



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-785

Santa Cruz, California

Great Cash-Flow for Only 3 Days a Week!

Due to its mild climate, scenic beauty and perennial recreational activities, Santa Cruz has become a prominent resort community. Best known for its oceanfront amusement park and beach boardwalk, this thriving community has so much more to offer! Consider its moderate climate, natural coastline beauty, redwood forests and a vibrant collegiate atmosphere as it is home to a UC renowned for being a premier research institution and educational hub. Imagine being able to live, play and practice in this coastal city which has an ideal climate, a stable, diversified economy and a lot of activity!

Doctor averages 8 patients w/ 8-10 Hygiene patients per day providing 20hrs of hygiene/per week and welcomes approximately 15-20+ new patients per month.

The office is conveniently located in an attractive, well-maintained, multi-tenant Professional building complex in a highly desirable, growing suburban neighborhood with ample parking in open lot on major thoroughfare with handicap accessibility and excellent visibility. The office occupies approximately 1,000 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Staff Lounge, Sterilization/Lab, Darkroom, Storage, and Restroom.

** Seller Motivated **

Reduced Price: \$165,000

~~Full Price: \$245,000~~

For further details or on-site visit, please contact:

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

DG-785**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$165,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 - 5	9 - 5	9 - 6		
Doctor's Hours			8 - 5	9 - 5	9 - 6		

Type of Practice: **General** Reason for Selling: **Relocation**Years established: **Since 2001, ~ 16 yrs** Days worked past 12 months: **~ 150 days****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **No** Is building available for purchase? **N/A**Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable?Term of Lease: **Rent increases ~ 2%/yr with 45-months remaining on lease****Property Management will work with new Owner to renegotiate terms of lease*Rent per month **\$ 2,894.56/month** Common area, maintenance fees /taxes included? **Yes**Are utilities included? **Yes, Utilities, Water, Trash, Property Taxes & Property Insurance**Is the rent considered above, below or at fair market value? **Fair Market Value**Type of Building: Condo Free-standing **Professional X** Retail CenterOffice Square footage: **~ 1,000 sq. ft.** Carpet? **No** Air conditioning? **Yes**Number of fully equipped ops: **4** Plumbed for additional ops? **No**Reception area: **Yes** Darkroom: **Yes** Private office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**Computer Room **Yes** X-ray room: **Yes** Consultation room **Yes** Staff Lounge: **Yes**Laser: **Yes** Digital X-ray: **No** Intra-oral Camera: **No** Cerec: **NO**Description of office building, Location and attributes of practice (a brief description): **Multi-tenant Professional building complex w ample parking in open lot on major thoroughfare**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12.97	Diagnostic	11.40	Adjunctive	2.89	Dentures	2.52
General Operative	11.99	Endo		Ortho/TMJ		Perio	11.17
Oral Surgery	6.22	Cosmetic		Crown/Bridge	39.86	Implant	

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

Most Endo, Ortho, Implant Placement, Complex Oral Surgery & Perio Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 10 Insurance 10 PPO 10 Denti-Cal 0 Capitation (HMO) 70 Other _____

Are you a Delta Provider? If Yes, ___ Delta PPO ___ Delta Premier Y **Deltacare USA HMO** *renegotiate

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Anthem Blue Cross, MetLife, Aetna, Principal, Cigna, Guardian, Ameritas, Assurant, Pinnacle, and Deltacare - HMO

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: **~ 20+**

Average number of patients per day? Per-Doctor: Per-Hygienist: **~ 8 - 15**

Hygiene hours per week: **20 hrs** Percentage of Production by Hygiene: **~ 20**

Average age of patients: **Family Range**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Pre-scheduling with Soft-tissue Program**

Number of recalls per month? **~80**

What types of Practice Promotions? **Internal marketing: patient referrals, Yellow Pages, Insurance Plans**

Phone Book Advertising? * **Yes** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements: **Pano X-ray, Laser Unit**

Average age of Equipment: ~ 5 – 15 yrs

Any equipment leases? **No** Equipment is right/left-handed/convertible?

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant FT	3 days/24 hrs/wk	2 yrs	\$18.00/hr	Yes
RDH PT	1 day/10 hrs/wk	6½ yrs	\$50.00/hr	Yes

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2017 \$ 359,536 2016 \$ 383,765 2015 \$422,826

***Collection amounts are approximate and should be verified by Buyer**

Number of statements sent each month? **None** Is pegboard or computer? **Computer**

What type of computer? **Lenova** What software? **Dentprow**

Is software transferable? **Unknown, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.