



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-948

Lodi, California

With low overhead, newer equipment and space for growth and expansion, this is a remarkable opportunity, ideal for the astute Buyer with a vision to grow his/her empire in this community recognized as one of California's top wine country destinations, which offers award-winning restaurants and a relaxing lifestyle!

The Doctor averages 20 patients and welcomes approximately 80 new patients per month.

The office is conveniently located in an attractive, well-maintained, popular, busy Retail Shopping Center with excellent visibility, good foot traffic flow due to signage, easy accessibility, ample parking in desirable neighborhood.

The office occupies approximately 3,000 square feet and consists of 5 fully equipped Ops with plumbing for an additional 5 Ops, Reception area, Doctor's office, Business office, Sterilization.

Full Price: \$425,000

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

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

We look forward to serving you

IN-948

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$425,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	
Doctor's Hours							Alternating Sat
Associate's Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	Since 2016			Days worked past 12 months:		~ 260	

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 years			Expiration date:	2024 w/ Option		
Do you share space with another dentist?	No						
Rent per month	\$4,663.37/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 3,000 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	Yes, 5 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, busy, popular Retail Shopping Plaza w heavy foot traffic, excellent visibility and easy accessibility and ample parking off major thoroughfare						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative	6.07	Diagnostic	16.85	Adjunctive	5.59	Dentures	9.85
Basis Restorative	19.39	Endo	8.24	Ortho/TMJ	5.83	Perio	4.01
Oral Surgery	8.92	Implant	6.45	Major Restorative	8.81		

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

Complex Oral Surgery, Some Endo, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 25 **Insurance/PPO** 15 **Denti-Cal** 60 **Capitation (HMO)** 0 **Other** _____

Are you a **Delta Provider**? Premier Only _____ **Premier + PPO** Yes

***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, Aetna, Cigna**

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: **~ 80**

Average number of patients per day? **~ 20** Per-Doctor: Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **N/A**

Average age of patients: **Ages to 10 to 50**

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

Type of recall system used? **Practice Software**

Number of recalls per month?

What types of Practice Promotions? **Google & Local Shopping Ad**

Phone Book Advertising? * *** 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: **~ 3 yrs old, functional, all in good condition**

Average age of Equipment: **~ 3 yrs, still under warranty**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Reception	5 days x 8 hrs	Nov 2015	\$14.00/hr	No
Office Manager	5 days x 8 hrs	2017	\$23.00/hr	No
RDA	5 days x 8 hrs	Nov 2018	\$23.00/hr	No
Dental Assistant	5 days x 8 hrs	2017	\$14.00/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? **Yes, RDA left 3 months ago**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2018 \$ 592,708 11-month P&L 2017 \$ 408,364

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

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

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

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.