



WESTERN PRACTICE SALES

John M. Cahill Associates

#JN-1129

Bakersfield, California

This community is a significant hub for both agriculture and energy production. Known as the birthplace of country music genre known as “Bakersfield sound”, county’s commitment and vision of preservation and development in place, low taxes, it offers families with a lifestyle which can’t be beat! This beloved, streamlined, quality, family-oriented practice awaits your talent and skill to take it to the next level!

The Doctor averages 7 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 1+ new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story building with ample parking, off major thoroughfare with easy accessibility to Freeway 99.

The office occupies approximately 2,339 square feet and consists of 5 fully equipped Ops with plumbing for 1 additional Op, Reception area, Doctor’s office, Business office, Sterilization, Darkroom, Lab, Storage, and 3 Restrooms.

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

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

We look forward to serving you

JN-1129

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30 – 5	7:30 – 5	7:30 – 5	7:30 – 5		
Doctor's Hours		7:45 – 5	7:45 – 5	7:45 – 5	7:45 – 5		
Hygienist Hours		7:30 – 5	7:30 – 5	7:30 – 5	7:30 – 5		

Type of Practice: **General**

Reason for Selling:

RetirementYears established: ~ **35+ yrs**

Days worked past 12 months:

~ **200 days**

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?

N/A

Rent per month

\$3,000.00/month

Common area, maintenance fees /taxes included?

No

If not included, current amount paid?

Are utilities included?

No

Is the rent considered above, below or at fair market value?

Fair Market Value

Type of Building:

Condo**X**

Free-standing

Professional**X**

Retail Center

Office Square footage:

~ **2,339 sq. ft.**

Carpet?

Partial

Air conditioning?

YesNumber of fully equipped ops: **5**

Plumbed for additional ops?

Yes, 1 additionalReception area: **Yes**

Dark room:

Yes

Doctor's office:

Yes

Lab:

YesBusiness office: **Yes**

Restrooms:

Yes, 3

Sterilization:

Yes

Storage:

YesDigital 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):

Established, attractive, well-maintained, single-story building off major thoroughfare w/ ample parking and close proximity to Freeway 99

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30.20	Diagnostic	22.87	Adjunctive	4.13	Prosth, Rem	2.99
Restorative	35.89	Endo	0	Ortho/TMJ	0.47	Perio	0.21
Oral Surgery	0	Cosmetic	14	Prosth, Fixed	0.91	Implant	2.29

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 51 **Insurance/PPO** 49 **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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta 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: **~ 1+**

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

Hygiene days per week: **4 days**

Average age of patients: **Mid Family Range**

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

Type of recall system used? **Easy Dental computerized tracking**

Number of recalls per month? **~ 60**

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: **2003: Re-roof Building / 2001: Repave Parking Lot**

Average age of Equipment: **~ 15 yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right/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? **Yes** If yes, how much are they paid? **\$500.00/wk**

Has staff left the practice recently? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2019 \$ 376,645 2018 \$ 375,944 2017 \$ 400,031

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

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

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.