



WESTERN PRACTICE SALES

John M. Cahill Associates

IC-975

Modesto, California

Carry on the tradition and philosophy of delivering quality dental treatment to a loyal patient base in this warm and caring practice. Office is conveniently located in a street-level suite of an attractive, easily accessible, single-story Dental Professional building in the town's most desirable Dental/Medical professional corridor, a well-known neighborhood just off a major thoroughfare.

This practice has been established for 33 years and the current owner has made upgrades in the facility and equipment. This includes new Operatory delivery systems , flooring and lighting.

The Doctor averages 5 patients per day and welcomes approximately 4 new patients per month.

The office occupies approximately 1,100 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$225,000

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

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

We look forward to serving you

IC-975

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 225,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8:30 – 12	8 – 5	8 - 12		
Doctor's Hours		1 – 5	8:30 – 12	1 – 5			

Type of Practice: **General** Reason for Selling: **Personal**Years established: **33 yrs** Days worked past 12 months: **~ 70 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 w/ 1 (one) 5-yr option** Expiration date: **September 2021**Do you share space with another dentist? **No**Rent per month **\$1,824.00/month** Common area, maintenance fees /taxes included? **No**If not included, current amount paid? Are utilities included? **No**Is the rent considered above, below or at fair market value? **Fair Market**Type of Building: Condo Free-standing **Professional X** Retail CenterOffice Square footage: **~ 1,100 sf** Carpet? **Partial** Air conditioning? **Yes**Number of fully equipped ops: **3** 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**Digital X-ray: **Yes** Cerec: **No** Laser: **No** Intra-oral Camera: **No** 3D Imager: **No**Description of office building, Location and attributes of practice (a brief description): **Street-level, ground-floor suite of attractive, single-story Professional Building in desirable professional corridor**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	5	Adjunctive		Dentures
General Operative	20	Endo	2	Invisalign	5	Perio
Oral Surgery	3	Cosmetic	30	Crown/Bridge	20	Implant

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

Complex Oral Surgery: extractions, Molar Endo and Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 40% **Insurance/PPO** 60% Denti-Cal _____ Capitation (HMO) _____ Other _____

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

***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 Dental, Met Life, CIGNA, Aetna, Ameritus, Anthem Blue Cross, Humana, Stanislaus Foundation, TriCare, United Concordia

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: **~ 4**

Average number of patients per day? Per-Doctor: **5** Per-Hygienist: **N/A**

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

Average age of patients: **Broad Family Range: 10 – 80 yrs.**

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

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

Number of recalls per month? **~ 24**

What types of Practice Promotions? **None**

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:

Brand new operatory delivery systems. New floors, modified wood floor and new carpet. New lighting.

Average age of Equipment: **2½ yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Desk	4 days / 32 hrs	June 2017	AVAILABLE	Yes
Dental Assistant	3 days / 12 hrs	Jan 2019	UPON REQUEST	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? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 227,848 2017 \$ 322,641 2016 \$ 75,901 *Sept-Dec*

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

Number of statements sent each month? **~ 15** Is pegboard or computer? **Computer**

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

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.