



WESTERN PRACTICE SALES

John M. Cahill Associates

#IG-1007

Greater Modesto Area, California

In the heart of California's Central Valley, this community provides an unusual opportunity to combine a quality learning environment with relaxed rural living. Cultural art experiences, recreational activities, parks and the attraction of the nearby Mother Lode, San Francisco Bay area and the Sierra Nevada all add to a great lifestyle here.

The Doctor averages 8 - 15 patients w/ 8 - 15 Hygiene patients per day and welcomes approximately 35 new patients per month. With a little attention to marketing and maximization of office hours, watch your revenue grow at this proven location!

The office is conveniently located in an attractive, well-maintained, single-story, free-standing building on a busy, major thoroughfare in the heart of town.

The office occupies approximately 3,000 square feet and consists of 6 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 3 Restrooms.

Full Price: \$645,000

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

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

We look forward to serving you

#IG-1007**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$645,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5:30	8 – 5:30	8 – 5:30	8 – 5:30		
Doctor's Hours		8 – 5:30		8 – 5:30	8 – 5:30		
Associate's Hours		8 – 5:30	8 – 5:30	8 – 5:30			
Hygienist Hours			8:30–5:30		8:30–5:30		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	Since 1961		Days worked past 12 months:		~ 4 days/wk		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building			Expiration date:	N/A		
Do you share space with another dentist?	Associate						
Rent per month	\$3,500.00/month w \$70/annual increase		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$100.00/month		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 3,000 sf		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	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):	Attractive, well-maintained, single-story, free-standing building on major thoroughfare (main street) in the heart of town						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	20	Adjunctive	2	Dentures	1
General Operative	28	Endo	5	Ortho/TMJ		Perio	1
Oral Surgery	4	Cosmetic	3	Crown/Bridge	18	Implant	1

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

Refers: Complex Oral Surgery, Endo, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 50 **Denti-Cal** 30 **Capitation (HMO)** **Other**

Are you a **Delta Provider**? **Yes** 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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Accepts most Plans but NO Capitation

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: **~ 35**

Average number of patients per day? Per-Doctor: **~ 8 - 15** Per-Hygienist: **~ 8**

Hygiene days per week: **2 days** Percentage of Production by Hygiene: **~ 20 – 25%**

Average age of patients: **Full spectrum of Family Range: 3+ to 80+ yrs**

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

Type of recall system used? **Computer-generated**

Number of recalls per month? **~ 250 – 300**

What types of Practice Promotions? **None, No Advertising**

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: **Replaced carpet w/ H2O resistant Linoleum, Replaced 6 sliding patio doors in OPs ~ 12 yrs; Updated Reception & Hallway flooring ~ 9 yrs; Renovated & Expanded Staff Lounge, 2 additional rooms, Private Office ~ 3 ½ yrs; Replaced 6 Smart TV's in OPs ~ 4 yrs; Upgraded waterless Vacuum Unit ~ 3 yrs.**

Average age of Equipment: **Chairs ~ 1½ - 15 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Business Manager	4 days/wk	~ 18 yrs		Yes
RDH	2 days/wk	~ 2+ yrs		No
RDA	4 days/wk	~ 10 yrs		Yes
RDA	4 days/wk	~ 1½ yrs		Yes
Dental Assistant	4 days/wk	~ 4 yrs		Yes
Dentist Assistant	2 days/wk	~ 5 yrs		No
Associate DDS	2 days/wk	Dec 2017		No
Associate DDS	1 day/wk	Mar 2018		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 Corporate Tax Returns:

2018 \$ 967,778 P&L 2017 \$ 711,995 2016 \$ 539,699

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

Number of statements sent each month? **~ 50 – 75** Is pegboard or computer? **Computer**

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

Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

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.