



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-1113

Lodi, California

Live and practice in a beautiful community committed to *quality growth*, while protecting its historical roots. With close proximity to San Francisco and Greater Sacramento with plenty of cultural and multiple perennial recreational activities, the *quality of life* just can't be beat here! With its *small-town charm, stable patient base* and *low overhead*, opportunities like these do not come by easily! ***Start living the life you were meant to live!***

The Doctor averages 8 - 10 patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 2 new patients per month.

This amazing opportunity is conveniently located in an attractive, well-maintained single-story Professional building with ample parking in a highly desirable professional corridor. Ideally situated, it is surrounded by an abundance of Dental Specialists, Physicians, and within close proximity to a notable Medical Facility. The office occupies approximately 1,100 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Storage, and 1 Restroom.

Full Price: \$225,000

Seller Motivated and Ready to Retire!

This Practice is Priced to Sell at Only: \$140,000!

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

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

We look forward to serving you

IN-1113

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$140,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Doctor's Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Hygienist Hours		8 - 5		8 - 5	8 - 5		
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	> 50 years		Days worked past 12 months:		~ 170+ 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 yr option			Expiration date:	March 2024		
Do you share space with another dentist?	No						
Rent per month	\$1,566.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,100 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	No
Business office:	No	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description): **Located in an attractive, well-maintained, single-story Professional building w/ ample parking in highly desirable professional corridor. Large, loyal, multi-generational patient base w/ > 50 yrs of Goodwill**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	21	Diagnostic	22	Adjunctive	2	Dentures	6
General Operative	45	Endo	0	Ortho/TMJ	0	Perio	1
Oral Surgery	0	Cosmetic	1	Bridge	2	Implant Surgery	0

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

Refer Complex Oral & Endo, Perio, Ortho and Implant Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 48 Insurance/PPO 52 Denti-Cal _____ Capitation (HMO) _____ Other _____

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

***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:

Cigna, PPA / Stanislaus Foundation

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: **~ 2**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **~ 3 - 4**

Average age of patients: **Multi-Generational Families, Mature ~ 50+ yrs**

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

Type of recall system used? **Post Card**

Number of recalls per month? **~ 30 - 35**

What types of Practice Promotions? **Internal Marketing: word-of-mouth Patient Referrals**

Phone Book Advertising? * **Yes** * *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: **10 yrs - Updated Carpet and Flooring in OPs**

Average age of Equipment: **~ 25 yrs**

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

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? **No** If yes, how much are they paid? **N/A**

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:

2019 **\$365,783** 2018 **\$ 353,645** 2017 **\$ 375,806**

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

Is pegboard or computer? **Computer** What type of computer? **Window Op System**

What software? **Easy Dental** Is software transferable? **No, 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.