



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-995

Vallejo, California

Best known for high speed roller coasters in its amusement park, Residents and Visitors enjoy trail-lined Recreational Area of grassy hillsides and rugged beaches in this Bay Area community. Just imagine your unparalleled lifestyle here with recreational exploration as well as professional growth! *The office is conveniently located in a well-established, well-maintained, attractive, single-story ALL Dental Professional building, suites occupied by General and Specialty practices, with ample on-site parking and easy accessibility for the convenience of your patients.*

Established for 30+ years, these quality practices have a large, stable patient base and a seasoned staff with strong management and marketing capabilities. Known for offering the highest level of dental care and personalized service, the Doctors average 9 patients with each Hygienist averaging 8 patients/per day offering 10½ days of hygiene/per week and welcomes approximately 15 new patients per month.

This spacious office professionally and thoughtfully designed with office efficiency and patient flow in mind, occupies approximately 2,035 square feet and consists of 7 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$1,175,000

Real Estate Available!

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

CG-995

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$1,150,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 7	8 – 5	8 – 5	
Doctor's Hours (A)		9 – 5	9 – 5	9 – 5	9 – 5	9 – 3	
Doctor's Hours (B)		8 – 5 x2/month	8 – 5	11:30 – 7	8 – 5	8 – 5 x1/month	
Hygienist Hours (A)		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Hygienist Hours (B)		8 – 5 x2/month	8 – 5	11:30 – 7	8 – 5	8 – 5 x1/month	
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 30 yrs		Days worked past 12 months:		~ 170 days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	No	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building, leases to Self			Expiration date:			
Do you share space with another dentist?	N/A						
Rent per month:	\$5,000.00/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?	Seller pays rent to Corporation (self)						
Type of Building:	Condo	<input checked="" type="checkbox"/>	Free-standing	Professional	<input checked="" type="checkbox"/>	Retail Center	
Office Square footage:	~ 2,035 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	7		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Long-established, attractive, well-maintained single-story ALL Dental Professional building in desirable Plaza, all suites occupied by General and Specialty practices						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Production:

Preventative/Hygiene	21	Diagnostic	18	Adjunctive	3	Dentures	4
General Operative	16	Endo	3	Ortho/TMJ	0	Perio	3
Oral Surgery	1	Cosmetic	0	Crown/Bridge	29	Implant	0

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

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

Type of patients as a percentage of Collections:

Private Pay ~ 30 **Insurance/PPO** ~ 70 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Premier Only** Y 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 Premier only**

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: ~ 15

Average number of patients per day? Per-Doctor: ~ 9 Per-Hygienist: ~ 8

Hygiene days per week: ~10 ½ days Percentage of Production by Hygiene: ~ 25

Average age of patients: **Family Range**

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

Type of recall system used? **Dentrix computerized tracking**

Number of recalls per month? ~ 140+

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:

Office Remodeled in 2017: paint, mural, carpet, trim, linoleum

Average age of Equipment: **Varies**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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Available Upon Request

Do family members work in the office? **Not in Office**

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:

2018 \$ 1,661,783 2017 \$ 1,670,430 2016 \$ 1,680,323

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

Is pegboard or computer? **Computer** What type of computer? **PC/Dell**

What software? **Dentrix**

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.