



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-917

Merced Area, California

Come live, practice and play in this progressive community influenced by the local agriculture, which remains an important fixture, where the growing residential development is spurring on a strong commercial environment and cultivating thriving businesses and services. Sink your roots into this well-established practice with a stable, loyal patient base of multi-generational families.

The Doctor averages 8 patients w/ 8 Hygiene patients per day and offers 2 days of hygiene/per week and generates approximately 8 - 12 new patients per month.

The office is centrally located on a major thoroughfare in the professional corridor of a desirable neighborhood located adjacent to a busy, popular, major Shopping Center. The office occupies approximately 1,300 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Sterilization, Lab, Dark Room, Storage and 2 Restrooms.

Seller Motivated! All Reasonable Offers Considered!

Full Price: ~~\$325,000~~

Price Reduced - Now Only \$295,000!

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

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

We look forward to serving you

IN-917

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$295,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 1	8 - 5	9 - 4	8 - 5	9 - 4	
Doctor's Hours			8:30 - 5	9 - 4	8:30 - 5	9 - 4	
Hygienist Hours			8 - 4		8 - 4		
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	Since 1968		Days worked past 12 months:		~ 280+ 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:	5 yrs	Expiration date:	June 2019				
Do you share space with another dentist?	No						
Rent per month	\$1,140.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	N/A	Are utilities included?	Yes, Water & Sewer				
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	~ 1,300 sq ft	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	3	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	Yes
3D Imager:	No						

Description of office building, Location and attributes of practice (a brief description):

Attractive, well-maintained, single-story Professional building w/ ample parking, easy accessibility and excellent visibility with close proximity to busy, popular Shopping Center in highly desirable neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16	Diagnostic	11	Adjunctive		Dentures	2
General Operative	13	Endo	4	Ortho/TMJ	3	Perio	8
Oral Surgery	4	Cosmetic	2	Crown/Bridge	37	Implant	

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

All Oral Surgery, Endo, Perio, Ortho, Pedo

Type of patients as a percentage of Collections:

Private Pay 52 **Insurance/PPO** 48 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider?** **Yes** If Yes, _____Delta PPO 100% **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:

Delta Premier, Cigna, Aetna, MetLife

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: **~ 8 - 12**

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

Hygiene days per week: **2** Percentage of Production by Hygiene: **15+%**

Average age of patients: **Mature Family Range: ~ 55+ yrs**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 60+ - 100+**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals**

Phone Book Advertising? * **No** * *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: **Recently Remodel, New Carpeting**

Average age of Equipment: **Varies**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
DDS	2 days/wk	July 2017		
Office Manager	1 day/wk	1970		
Reception	5 days/wk	2008		
Dental Assistant	5 days/wk	2013		

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

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2017 \$ 466,021 2016 \$ 307,443 2015 \$ 239,936 P&L

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

Number of statements sent each month? **30-40** Is pegboard or computer? **Computer**

What type of computer? **HP (new)** What software? **Open Dental**

Is software transferable? **Yes**

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.