



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1203 Petaluma, California

Views of Downtown Petaluma & Sonoma Mountain Preservation from each Op!

With more than 25 years of cosmetic and restorative experience and personalized service, this streamlined, well-managed practice boasts a highly-knowledgeable staff and skilled team of specialists by referral, with the singular goal of providing affordable and comfortable dental care by promoting healthy teeth and gums for life. The loyal and stable patient base value their dental treatment provided by the newest state-of-the-art technology including CEREC, Digital Invisalign scans, Digital X-rays etc.

The Doctor averages 10-12 patients w/ 7 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 18-20 new patients per month.

The office is conveniently located in a an attractive, well-maintained, 2-story Building w ample parking. Building was fully renovated in 2006 w/ tenant improvement upgrades in 2018. The office occupies approximately 2,010 square feet and consists of 6 fully equipped Ops & plumbed for 2 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$525,000

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

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

We look forward to serving you

CC-1203

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$525,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5			8:30 – 5:30	
Doctor's Hours		9 – 4	9 – 4				
Associate's Hours						8:30 – 5:30	
Hygienist Hours		8 – 4	8 – 4				
Type of Practice:	General/Cosmetic		Reason for Selling:			Scaling Back	
Years established:	Since 2005		Days worked in 2019:			~ 181 Doctor days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No						
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes				
Term of Lease:	Seller owns building: Flexible		Expiration date:	Flexible					
Rent per month	To be Negotiated		Common area, maintenance fees /taxes included?	Yes					
If not included, current amount paid?	Varies		Are utilities included?	No					
Is the rent considered above, below or at fair market value?	FMR ~ \$4,000/month, to be negotiated								
Type of Building:	Condo	Free-standing	X	Professional	Retail Center				
Office Square footage:	~ 2,010 sf	Carpet?	No	Air conditioning?	Yes				
Number of fully equipped OPs:	6	Plumbed for additional OPs?	Yes, 2 additional						
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes		
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes		
Digital X-ray:	Yes	Cerec:	Yes	Laser:	Yes	Intra-oral Camera:	Yes	3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 2-story Building w/ ample parking, fully renovated in 2006 w/ tenant improvement upgrades in 2018 w/ Views of Downtown Petaluma & Sonoma Mountain Preservation from each Op.								

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17.4	Diagnostic	19.3	Adjunctive	1.0	Dentures	1.0
General Operative	39.6	Endo	2.0	Ortho/TMJ	1.4	Perio	4.7
Oral Surgery	2.0	Cosmetic		Prosth, Fixed	8.2	Implant	3.4

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

Refer complex Oral Surgery, Endo, Perio when necessary & Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 25% Insurance/PPO 75% Denti-Cal 0 Capitation (HMO) 0 Other

Are you a **Delta Provider?** Premier Only X Discontinued PPO Plans as of 8/30/2020

***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:

Available Upon Request

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: **~ 18 - 20**

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

Hygiene days per week: **2 days**

Average age of patients: **Mid-Family Range: ~ 41- 45 yrs**

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

Type of recall system used? **Dentrix Ascend**

Number of recalls per month? **~ 50**

What types of Practice Promotions? **Website/ Wellness Program**

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 Roof, Parking lot improvements & Signage. New Landscaping, New doors, windows, plumbing & interior improvements, Building is Handicap Accessible**

Average age of Equipment: **Newer**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **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? **~ \$36,000/yr**

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 \$ 694,930 2018 \$ 685,938 2017 \$ 641,857

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

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

What software? **Dentrix Ascend**

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.