



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#DG-1099**

**Santa Cruz, California**

Consistently voted as the BEST DENTIST in Santa Cruz 2014-2017, we are proud to present a remarkable practice which is a proven success and a goldmine for Dentist enthusiastic about delivering a full spectrum of dentistry to a loyal patient base with an experienced Dental team. With focus on delivering highest quality of dental care, patient education and extensive prevention program, watch your production increase to the next level by keeping specialty procedures in-house!

Doctor averages 8 patients w/ 7 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 7 – 8 new patients per month.

This pristine office is conveniently located in an attractive, well-maintained, 2-story Professional Building. It has an open floor plan with north-facing windows, which captures picturesque views and creates a light and airy environment by allowing natural lighting to filter throughout the office resulting in a warm and inviting environment.

The neutral color scheme, modern décor, state-of-the-art equipment, sound-muffling, reinforced-walls and open floor plan occupies approximately 1,547 square feet and consists of 4 fully equipped Ops with state-of-the-art **3D Imager**, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, 2 Restrooms and large Storage/Meeting Room for Storage or Expansion.

***Reduced Price: \$495,000***

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

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**800.641.4179**

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

**We look forward to serving you**

# **DG-1099****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$495,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>8:30-5:30</b>	<b>8:30-5:30</b>	<b>8:30-5:30</b>	<b>8 - 4</b>		
Doctor's Hours		<b>9 - 5</b>	<b>9 - 5</b>	<b>9 - 5</b>	<b>9 - 3:30</b>		
Hygienist Hours		<b>9 - 5</b>	<b>9 - 5</b>	<b>9 - 5</b>	<b>8 - 3:30</b>		
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement/Personal</b>	
Years established:	<b>~ 40+ yrs</b>			Days worked past 12 months:		<b>~ 180+ days</b>	

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>3 (three) 5-yr options</b>			Expiration date:	<b>July 2020</b>		
Rent per month	<b>\$ 3,864.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?				Are utilities included?	<b>No</b>		
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 1,547 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
							<b>3D Imager: Yes</b>

Description of office building, Location and attributes of practice (a brief description):

**Modern, attractive office w/ patient comfort foremost: equipped w/ 3D Imager, Sirius SM radio, Kelkom communication system, north-facing windows, skylight & neutral colors creating light and airy atmosphere and shade matching accuracy, dedicated Computer room, large Storage room**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>10</b>	Diagnostic	<b>11</b>	Adjunctive	<b>1</b>	Dentures	<b>1</b>
General Operative	<b>11</b>	Endo	<b>1</b>	Ortho/TMJ	<b>3</b>	Perio	<b>7</b>
Oral Surgery	<b>1</b>	Cosmetic	<b>3</b>	Crown/Bridge	<b>41</b>	Implant	<b>10</b>

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

**Refer Complex Endo, Oral Surgery, Perio and Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay **38** Insurance/PPO **62** Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider**? **Premier Only** **Y** *\*25% of patient base have Delta insurance*

**\*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 Premier**

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: **~ 7 – 8**

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

Hygiene days per week: **4 days**

Average age of patients: **Mature Family Range: 50 – 69**

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

Type of recall system used? **Eagelsoft**

Number of recalls per month? **~ 110+**

What types of Practice Promotions? **Enhanced Website, Mailers, Internal Marketing: word-of-mouth referrals, NP Promotions, Fun Seasonal Contests, Sensational Whitening**

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: **3D Imager, Sirius SM radio, Kelkom communication system, north-facing windows, skylight & neutral colors creates light and airy atmosphere and better shade matching accuracy, dedicated Computer room, large Storage room**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Available Upon Request</b>				
Do family members work in the office?	<b>No</b>	If yes, how much are they paid?		
Has staff left the practice recently?	<b>No</b>			
Is there a practice management consultant?	<b>Yes</b>			

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2019     \$ 907,628     P&L    2018     \$ 882,295        2017     \$ 789,364    

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

Is pegboard or computer?	<b>Computer</b>	What type of computer?	<b>Dell</b>
What software?	<b>Eaglesoft</b>	Is software transferable?	<b>Yes, Transfer Fee, if applicable, to be paid by Buyer</b>
Fees Schedule:	<b>Available upon request</b>		

**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.