



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

### #CG-1110 Petaluma, California

Imagine living in Sonoma County and being able to purchase this *beloved, long-established, family-oriented* dental practice in town with the *possibility of owning your building!* Established for 30+ years, with a large, stable and loyal patient base and seasoned staff, this practice is one that referrals are excited to be accepted into! New patients walk in and instantly feel like “family” due to a tradition of the highest quality of dental treatment and personalized care provided in a warm and caring atmosphere.

The Doctor averages 6–8 patients offering 1-2 days of Hygiene/per week, as needed, and welcomes approximately 5-6 new patients per month, based on word-of-mouth referrals, the best kind of marketing!

This ADA accessible office is conveniently located at the juncture of a charming, thriving, hillside Residential/Commercial neighborhood with elevated views of downtown and Sonoma mountains in distance, cross-street visibility, easy access and ample parking.

This spacious office occupies approximately 2,300 square feet and consists of 6 fully equipped Ops + 1 vacant Op, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$180,000***

*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-1110****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$180,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			7:30 – 2	12 – 6	7:30 – 2	8 – 12	
Doctor's Hours			7:30 – 2	12 – 6	7:30 – 2	8 – 12	
Hygiene Hours*				12 – 6*			

\*Hygiene patients are scheduled on Wednesdays, as needed

Type of Practice: **General** Reason for Selling: **Retirement**  
 Years established: **~ 18 yrs** Days worked past 12 months: **6 – 7 weeks vacation/year**

**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** Expiration date:  
 Do you share space with another dentist? **No**  
 Rent per month **\$2,200.00/month** Common area, maintenance fees /taxes included? **No**  
 If not included, current amount paid? **\$900.00/month** Are utilities included? **No**  
 Is the rent considered above, below or at fair market value? **Below Market**  
 Type of Building: Condo **Free-standing X** **Professional X** Retail Center  
 Office Square footage: **~ 2,300 sf** Carpet? **No** Air conditioning? **Yes, New 2015**  
 Number of fully equipped ops: **6** Plumbed for additional ops? **1 vacant**  
 Reception area: **Yes** Dark room: **No, Digital** 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):

**Attractive, well-maintained Dental Professional building in desirable neighborhood, Hillside location w/ elevated, expansive views of downtown west Petaluma and Sonoma mountains in distance, Remodeled in 2015 w/ ample parking & ADA ramp**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	20	Adjunctive	3	Dentures	1
General Operative	6	Endo		Ortho/TMJ	2	Perio	9
Oral Surgery		Cosmetic	2	Crown/Bridge	37	Implant	

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

**Refer Complex Oral Surgery, Endo, Perio, Implants**

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 90 Denti-Cal 0 Capitation (HMO) 0 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:

**Delta Premier, Connection Dental, Guardian, MetLife**

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: ~ **10 – 15**

Average number of patients per day? Per-Doctor: ~ **6 – 8** Per-Hygienist: **N/A**

Hygiene days per week: **1 - 2 days, as needed**

Average age of patients: **Young-Mid Family Range: ~ 20 – 50 yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Solution Reach**

Number of recalls per month? ~ **90+**

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: **New & various leaseholds on Equipment & Office**

Average age of Equipment: ~ **20+ yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
----------	----------	------------	-------------	-----------------------

### 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? **No**

Is there a practice management consultant? **No**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Profit & Loss Statements:

2019 \$311,417 from P&C 2018 \$ 305,742 2017 \$ 282,762

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

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

What software? **Easy 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.