



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-1185 *Perio* Petaluma, California

Known as a “foodie haven” of northern California, this charming, well-preserved, once distinguished historical community, is vibrant with award-winning restaurants, rich diversity and a strong agricultural base. Live, practice, play and revel in an unparalleled lifestyle which will be the envy of your colleagues. *Don't miss this rare opportunity to purchase this Perio practice of your dreams!*

Doctor averages 12 patients w/ 7 Hygiene patients per day, offering 3 days of Hygiene/per week and welcomes approximately 30 – 50 new patients per month based on a strong online presence, goodwill and a loyal, stable base of referring Dentists in the community.

The office is conveniently located in an attractive, well-maintained, single-story Professional building complex on major thoroughfare in town, with close proximity to Medical Facility and easy access to major routes.

The spacious office, designed with office efficiency and patient flow in mind, occupies approximately 2,122 square feet and consists of 6 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Storage and Restroom.

Full Price: \$585,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#CG-1185**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$585,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 2	8 – 5	8 – 5	8 – 4	
Doctor's Hours			8 – 2	8 – 5	8 – 5	8 – 4	
Hygienist Hours				8 – 5	8 – 5	8 – 4	
Type of Practice:	Periodontics/Implants		Reason for Selling:			Retirement	
Years established:	~ Since 1996		Days worked in 2019:			~	

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:	Month-to-Month			Expiration date:	N/A		
Rent per month	\$5,100.00/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?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 2,122 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	No
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	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, single-story Professional building complex on major thoroughfare in town, w close proximity to Medical Facility and easy access to major routes**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to 100% Perio**

Preventative/Hygiene	Diagnostic	Adjunctive	Dentures
General Operative	Endo	Ortho/TMJ	Perio
Oral Surgery	Cosmetic	Crown/Bridge	Implant

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

Refer ALL Ortho, Endo, Pedo

Type of patients as a percentage of Collections:

Private Pay 30 **Insurance/PPO** 70 Denti-Cal Capitation (HMO) Other

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

***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:

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: **~ 30 – 50/month**

Average number of patients per day? Per-Doctor: **~ 10 - 12** Per-Hygienist: **~ 7**

Hygiene days per week: **3 days**

Average age of patients: **Mature: ~ 50 – 60 yrs**

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

Type of recall system used? **Pre-scheduling and highly efficient & effective Recall System**

Number of recalls per month? **~ 80 – 90**

What types of Practice Promotions? **Strong & loyal network of referral base w w annual gifts to referring dentists/practices, Website**

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 carpet ~ 3 yrs, Digital X-ray Units ~ 12 yrs**

Average age of Equipment: **~ 19 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
----------	----------	------------	-------------	-----------------------

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 **\$ 1,110,931** 2018 **\$ 1,073,217** 2017 **\$ 1,094,657**

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

Is pegboard or computer? **Computer** What type of computer? **PC *new computers & servers**

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.