



WESTERN PRACTICE SALES

John M. Cahill Associates

#KG-921

Santa Maria, California

Don't miss your opportunity to live and practice in this desirable collegiate coastal community! Santa Maria is located in the center of California's Central Coast and is in Northern Santa Barbara County. Santa Maria is affordable by California standards. It is just minutes from the beach and mountains. It is a day trip from L.A. or Santa Barbara. Golfing, biking, hiking or kayaking – whatever your interest, the spectacular scenery simply calls to outdoor enthusiasts. In addition to near – perfect weather, Santa Maria is a great place to raise a family. It has shopping and good schools, diverse businesses and agriculture; especially strawberries. Wineries continue to be a growth industry for the Central Coast. There are over a dozen local wineries that produce some of the finest wine that compete globally. Barbecue is the star in Santa Maria, which is unlike barbecue in other regions of the country. The juicy steaks are grilled outdoors over red oak and no sauce is needed. Wineries, golfing as well as the ocean await you in Santa Maria, California.

The Doctor averages 4-6 patients w/ 8 Hygiene patients per day and generates approximately 3+ new patients per month.

Conveniently and centrally located in an attractive, well-maintained, long-established single-story, free-standing Medical/Dental Professional building in desirable neighborhood within city limits w easy highway accessibility. Office occupies approximately 930 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's Office, Business Office, Lab/Sterilization, Darkroom, Storage, and 2 Restrooms.

Seller Motivated!

Price Reduced: \$315,000

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

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

We look forward to serving you

KG-921**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$315,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	x1/month	
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5	x1/month	
Hygienist Hours			8 – 5	8 – 5		x1/month	
Type of Practice:	General		Reason for Selling:			Personal	
Years established:	~ 35 yrs		Days worked past 12 months:			~ 165+ 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:	To be negotiated			Expiration date:			
Do you share space with another dentist?	No						
Rent per month	\$1,100.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	N/A		Are utilities included?		Yes, Water & Trash		
Is the rent considered above, below or at fair market value?	Below						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	930 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, shared
Business office:	Yes	Restrooms:	Yes, 2	Storage:	Yes	Storage:	w/ Lab
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	No	Cerec:	No
3D Imager:	No						

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

Attractive, well-maintained, single-story stucco L-shaped building on highly-visible major, busy intersection & thoroughfare, free-standing late 1960's building on corner lot w excellent exposure & easy accessibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17.26	Diagnostic	16.52	Adjunctive	1.44	Dentures	1.38
Restorative (Major)	33.72	Endo		Ortho/TMJ		Perio	7.09
Restorative (Basic)	10.94	Implant	7.49	Crown/Bridge	3.65		

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

Complex Oral Surgery, Perio Surgery, Ortho Dentures, Endo, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 41.65 **Insurance/PPO** 58.35 Denti-Cal _____ Capitation (HMO) _____ Other _____

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

Aetna, AFLAC, Ameritas, Anthem Blue 100, Anthem Blue Cross, Assurant Employee Benefits, Best Life Assurance Co., Blue Cross/Blue Shield, Blue Shield of CA, CCPOA, Cigna, Cypress Ancillary Benefits, Delta Dental, GEHA, Guardian, HealthNet, Humana, Lincoln Financial Group, Marion Health Services, MetLife, Nat'l Elevator Industry Health, Operating Engineers H&W, Pacific Care Dental, Pacific Union Dental, Physicians Mutual, Pinnacle Claims Management, Premera, Premier Access, Principal, SC United Food and Commercial Workers, Security Life Ins. Co., Seldovia Native Assoc., Inc., Standard Insurance Co., Sun Life Financial, United Concordia, United Healthcare

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: **~ 3**

Average number of patients per day? Per-Doctor: **~ 4 - 6** Per-Hygienist: **8**

Hygiene days per week: **2** Percentage of Production by Hygiene: **~ 70%**

Average age of patients: **Mature Family Range: ~ 20 - 60+ yrs**

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

Type of recall system used? **Revenue Well**

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

What types of Practice Promotions? **None**

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:

(2018) Fresh paint & installed new locking metal cabinets for patient/business records in business office; (2016) Installed 2 storage cabinets & external water shut offs for each op, new lighting in hallway, new ceiling in reception room, new beverage cabinet in reception room.

Average age of Equipment: **~ 25 yrs old; Vacuum ~ 16y, Computers ~ 2y, Sterilizer ~ 1y**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDH	T & W / 8 – 5	Nov 2002	\$50.00/hr	Yes
RDA	M - Th / 8 – 5	Apr 2004	\$23.10/hr	Yes
RDA/Reception	M – Th / 8 - 5	Oct 2015	\$22.00/hr	Yes
Dental Assistant (PT)	as needed	June 2016	\$25.00/hr	No
RDH (PT)	as needed	Nov 2017	\$50.00/hr	No

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? **Not currently**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2017 \$529,606 2016 \$486,116 2015 \$324,078

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

Number of statements sent each month: **50** Is pegboard or computer? **Computer**

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

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.