



WESTERN PRACTICE SALES

John M. Cahill Associates

IG-881 Turlock, California

In the heart of California's Central Valley, Turlock is the second largest city in Stanislaus County, offering a wide variety of cultural art experiences, sports activities and abundant parks. The attractiveness of the nearby Mother Lode, San Francisco Bay area and the Sierra Nevada also add to the pleasure of the relaxed rural living in Turlock.

This long-established, exceptional, shared/solo group practice, prides itself in unsurpassed quality care. It has been a fixture in the Turlock community for many years, and seen its share of competitors come and go. Offering a philosophy to provide *“Nothing but the Very Best”* in dental care, delivered promptly with minimal discomfort at a reasonable fee to its large, stable, multi-generational and diverse patient base, keeps this busy practice on a consistently upwardly moving path!

The Doctor averages 8 - 9 patients w/ 8 - 9 Hygiene patients per day providing 4 days of hygiene/per week and welcomes approximately 11 new patients per month.

This bright, open and airy office is conveniently located in a highly visible, easily accessible, attractive, well-maintained, 2-story building with ample parking and excellent curb appeal in professional corridor of highly desirable commercial/residential neighborhood, adjacent to desirable amenities. This spacious office consists of 10 fully equipped Ops (shared w/ another DDS), Reception area, Doctor's Office, Sterilization, Lab, Dark Room and 4 Restrooms.

Full Price: \$360,000

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

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

We look forward to serving you

IG-881

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$360,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 12	
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 12	
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 12	
Type of Practice:	General Dentistry			Reason for Selling:			Retirement
Years established:	Since 2001						

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:	Lease expires 2019			Expiration date:	2019		
Do you share space with another dentist?	Yes						
Rent per month	\$1,583.33/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$60.00		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Yes, Fair to Below Market Value						
Type of Building:	Condo	Free-standing X	Professional	Retail Center			
Office Square footage:	~ 3,500 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	10		Plumbed for additional ops?	Yes			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 4	Sterilization:	Yes	Storage:	No
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Well established, 2-story building w/ ample parking on busy thoroughfare in desirable neighborhood.						

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

Complex Oral Surgery, Complex Endo

Type of patients as a percentage of Collections:

Private Pay 30 Insurance/PPO 60 Denti-Cal _____ Capitation (HMO) _____ Other 10

Are you a Delta Provider? Yes		If Yes, <u>Y</u> Delta PPO <u>Y</u> Delta Premier		
<p>*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.</p>				
Does your practice participate in "Care Credit"? Yes				
List Preferred Provider, Health Care Provider and Capitation Plans now in place:				
Delta, Guardian, JBT, Premier Access, Cigna, MetLife, United Healthcare, Stanislaus Foundation				
Estimated Number of Active Patient Files:		Number to be defined by Buyer's Due Diligence Process*		
<p>*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.</p>				
Average number of New Patients per month for past 12 months:		~ 11		
Average number of patients per day?		Per-Doctor: ~ 9	Per-Hygienist: ~ 9	
Average age of patients:		~ 50 – 60 yrs old		
Does the office have Nitrous Oxide? Yes				
Type of recall system used?		Computer		
<p>EQUIPMENT & LEASEHOLDS</p> <p>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.</p>				
Describe age and characteristics of leasehold improvements:				
New Flooring and A/C Unit, in process of renovating Lab				
Average age of Equipment:		~ 2 - 20 yrs		
Any equipment leases? No		Equipment is right/left-handed/convertible? Right-handed		
<p>PERSONNEL</p>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant	4 days/wk	Mar 2018	Available Upon Request	Yes
Front Desk	5 days/wk	Jan 2017		Yes
Finance Coordinator	5 days/wk	May 2012		Yes
Office Manager	5 days/wk	July 2011		Yes
Do family members work in the office? No		If yes, how much are they paid? N/A		

Has staff left the practice recently?	Yes
Is there a practice management consultant?	No
PRACTICE FINANCIAL PROFILE	
Last 3 years' Gross Collections from Tax Returns:	
2017	<u>\$613,101</u> 2016 <u>\$620,575</u> 2015 <u>\$600,752</u>
*Collection amounts are approximate and should be verified by Buyer	
Number of statements sent each month?	~ 30 Is pegboard or computer? Computer
What type of computer?	PC What software? Dentrix
Is software transferable?	Yes
Fees Schedule:	Available upon request
<p>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.</p> <p>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.</p>	