



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1046

Santa Cruz Area, California

This gem of a town, adorned with antique stores and galleries, has miles of equestrian and biking trails, campgrounds, picnic areas as well as local wineries. An opportunity like this does not come along, except once in a lifetime – Own your building, Live, Play and Practice among the majestic coastal Redwoods in this close-knit, family-oriented community! Priceless!

The Doctor averages 13 patients w/ 7- 8 Hygiene patients per day, offering 5 days of hygiene/per week and welcomes approximately 29 new patients per month to its warm and inviting environment.

The office is conveniently located just off the main thoroughfare of this quaint and inviting community in an attractive, well-maintained, long-established, free-standing building, and within walking distance of the areas popular shopping district.

This spacious office designed for office efficiency, patient flow in mind and decorated in natural tones occupies approximately 2,050 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom. Adjacent vacant suite is approximately 1,830 square feet, for a total building Square footage of 3,880.

Full Price: \$595,000

Real Estate: \$1,100,000

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

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

We look forward to serving you

DN-1046

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$595,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 - 6	8 - 6	8 - 6	7 - 4	
Doctor's Hours	<i>*every other Tuesday</i>		9 - 6*	8 - 6	8 - 6	7 - 4	
Associate's Hours			8 - 5				
Hygienist Hours			9 - 6	8 - 6	8 - 6	7 - 4	
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	Since 1970's		Days worked past 12 months:		193		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building			Expiration date:			
Do you share space with another dentist?	Associate, who may stay on with practice after Sale						
Rent per month	Seller owns building		Common area, maintenance fees /taxes included?				
If not included, current amount paid?	Are utilities included?						
Is the rent considered above, below or at fair market value?	Building for purchase						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	2,050 sq ft	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	5	Plumbed for additional ops?	Yes, 1				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, family-oriented practice in idyllic mountain neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	18.90	Diagnostic	19.56	Adjunctive	.97	Dentures	1.75
Restorative	41.79	Endo	.40	Ortho/TMJ	.28	Perio	8.36
Oral Surgery	.86	Other	.31	Crown/Bridge	3.31	Implant	3.43

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

Refer Complex/most Oral Surgery & Endo, All 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 _____ **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, Humana, Cigna, Premier Access, Aetna, Blue Cross, Carington, MetLife and Principal

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: **~ 29**

Average number of patients per day? Per-Doctor: **~ 13** Per-Hygienist: **~ 7 - 8**

Hygiene days per week: **5 days**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 150**

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: **Remodeled Staff Lounge 1 year ago and Sterilization area 2 years ago**

Average age of Equipment: **Approximately 5 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Insurance	4 days x 6 hrs/day	Oct 2018		
Front Office	4 days x 9 hrs/day	Feb 2019		
RDA	4 days x 9 hrs/day	Jan 2015		
RDA	4 days x 9 hrs/day	Oct 2017		
Associate	1 day x 8 hrs/day	June 2018		
Hygienist	4 days x 8 hrs/day	July 2017		
Hygienist	1 day x 8 hrs/day	Feb 2019		

Do family members work in the office? **No** If yes, how much are they paid?

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 \$ 831,617 2017 \$832,919 2016 \$783,122

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

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

What software? **EZ Dental** 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.