



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-1184

Lodi, California

This well-loved, well-known family-oriented practice prides itself on providing quality restorative and preventative dental care in a warm and loving environment. It grows by the best kind of marketing: word-of-mouth referrals by a loyal patient base proudly referring their families and friends here!

Doctor averages 5 patients w/ 7 Hygiene patients per day and offers 4 days of Hygiene/per week and welcomes approximately 8-10 new patients per month.

This pristine office/condo unit is ideally located on the corner of two of the area's busiest thoroughfares in a well-maintained, single-story Dental Professional building complex with ample parking, in a popular, highly-desirable professional corridor.

The office occupies approximately 1,400 square feet and consists of 4 fully equipped OPs, shared Reception area, Business office, Combination Sterilization/Lab, Storage, and 2 Restrooms.

Full Price: \$150,000

Real Estate: \$295,000

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

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

We look forward to serving you

IN-1184

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$150,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--------------------|---------------------|----------|-------------|----------------------|-------------|--------------------|-----|
| Office Hours | | 8 – 5 | 7:30 – 5 | 7:30 – 5 | 7:30 – 5 | 8 – 1 | |
| Doctor's Hours | | 8:30 – 5 | 8:30 – 5 | 8:30 – 5 | 8:30 – 5 | | |
| Hygienist Hours | | 8:30 – 5 | 7:30 – 3:30 | 8:30 – 5 | 7:30 – 3:30 | | |
| Type of Practice: | General | | | Reason for Selling: | | Personal | |
| Years established: | ~ Since 2005 | | | Days worked in 2019: | | ~ 185+ 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 | |
| Term of Lease: | Seller Owns Condo - Available to Purchase | | Expiration date: | N/A |
| Do you share space with another dentist? | No | | | |
| Rent per month | \$2,800.00/monthly | Common area, maintenance fees /taxes included? | No | |
| If not included, current amount paid? | \$300.00/month | Are utilities included? | No | |
| Is the rent considered above, below or at fair market value? | Fair Market | | | |
| Type of Building: | Condo | <input checked="" type="checkbox"/> Free-standing | <input type="checkbox"/> Professional <input type="checkbox"/> Retail Center | |
| Office Square footage: | ~ 1,400 sq ft | Carpet? | Yes | |
| Number of fully equipped ops: | 4 | Plumbed for additional ops? | No | |
| Reception area: | Yes, Shared | Dark room: | No | |
| Business office: | Yes | Restrooms: | Yes, 2 | |
| Digital X-ray: | Yes | Cerec: | No | |
| | | Laser: | Yes | |
| | | Intra-oral Camera: | Yes | |
| | | Storage: | Yes | |
| | | Sterilization/Lab Combo: | Yes | |
| | | 3D Imager: | No | |

Description of office building, Location and attributes of practice (a brief description):

Attractive, well-maintained, single-story Dental Professional plaza, on popular well-known medical/professional corridor w ample parking, handicap accessible, Large OPs with calming courtyard view

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of **Production**:

| | | | | | | | |
|----------------------|----|------------|----|--------------|----|----------|---|
| Preventative/Hygiene | 14 | Diagnostic | 18 | Adjunctive | 2 | Dentures | 9 |
| Restorative | 26 | Endo | 1 | Ortho/TMJ | 0 | Perio | 7 |
| Oral Surgery | 1 | Cosmetic | 2 | Crown/Bridge | 20 | Implant | 0 |

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

Refer Complex Oral Surgery, Endo, Perio, Complex Prosthodontics, Difficult Pedo Behavioral Pts

Type of patients as a percentage of Collections:

Private Pay 28 Insurance/PPO 50 - 63 Denti-Cal/HMO 0 **In-house Dental Savings Plan** 50 pts

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, Cigna, United Concordia, San Joaquin PAA (administered through Cypress/Stanislaus Medical Foundation) In-house Dental Savings Plan**

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: **~ 8 - 10**

Average number of patients per day? Per-Doctor: **~ 5** Per-Hygienist: **~ 7**

Hygiene days per week: **4 days**

Average age of patients: **Young - Mature Family Range: ~ 30 - 80 yrs**

Does the office have Nitrous Oxide? **Yes, plumbed in 1 OP**

Type of recall system used? **Solution Reach/Pre-scheduling**

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

What types of Practice Promotions? **Creative Edge - Website, Facebook, Solution Reach, Newsletter, Online Directories and In-House Patient Promotions**

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:

2011- Carpet and Cabinets / 2017: Paint w frequent touch-ups & regular maintenance

Average age of Equipment: ~ **30 years**

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? **N/A**

Has staff left the practice recently? **Yes, Office Manager and Temporary Assistant**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 576,746 2018 \$ 720,161 2017 \$ 775,199

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

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

What software? **Dentrix G7** 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.