146.51	1,457,225.76
Ortho/Implant Supplies	44,498.13	118,276.03	177,992.52	183,554.79	524,321.47
Total Variable Costs	405,277.34	1,077,227.17	1,621,109.36	1,671,769.03	4,775,382.90
Total Expense	2,283,110.46	6,068,507.60	9,132,441.84	9,417,830.66	26,901,890.56
Net Ordinary Income	2,034,776.77	5,408,436.66	8,139,107.08	8,393,454.16	23,975,774.67
Other Income/Expense					
Other Income	7,438	19,769	29,750	30,680	87,636
Total Other Income	0.00	0.00	0.00	0.00	0.00
Other Expense					
Owner Comp					
Owner Disability Ins	18,320.00	48,694.56	73,280.00	75,570.00	215,864.56
Owner Health Ins	15,000.00	39,870.00	60,000.00	61,875.00	176,745.00
Owner Life Ins	20,180.00	53,638.44	80,720.00	83,242.50	237,780.94
Owner Payroll Taxes	38,800.00	103,130.40	155,200.00	160,050.00	457,180.40
Owner Pension Plan	2,600.00	6,910.80	10,400.00	10,725.00	30,635.80
Owner Salary	435,000.00	1,156,230.00	1,740,000.00	1,794,375.00	5,125,605.00
Total Owner Comp	529,900.00	1,408,474.20	2,119,600.00	2,185,837.50	6,243,811.70
Total Other Expense	529,900.00	1,408,474.20	2,119,600.00	2,185,837.50	6,243,811.70

	AA GL - Apple Family Dental	Bright Smiles Dentistry	Church Family Dental Clinic	Dallas Dental Group	Jan 01, 2019-Nov 30, 2019
Net Other Income	(529,900.00)	(1,408,474.20)	(2,119,600.00)	(2,185,837.50)	(6,243,811.70)
Net Income	1,504,876.77	3,999,962.46	6,019,507.08	6,207,616.66	17,731,962.97

Qvinci Dental Group
Profit & Loss For the Month and Prior Period Ending:
November 30, 2019

	Nov 2019	Nov 2018	\$ Diff	% Diff
Ordinary Income/Expense				
Income				
Fee for Service Income	3,913,392.58	5,276,102.07	(1,362,709.49)	(34.8%)
Interest Income	5,334.28	11,559.71	(6,225.43)	(116.7%)
Other Income	5,707.57	12,368.62	(6,661.05)	(116.7%)
Patient Refunds	(20,324.38)	(44,043.79)	23,719.41	(116.7%)
Product Sales	402,349.86	1,190.79	401,159.07	99.7%
Total Income	4,306,459.91	5,257,177.40	(950,717.48)	(22.1%)
Gross Profit	4,306,459.91	5,257,177.40	(950,717.48)	(22.1%)
Expense				
Associate Costs				
Associate Benefits	29.22	63.39	(34.17)	(116.9%)
Associate Contract Labor	59,131.22	128,139.89	(69,008.67)	(116.7%)
Associate Payroll Taxes	5,422.30	11,750.36	(6,328.06)	(116.7%)
Associate Pension Plan	381.65	826.93	(445.28)	(116.7%)
Associate Salary Expense	215,268.46	211,153.36	4,115.09	1.9%
Total Associate Costs	280,232.85	351,933.94	(71,701.09)	(25.6%)
Business Expenses				
Accounting	17,180.20	37,230.27	(20,050.07)	(116.7%)
Bank Service Charges	1,499.86	3,250.34	(1,750.48)	(116.7%)
Billing Services	7,211.67	15,628.03	(8,416.36)	(116.7%)
Business Taxes	19,615.98	16,974.47	2,641.51	13.5%
Client Gifts	13.31	28.75	(15.44)	(115.9%)
Computer Expenses	18,037.77	39,088.57	(21,050.80)	(116.7%)
Consulting	144,598.86	58,009.24	86,589.61	59.9%
Disposal Fees	2,155.94	2,118.47	37.47	1.7%
Dues and Subscriptions	16,298.36	9,784.96	6,513.41	40.0%
Insurance - General Liability	19,772.82	17,314.29	2,458.52	12.4%
Insurance - Malpractice	15,726.89	8,546.56	7,180.32	45.7%
Insurance - Warranty	1,321.82	2,864.45	(1,542.63)	(116.7%)
Insurance - Worker's Comp	2,977.80	6,452.96	(3,475.16)	(116.7%)
Interest Expense	46,608.95	101,003.64	(54,394.69)	(116.7%)
Legal	4,256.02	9,222.91	(4,966.89)	(116.7%)
Licenses and Permits	2,246.43	4,868.15	(2,621.72)	(116.7%)
Management Fees	2,037.52	4,415.44	(2,377.93)	(116.7%)
Merchant Service Fees	27,771.35	60,181.67	(32,410.32)	(116.7%)
Office Expense	21,919.21	47,499.75	(25,580.54)	(116.7%)
Office Supplies	10,656.90	23,093.97	(12,437.07)	(116.7%)
Pension Plan Fee	543.67	1,178.06	(634.40)	(116.7%)
Postage and Delivery	2,242.78	4,860.25	(2,617.48)	(116.7%)
Printing and Reproduction	1,156.15	2,505.54	(1,349.39)	(116.7%)
Reference Materials	89.55	194.18	(104.63)	(116.8%)
Small Tools and Equipment	4,570.15	9,903.73	(5,333.57)	(116.7%)
Uniforms	2,239.71	4,853.65	(2,613.94)	(116.7%)
Total Business Expenses	392,749.66	491,072.31	(98,322.65)	(25.0%)
Discretionary Expenses				
Automobile Expense	7,734.36	16,760.61	(9,026.25)	(116.7%)
Charitable Contributions	2,469.60	5,351.72	(2,882.12)	(116.7%)

	Nov 2019	Nov 2018	\$ Diff	% Diff
Continuing Education	11,441.65	24,794.61	(13,352.97)	(116.7%)
Meals and Entertainment	6,815.88	14,770.34	(7,954.47)	(116.7%)
Other Promotion	1,999.58	4,333.20	(2,333.62)	(116.7%)
Parking and Tolls	394.61	855.09	(460.48)	(116.7%)
Staff Meetings and Training	2,721.17	5,896.92	(3,175.75)	(116.7%)
Travel Expense	11,023.47	23,888.27	(12,864.80)	(116.7%)
Total Discretionary Expenses	44,600.30	96,650.76	(52,050.46)	(116.7%)
Facility & Equipment Expenses				
Equipment Rental	1,836.73	3,980.30	(2,143.56)	(116.7%)
Janitorial Expense	4,717.91	10,223.87	(5,505.96)	(116.7%)
Monthly Property Services	5,120.07	11,095.46	(5,975.40)	(116.7%)
Property Taxes	6,011.10	13,026.22	(7,015.13)	(116.7%)
Rent Expense	119,463.83	258,883.23	(139,419.40)	(116.7%)
Repairs and Maintenance	8,793.18	19,055.11	(10,261.93)	(116.7%)
Telephone Expense	8,903.82	19,295.02	(10,391.19)	(116.7%)
Utilities	15,497.71	33,584.26	(18,086.55)	(116.7%)
Total Facility & Equipment Expenses	170,344.36	369,143.48	(198,799.12)	(116.7%)
Marketing Expenses				
Advertising and Promotion	36,683.19	79,494.13	(42,810.94)	(116.7%)
Direct Mail	18,875.78	40,904.80	(22,029.03)	(116.7%)
Internet and Website	28,476.33	61,709.46	(33,233.13)	(116.7%)
Total Marketing Expenses	84,035.30	182,108.39	(98,073.09)	(116.7%)
Payroll Expenses				
Admin Staff Payroll	120,266.61	246,074.99	(125,808.39)	(104.6%)
Assistant Payroll	98,411.85	227,810.64	(129,398.79)	(131.5%)
Employee Benefits	10,047.95	21,774.39	(11,726.44)	(116.7%)
Hygienist Wages	108,349.16	234,797.37	(126,448.20)	(116.7%)
Outsourced Services	13,783.64	29,869.79	(16,086.15)	(116.7%)
Payroll Clearing	1,325.00	2,871.28	(1,546.28)	(116.7%)
Payroll Service Fees	4,445.25	9,633.19	(5,187.94)	(116.7%)
Payroll Taxes	43,163.60	93,537.46	(50,373.86)	(116.7%)
Pension Plan	3,870.72	8,387.96	(4,517.25)	(116.7%)
Prior Period Payroll Expense	899.04	1,948.20	(1,049.16)	(116.7%)
Reimbursement	7.42	16.02	(8.60)	(115.9%)
Salaries & Wages	14,028.72	30,400.85	(16,372.13)	(116.7%)
Staff Expenses	143,757.90	311,529.56	(167,771.66)	(116.7%)
Temporary Labor	16,102.18	34,894.18	(18,792.00)	(116.7%)
Total Payroll Expenses	578,459.05	1,253,545.88	(675,086.84)	(116.7%)
Variable Costs				
Dental Supplies	223,959.36	129,791.51	94,167.85	42.0%
Laboratory Fees	94,906.06	205,665.55	(110,759.49)	(116.7%)
Ortho/Implant Supplies	34,147.96	74,000.07	(39,852.11)	(116.7%)
Total Variable Costs	353,013.38	409,457.13	(56,443.75)	(16.0%)
Total Expense	1,903,434.89	3,153,911.90	(1,250,477.00)	(65.7%)

Net Ordinary Income	2,403,025.02	2,103,265.50	299,759.52	12.5%
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Other Income/Expense

Other Income	5,707.57	12,368.62		
Total Other Income	0.00	0.00	0.00	100.0%

Other Expense

Owner Comp

Owner Disability Ins	8,625.16	4,312.58	4,312.58	50.0%
Owner Health Ins	11,783.00	5,891.50	5,891.50	50.0%

	Nov 2019	Nov 2018	\$ Diff	% Diff
Owner Life Ins	5,514.44	2,757.22	2,757.22	50.0%
Owner Payroll Taxes	46,896.34	20,973.74	25,922.60	55.3%
Owner Pension Plan	3,063.58	1,413.96	1,649.62	53.8%
Owner Salary	471,320.00	212,094.00	259,226.00	55.0%
Total Owner Comp	547,202.52	247,443.00	299,759.52	54.8%
Total Other Expense	547,202.52	247,443.00	299,759.52	54.8%
Net Other Income	(547,202.52)	(247,443.00)	(299,759.52)	54.8%
Net Income	1,855,822.50	1,855,822.50	(0.00)	(0.0%)

Qvinci Dental Group
Profit & Loss - Year Over Year
November 30, 2019

	Jan 01, 2019- Nov 30, 2019	Jan 01, 2018- Nov 30, 2018	\$ Diff	% Diff
Ordinary Income/Expense				
Income				
Fee for Service Income	47,395,552.01	47,285,359.99	110,192.02	0.23%
Interest Income	81,904.69	91,140.68	(9,235.99)	-11.28%
Other Income	87,636.30	97,518.58	(9,882.28)	-11.28%
Patient Refunds	(312,068.63)	(347,257.62)	35,188.99	-11.28%
Product Sales	3,624,640.86	9,389.17	3,615,251.69	99.74%
Total Income	50,877,665.23	47,136,150.80	3,741,514.43	7.35%
Gross Profit	50,877,665.23	47,136,150.80	3,741,514.43	7.35%
Expense				
Associate Costs				
Associate Benefits	13,539.61	499.60	13,040.01	96.31%
Associate Contract Labor	905,165.82	1,010,302.82	(105,137.00)	-11.62%
Associate Payroll Taxes	83,256.20	92,644.31	(9,388.11)	-11.28%
Associate Pension Plan	5,859.92	6,519.89	(659.97)	-11.26%
Associate Salary Expense	2,556,579.31	1,664,812.41	891,766.90	34.88%
Total Associate Costs	3,564,400.86	2,774,779.02	789,621.84	22.15%
Business Expenses				
Accounting	263,791.80	293,537.51	(29,745.71)	-11.28%
Bank Service Charges	23,029.52	25,626.97	(2,597.44)	-11.28%
Billing Services	110,730.86	123,217.19	(12,486.33)	-11.28%
Business Taxes	226,317.85	133,833.08	92,484.77	40.86%
Client Gifts	204.44	227.06	(22.62)	-11.07%
Computer Expenses	276,959.06	308,188.72	(31,229.66)	-11.28%
Consulting	1,471,489.79	457,366.81	1,014,122.98	68.92%
Disposal Fees	25,615.65	16,702.99	8,912.66	34.79%
Dues and Subscriptions	175,377.70	77,148.37	98,229.33	56.01%
Insurance - General Liability	228,725.82	136,512.18	92,213.64	40.32%
Insurance - Malpractice	166,603.02	67,384.27	99,218.75	59.55%
Insurance - Warranty	20,295.75	22,584.48	(2,288.73)	-11.28%
Insurance - Worker's Comp	45,722.28	50,877.58	(5,155.30)	-11.28%
Interest Expense	715,652.64	796,350.64	(80,698.00)	-11.28%
Legal	65,348.52	72,716.66	(7,368.15)	-11.28%
Licenses and Permits	34,492.61	38,382.30	(3,889.69)	-11.28%
Management Fees	31,284.93	34,813.11	(3,528.18)	-11.28%
Merchant Service Fees	426,412.51	474,495.05	(48,082.53)	-11.28%
Office Expense	336,556.30	374,506.16	(37,949.86)	-11.28%
Office Supplies	163,630.40	182,081.87	(18,451.47)	-11.28%
Pension Plan Fee	8,347.67	9,288.54	(940.87)	-11.27%
Postage and Delivery	34,436.52	38,319.97	(3,883.44)	-11.28%
Printing and Reproduction	17,752.03	19,754.44	(2,002.40)	-11.28%
Reference Materials	1,375.08	1,530.85	(155.77)	-11.33%
Small Tools and Equipment	70,172.01	78,084.76	(7,912.76)	-11.28%
Uniforms	43,226.76	47,105.14	(3,878.37)	-8.97%
Total Business Expenses	4,983,551.51	3,880,636.67	1,102,914.84	22.13%
Discretionary Expenses				
Automobile Expense	118,756.50	132,147.29	(13,390.79)	-11.28%
Charitable Contributions	37,919.23	42,195.04	(4,275.82)	-11.28%

	Jan 01, 2019- Nov 30, 2019	Jan 01, 2018- Nov 30, 2018	\$ Diff	% Diff
Continuing Education	175,679.70	195,489.99	(19,810.29)	-11.28%
Meals and Entertainment	104,653.78	116,455.04	(11,801.26)	-11.28%
Other Promotion	30,702.26	34,164.34	(3,462.08)	-11.28%
Parking and Tolls	6,059.05	6,742.12	(683.06)	-11.27%
Staff Meetings and Training	41,781.93	46,493.60	(4,711.67)	-11.28%
Travel Expense	169,258.67	188,343.95	(19,085.28)	-11.28%
Total Discretionary Expenses	684,811.11	762,031.36	(77,220.25)	-11.28%
Facility & Equipment Expenses				
Equipment Rental	28,201.90	31,381.90	(3,180.00)	-11.28%
Janitorial Expense	72,440.71	80,608.92	(8,168.21)	-11.28%
Monthly Property Services	78,615.59	87,480.64	(8,865.06)	-11.28%
Property Taxes	92,296.83	102,704.05	(10,407.22)	-11.28%
Rent Expense	1,834,295.67	2,041,132.56	(206,836.90)	-11.28%
Repairs and Maintenance	135,013.97	150,237.73	(15,223.75)	-11.28%
Telephone Expense	136,712.96	152,129.25	(15,416.29)	-11.28%
Utilities	237,958.04	264,790.64	(26,832.60)	-11.28%
Total Facility & Equipment Expenses	2,615,535.67	2,910,465.69	(294,930.02)	-11.28%
Marketing Expenses				
Advertising and Promotion	604,488.99	679,784.95	(75,295.96)	-12.46%
Direct Mail	316,338.08	349,020.12	(32,682.04)	-10.33%
Internet and Website	472,585.97	521,889.22	(49,303.25)	-10.43%
Total Marketing Expenses	1,393,413.04	1,550,694.29	(157,281.25)	-11.29%
Payroll Expenses				
Admin Staff Payroll	1,849,524.49	2,040,300.45	(190,775.96)	-10.31%
Assistant Payroll	1,511,055.10	1,695,991.17	(184,936.07)	-12.24%
Employee Benefits	154,280.36	171,677.49	(17,397.13)	-11.28%
Hygienist Wages	1,663,636.59	1,851,230.19	(187,593.61)	-11.28%
Outsourced Services	211,639.53	235,504.58	(23,865.05)	-11.28%
Payroll Clearing	20,344.53	22,638.32	(2,293.80)	-11.27%
Payroll Service Fees	68,254.32	75,951.57	(7,697.24)	-11.28%
Payroll Taxes	662,751.33	737,484.18	(74,732.85)	-11.28%
Pension Plan	59,432.51	66,133.97	(6,701.46)	-11.28%
Prior Period Payroll Expense	13,804.26	15,360.55	(1,556.30)	-11.27%
Reimbursement	113.94	126.43	(12.49)	-10.96%
Salaries & Wages	215,402.67	239,691.79	(24,289.12)	-11.28%
Staff Expenses	2,207,316.58	2,456,215.72	(248,899.14)	-11.28%
Temporary Labor	247,239.27	275,118.44	(27,879.17)	-11.28%
Total Payroll Expenses	8,884,795.47	9,883,424.87	(998,629.40)	-11.24%
Variable Costs				
Dental Supplies	2,793,835.67	2,507,639.80	286,195.87	10.24%
Laboratory Fees	1,457,225.76	1,621,544.29	(164,318.53)	-11.28%
Ortho/Implant Supplies	524,321.47	583,444.32	(59,122.85)	-11.28%
Total Variable Costs	4,775,382.90	4,712,628.41	62,754.49	1.31%
Total Expense	26,901,890.56	26,474,660.31	427,230.25	1.59%

Net Ordinary Income	23,975,774.67	20,661,490.49	3,314,284.18	13.82%
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Other Income/Expense

Other Income	87,636.30	97,518.58		
Total Other Income	0.00	0.00	0.00	100.00%

Other Expense

Owner Comp

Owner Disability Ins	215,864.56	47,438.36	168,426.20	78.02%
Owner Health Ins	176,745.00	64,806.50	111,938.50	63.33%
Owner Life Ins	237,780.94	30,329.44	207,451.50	87.24%

	Jan 01, 2019- Nov 30, 2019	Jan 01, 2018- Nov 30, 2018	\$ Diff	% Diff
Owner Payroll Taxes	457,180.40	230,711.14	226,469.26	49.54%
Owner Pension Plan	30,635.80	15,553.56	15,082.24	49.23%
Owner Salary	5,125,605.00	2,333,034.00	2,792,571.00	54.48%
Total Owner Comp	6,243,811.70	2,721,873.00	3,521,938.70	56.41%
Total Other Expense	6,243,811.70	2,721,873.00	3,521,938.70	56.41%
Net Other Income	(6,243,811.70)	(2,721,873.00)	(3,521,938.70)	56.41%
Net Income	17,731,962.97	17,939,617.49	(207,654.52)	-1.17%

Qvinci Dental Group
Profit & Loss - Trailing Twelve Months As of:
November 30, 2019

	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 01, 2018-Nov 30, 2019
Income													
Fee for Service Income	1,278,456	4,237,779	3,247,869	3,639,791	3,408,255	3,605,621	6,378,206	4,717,582	4,867,838	3,913,393	5,465,825	3,913,393	48,674,008
Interest Income	0	5,334	7,225	5,334	5,334	5,334	16,003	5,334	10,669	5,334	10,669	5,334	81,905
Other Income	0	5,708	7,730	5,708	5,708	5,708	17,123	5,708	11,415	5,708	11,415	5,708	87,636
Patient Refunds	0	(20,324)	(27,527)	(20,324)	(20,324)	(20,324)	(60,973)	(20,324)	(40,649)	(20,324)	(40,649)	(20,324)	(312,069)
Product Sales	0	550	744	550	550	550	805,249	402,350	804,700	402,350	804,700	402,350	3,624,641
Total Income	1,278,456	4,229,046	3,236,041	3,631,058	3,399,522	3,596,888	7,155,607	5,110,650	5,653,973	4,306,460	6,251,960	4,306,460	52,156,121
Gross Profit	1,278,456	4,229,046	3,236,041	3,631,058	3,399,522	3,596,888	7,155,607	5,110,650	5,653,973	4,306,460	6,251,960	4,306,460	52,156,121
Expense													
Associate Costs													
Associate Benefits	0	(1,279)	40	29	29	14,428	88	29	58	29	58	29	13,540
Associate Contract Labor	0	59,131	77,329	59,131	59,131	59,131	177,394	59,131	118,262	59,131	118,262	59,131	905,166
Associate Payroll Taxes	0	5,422	7,344	5,422	5,422	5,422	16,267	5,422	10,845	5,422	10,845	5,422	83,256
Associate Pension Plan	0	382	517	382	382	382	1,145	382	763	382	763	382	5,860
Associate Salary Expense	0	97,438	131,971	97,438	97,438	97,438	527,975	215,268	430,537	215,268	430,537	215,268	2,556,579
Total Associate Costs	0	161,095	217,200	162,403	162,403	176,802	722,869	280,233	560,466	280,233	560,466	280,233	3,564,401
Business Expenses													
Accounting	0	17,180	23,269	17,180	17,180	17,180	51,541	17,180	34,360	17,180	34,360	17,180	263,792
Bank Service Charges	0	1,500	2,032	1,500	1,500	1,500	4,500	1,500	3,000	1,500	3,000	1,500	23,030
Billing Services	0	7,212	9,768	7,212	7,212	7,212	21,635	7,212	14,423	7,212	14,423	7,212	110,731
Business Taxes	0	7,833	10,609	7,833	7,833	7,833	47,065	19,616	39,232	19,616	39,232	19,616	226,318
Client Gifts	0	13	18	13	13	13	40	13	27	13	27	13	204
Computer Expenses	0	18,038	24,430	18,038	18,038	18,038	54,113	18,038	36,076	18,038	36,076	18,038	276,959
Consulting	0	26,769	36,256	26,769	26,769	26,769	315,967	144,599	289,198	144,599	289,198	144,599	1,471,490
Disposal Fees	0	978	1,324	978	978	978	5,290	2,156	4,312	2,156	4,312	2,156	25,616
Dues and Subscriptions	0	4,515	6,116	4,515	4,515	4,515	37,112	16,298	32,597	16,298	32,597	16,298	175,378
Insurance - General Liability	0	7,990	10,821	7,990	7,990	7,990	47,535	19,773	39,546	19,773	39,546	19,773	228,726
Insurance - Malpractice	0	3,944	5,342	3,944	3,944	3,944	35,398	15,727	31,454	15,727	31,454	15,727	166,603
Insurance - Warranty	0	1,322	1,790	1,322	1,322	1,322	3,965	1,322	2,644	1,322	2,644	1,322	20,296
Insurance - Worker's Comp	0	2,978	4,033	2,978	2,978	2,978	8,933	2,978	5,956	2,978	5,956	2,978	45,722
Interest Expense	0	46,609	63,127	46,609	46,609	46,609	139,827	46,609	93,218	46,609	93,218	46,609	715,653
Legal	0	4,256	5,764	4,256	4,256	4,256	12,768	4,256	8,512	4,256	8,512	4,256	65,349
Licenses and Permits	0	2,246	3,043	2,246	2,246	2,246	6,739	2,246	4,493	2,246	4,493	2,246	34,493

	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 01, 2018-Nov 30, 2019
Management Fees	0	2,038	2,760	2,038	2,038	2,038	6,113	2,038	4,075	2,038	4,075	2,038	31,285
Merchant Service Fees	0	27,771	37,614	27,771	27,771	27,771	83,314	27,771	55,543	27,771	55,543	27,771	426,413
Office Expense	0	21,919	29,687	21,919	21,919	21,919	65,758	21,919	43,838	21,919	43,838	21,919	336,556
Office Supplies	0	10,657	14,434	10,657	10,657	10,657	31,971	10,657	21,314	10,657	21,314	10,657	163,630
Pension Plan Fee	0	544	736	544	544	544	1,631	544	1,087	544	1,087	544	8,348
Postage and Delivery	0	2,243	3,038	2,243	2,243	2,243	6,728	2,243	4,486	2,243	4,486	2,243	34,437
Printing and Reproduction	0	1,156	1,566	1,156	1,156	1,156	3,468	1,156	2,312	1,156	2,312	1,156	17,752
Reference Materials	0	90	121	90	90	90	269	90	179	90	179	90	1,375
Small Tools and Equipment	0	4,570	6,190	4,570	4,570	4,570	13,710	4,570	9,140	4,570	9,140	4,570	70,172
Uniforms	2,946	2,240	3,034	5,185	2,240	2,240	9,665	2,240	4,479	5,185	4,479	2,240	46,173
Total Business Expenses	2,946	226,609	306,921	229,555	226,609	226,609	1,015,054	392,750	785,499	395,695	785,499	392,750	4,986,497
Discretionary Expenses													
Automobile Expense	0	7,734	10,475	7,734	7,734	7,734	23,203	7,734	15,469	7,734	15,469	7,734	118,756
Charitable Contributions	0	2,470	3,345	2,470	2,470	2,470	7,409	2,470	4,939	2,470	4,939	2,470	37,919
Continuing Education	0	11,442	15,497	11,442	11,442	11,442	34,325	11,442	22,883	11,442	22,883	11,442	175,680
Meals and Entertainment	0	6,816	9,232	6,816	6,816	6,816	20,448	6,816	13,632	6,816	13,632	6,816	104,654
Other Promotion	0	2,000	2,708	2,000	2,000	2,000	5,999	2,000	3,999	2,000	3,999	2,000	30,702
Parking and Tolls	0	395	534	395	395	395	1,184	395	789	395	789	395	6,059
Staff Meetings and Training	0	2,721	3,686	2,721	2,721	2,721	8,163	2,721	5,442	2,721	5,442	2,721	41,782
Travel Expense	0	11,023	14,930	11,023	11,023	11,023	33,070	11,023	22,047	11,023	22,047	11,023	169,259
Total Discretionary Expenses	0	44,600	60,407	44,600	44,600	44,600	133,801	44,600	89,201	44,600	89,201	44,600	684,811
Facility & Equipment Expenses													
Equipment Rental	0	1,837	2,488	1,837	1,837	1,837	5,510	1,837	3,673	1,837	3,673	1,837	28,202
Janitorial Expense	0	4,718	6,390	4,718	4,718	4,718	14,154	4,718	9,436	4,718	9,436	4,718	72,441
Monthly Property Services	0	5,120	6,935	5,120	5,120	5,120	15,360	5,120	10,240	5,120	10,240	5,120	78,616
Property Taxes	0	6,011	8,141	6,011	6,011	6,011	18,033	6,011	12,022	6,011	12,022	6,011	92,297
Rent Expense	0	119,464	161,802	119,464	119,464	119,464	358,391	119,464	238,928	119,464	238,928	119,464	1,834,296
Repairs and Maintenance	0	8,793	11,909	8,793	8,793	8,793	26,380	8,793	17,586	8,793	17,586	8,793	135,014
Telephone Expense	0	8,904	12,059	8,904	8,904	8,904	26,711	8,904	17,808	8,904	17,808	8,904	136,713
Utilities	0	15,498	20,990	15,498	15,498	15,498	46,493	15,498	30,995	15,498	30,995	15,498	237,958
Total Facility & Equipment Expenses	0	170,344	230,715	170,344	170,344	170,344	511,033	170,344	340,689	170,344	340,689	170,344	2,615,536
Marketing Expenses													
Advertising and Promotion	17,675	37,991	50,992	54,358	36,683	22,284	127,724	36,683	73,366	54,358	73,366	36,683	622,163
Direct Mail	8,837	18,876	25,565	27,713	18,876	18,876	65,465	18,876	37,752	27,713	37,752	18,876	325,175
Internet and Website	11,783	28,476	38,568	40,259	28,476	28,476	97,212	28,476	56,953	40,259	56,953	28,476	484,369
Total Marketing Expenses	38,295	85,343	115,126	122,330	84,035	69,636	290,401	84,035	168,071	122,330	168,071	84,035	1,431,708
Payroll Expenses													
Admin Staff Payroll	0	120,267	165,792	120,267	120,267	120,267	360,800	120,267	240,533	120,267	240,533	120,267	1,849,524
Assistant Payroll	0	98,412	133,289	98,412	98,412	98,412	295,236	98,412	196,824	98,412	196,824	98,412	1,511,055
Employee Benefits	0	10,048	13,609	10,048	10,048	10,048	30,144	10,048	20,096	10,048	20,096	10,048	154,280
Hygienist Wages	0	108,349	146,748	108,349	108,349	108,349	325,047	108,349	216,698	108,349	216,698	108,349	1,663,637

	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 01, 2018-Nov 30, 2019
Outsourced Services	0	13,784	18,669	13,784	13,784	13,784	41,351	13,784	27,567	13,784	27,567	13,784	211,640
Payroll Clearing	0	1,325	1,795	1,325	1,325	1,325	3,975	1,325	2,650	1,325	2,650	1,325	20,345
Payroll Service Fees	0	4,445	6,021	4,445	4,445	4,445	13,336	4,445	8,891	4,445	8,891	4,445	68,254
Payroll Taxes	0	43,164	58,461	43,164	43,164	43,164	129,491	43,164	86,327	43,164	86,327	43,164	662,751
Pension Plan	0	3,871	5,242	3,871	3,871	3,871	11,612	3,871	7,741	3,871	7,741	3,871	59,433
Prior Period Payroll Expense	0	899	1,218	899	899	899	2,697	899	1,798	899	1,798	899	13,804
Reimbursement	0	7	10	7	7	7	22	7	15	7	15	7	114
Salaries & Wages	0	14,029	19,001	14,029	14,029	14,029	42,086	14,029	28,057	14,029	28,057	14,029	215,403
Staff Expenses	0	143,758	194,706	143,758	143,758	143,758	431,274	143,758	287,516	143,758	287,516	143,758	2,207,317
Temporary Labor	0	16,102	21,809	16,102	16,102	16,102	48,307	16,102	32,204	16,102	32,204	16,102	247,239
Total Payroll Expenses	0	578,459	786,369	578,459	578,459	578,459	1,735,377	578,459	1,156,918	578,459	1,156,918	578,459	8,884,795
Variable Costs													
Dental Supplies	0	106,129	247,555	106,129	106,129	106,129	554,048	223,959	447,919	223,959	447,919	223,959	2,793,836
Laboratory Fees	0	94,906	128,541	94,906	94,906	94,906	284,718	94,906	189,812	94,906	189,812	94,906	1,457,226
Ortho/Implant Supplies	0	34,148	46,250	34,148	34,148	34,148	102,444	34,148	68,296	34,148	68,296	34,148	524,321
Total Variable Costs	0	235,183	422,346	235,183	235,183	235,183	941,210	353,013	706,027	353,013	706,027	353,013	4,775,383
Total Expense	41,241	1,501,635	2,139,082	1,542,875	1,501,635	1,501,635	5,349,745	1,903,435	3,806,870	1,944,675	3,806,870	1,903,435	26,943,131
Net Ordinary Income	1,237,215	2,727,411	1,096,959	2,088,183	1,897,888	2,095,253	1,805,863	3,207,215	1,847,103	2,361,785	2,445,090	2,403,025	#####
Other Income/Expense													
Other Income	0.00	5,707.57	7,730.36	5,707.57	5,707.57	5,707.57	17,122.70	5,707.57	11,415.13	5,707.57	11,415.13	5,707.57	87,636.30
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense													
Owner Comp													
Owner Disability Ins	4,313	4,313	4,313	4,313	4,313	133,926	12,938	8,625	12,938	8,625	12,938	8,625	220,177
Owner Health Ins	5,892	5,892	5,892	5,892	17,675	17,675	29,458	11,783	29,458	11,783	29,458	11,783	182,637
Owner Life Ins	2,757	2,757	2,757	2,757	39,285	39,285	44,799	5,514	44,799	5,514	44,799	5,514	240,538
Owner Payroll Taxes	20,974	23,448	23,448	23,448	23,448	11,665	70,345	46,896	70,345	46,896	70,345	46,896	478,154
Owner Pension Plan	1,414	1,532	1,532	1,532	1,532	1,532	4,595	3,064	4,595	3,064	4,595	3,064	32,050
Owner Salary	212,094	235,660	235,660	235,660	388,839	35,349	860,159	471,320	860,159	471,320	860,159	471,320	5,337,699
Total Owner Comp	247,443	273,601	273,601	273,601	475,091	239,431	1,022,293	547,203	1,022,293	547,203	1,022,293	547,203	6,491,255
Total Other Expense	247,443	273,601	273,601	273,601	475,091	239,431	1,022,293	547,203	1,022,293	547,203	1,022,293	547,203	6,491,255
Net Other Income	(247,443)	(273,601)	(273,601)	(273,601)	(475,091)	(239,431)	#####	(547,203)	#####	(547,203)	#####	(547,203)	(6,491,255)
Net Income	989,772	2,453,810	823,358	1,814,582	1,422,797	1,855,822	783,569	2,660,012	824,810	1,814,582	1,422,797	1,855,822	#####