



WESTERN PRACTICE SALES

John M. Cahill Associates

#JN-1128

Bakersfield, California

This community enjoys a unique climate suitable for growing crops ranging from citrus to carrots, almonds and pistachios. It also supports a diverse economy of oil production, natural gas extraction, aerospace, mining, petroleum refining and food processing. Seller is passing this quality-focused, family-oriented, primarily fee-for-service practice with 30+ years of goodwill, an upward-trending income with room to grow to the astute buyer desiring a quality lifestyle! Watch your revenue soar by keeping specialty procedures in-house!

The Doctor averages 8 patients w/ 7 Hygiene patients per day with the convenience of 1 Saturday/month and offering 5 days of Hygiene/per week and welcomes approximately 2 new patients per month based on word-of-mouth referrals.

The office is conveniently located in an attractive, well-maintained building in a centralized neighborhood with easy freeway accessibility and excellent visibility. The office occupies approximately 2,000 square feet and consists of 6 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, Staff Lounge and Restroom.

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

JN-1128

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|-----------------|-----|-----|-------|-------|-------|-------|---------------------------|
| Office Hours | | | 8 – 5 | 8 – 5 | 9 – 6 | 8 – 5 | 8-1/ ^{x1} /month |
| Doctor's Hours | | | | 8 – 5 | 9 – 6 | 8 – 5 | 8-1/ ^{x1} /month |
| Hygienist Hours | | | | 8 – 5 | 9 – 6 | 8 – 5 | 8-1/ ^{x1} /month |

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **~ Since 1980** Days worked past 12 months: **~ 160 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? **No**Term of Lease: **Annual Renewal** Expiration date: **Jan 2021**Do you share space with another dentist? **No**Rent per month **\$3,361.75/month incl CAM** Common area, maintenance fees /taxes included? **No**If not included, current amount paid? **\$100.00 /month (grounds) Tax 2819.51** 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 CenterOffice Square footage: **~ 1,850-2,000 sf** Carpet? **Ys** Air conditioning? **Yes, 2**Number of fully equipped ops: **6** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Private office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Staff Lounge: **Yes** X-ray room: **Yes** Computer Cabinet **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): **Centrally located, attractive, well-maintained, free-standing building w ample parking in bustling corridor of desirable neighborhood**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|--------------|------------|--------------|---------------|-------------|-------------|-------------|
| Preventative/Hygiene | 28.13 | Diagnostic | 26.35 | Adjunctive | 1.24 | Prosth, Rem | 2.94 |
| Restorative | 32.26 | Endo | 0 | Ortho | 0 | Perio | 0.32 |
| Oral Surgery | 0.02 | Cosmetic | | Prosth, Fixed | 5.88 | Implant | 2.87 |

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

Refer Complex Procedures of all of the above Specialties

Type of patients as a percentage of Collections:

Private Pay 40 **Insurance/PPO** 60 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider?** **Premier Only** X 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"? **No**

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

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 Per-Hygienist: ~ 7

Hygiene days per week: **5 days/wk**

Average age of patients: **Family Range: ~ 40 – 45 yrs**

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

Type of recall system used? **Pre-scheduling, Dentrix computerized tracking**

Number of recalls per month? ~ 105

What types of Practice Promotions? **None**

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: **Equipment in good working condition, Intra-oral Camera & Denar Pantograph. Carpet ~ 8 yrs, Facets 10 yrs**

Average age of Equipment: **~ 15 - 20+ yrs except Computers**

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

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?

Has staff left the practice recently? **Yes, Covid-related, Staff returning 5/28/2020**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 454,887 2018 \$ 478,601 2017 \$ 482,474

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

Is pegboard or computer? **Computer** What type of computer? **Dell Windows 10**

What software? **Dentrix** 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.