



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-859

Sonoma, California

The philosophy and tradition of this highly esteemed, fee-for-service practice with its stellar reputation, is to offer a full spectrum of dental care with high-tech equipment and streamlined techniques. With focus on patient comfort and convenience, most of the mature patients are interested in treating oral health as a significant aspect of their whole body health and therefore appreciate being educated and involved in their treatment plans.

Offering full spectrum of dental care The Doctor averages 4 patients w/ 6 Hygiene patients per day offering 2½ days of hygiene/per week and welcomes approximately 10 - 12+ new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, free-standing building with pristine landscaping and close proximity to the bustling activity of the town center offering high tech, speed, convenience and yet retains its small-town charm. The office occupies approximately 2,000 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Priced below Market at only \$395,000

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

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

CG-859

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--------------------|----------------|---------|-----------------------------|-------|-----------------|-------|-----|
| Office Hours | | by appt | 8 – 5 | 8 – 5 | by appt | 8 – 1 | |
| Doctor's Hours | | by appt | 8 – 5 | 8 – 5 | by appt | 8 - 1 | |
| Hygiene Hours | | | 8 – 5 | 8 – 5 | | 8 – 1 | |
| Type of Practice: | General | | Reason for Selling: | | Personal | | |
| Years established: | ~ 50 yrs | | Days worked past 12 months: | | ~ 130 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? | Yes | | |
| Term of Lease: | 10 yrs + (3) 5-yr renewal options | | | Expiration date: | January 2026 | | |
| Do you share space with another dentist? | No | | | | | | |
| Rent per month | \$ 4,070.00/month | | Are utilities included? | No, Landscaping only | | | |
| Common area, maintenance fees /taxes included? | No, Tenant pays \$380.00/yr property tax *depends on assessed value | | | | | | |
| Is the rent considered above, below or at fair market value? | Fair Market Value | | | | | | |
| Type of Building: | Condo | Free-standing | X | Professional | Retail Center | | |
| Office Square footage: | ~ 2,000 sq. ft. | | Carpet? | Partial | Air conditioning? | Yes | |
| Number of fully equipped ops: | 4 | | Plumbed for additional ops? | No | | | |
| Reception area: | Yes | Dark room: | No | Doctor's office: | Yes | Lab: | Yes |
| Business office: | Yes | Restrooms: | Yes | Sterilization: | Yes | Storage: | Yes |
| Laser: | Yes | Digital X-ray: | Yes | Intra-oral Camera: | Yes | Cerec: | Yes |
| Description of office building, Location and attributes of practice (a brief description): | Attractive, well-maintained, single-story, free-standing building located in beautiful, highly desirable neighborhood, close to the center of town with all its bustling activity of high tech, speed & convenience and yet small-town charm | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|----|------------|----|--------------|----|----------|----|
| Preventative/Hygiene | 10 | Diagnostic | 15 | Adjunctive | 1 | Dentures | 1 |
| General Operative | 16 | Endo | 2 | Ortho/TMJ | 2 | Perio | 12 |
| Oral Surgery | 2 | Cosmetic | 1 | Crown/Bridge | 36 | Implant | 2 |

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

Complex Oral Surgery, General Sedation & Implant

Type of patients as a percentage of Collections:

Private Pay 100 Insurance/PPO _____ Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? **NO** If Yes, _____ Delta PPO _____ Delta Premier

***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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None**

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: **~ 10 – 12+**

Average number of patients per day? Per-Doctor: **4** Per-Hygienist: **6**

Hygiene days per week: **2½ days** Percentage of Production by Hygiene: **10**

Average age of patients: **Mature Family Range**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Solution Reach**

Number of recalls per month? **~ 60**

What types of Practice Promotions? **Movie Ad, Social Media, Yelp, FB, Website SEO, Internal Promotions**

Phone Book Advertising? * **No** ** Phone book advertising contracts will be the responsibility of buyer after transition
* Social media Facebook & Business Page will be excluded as it is a personal listing*

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: **Functional, all in good working condition**

Average age of Equipment: ~ 14 yrs

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

PERSONNEL

| Position | Days/Hrs | Date hired | Rate of Pay | Eligible for benefits |
|---------------------|------------------|-------------------|-------------------|-----------------------|
| Front Office | 3 days/wk | Jan 2016 | \$25.00/hr | No |
| RDA | 3 days/wk | April 2015 | \$25.00/hr | No |
| RDH | 1 day/wk | Jan 2014 | \$55.00/hr | No |
| RDH | 1 day/wk | July 2016 | \$55.00/hr | No |

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

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 (Jan-Aug) **\$ 451,356** 2017 **\$ 499,629** 2016 **\$ 612,091**

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

Number of statements sent each month? Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Dentrix**

Is software transferable? **Yes, 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.