



WESTERN PRACTICE SALES

John M. Cahill Associates

EN-1197

Lincoln, California

Get ready to be a part of one of the fastest growing counties in northern California! Doctor has established a quality practice w/ focus on long-term success of dental health based on prevention. This top-notch, state-of-the art practice awaits your talent and skill to take it to another level. *With increased Doctor days, a little attention to marketing, watch your patient base and production grow exponentially, beyond what has already been achieved by word-of-mouth and location alone!*

Doctor averages 8-9 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 10 - 13 new patients per month.

This spacious office is conveniently located in an attractive, well-maintained, modern, pristine Medical/Dental Professional building complex w ample parking. This office occupies approximately 2,986 square feet and consists of 6 fully equipped OPs with plumbing for 4 additional OPs for a total of 10 OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$437,000

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

EN-1197

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$437,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Doctor's Hours			8 - 5	8 - 5	8 - 5		
Hygienist Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Type of Practice:	General		Reason for Selling:		Reducing Clinical Days		
Years established:	~ 14 yrs		Days worked in 2019:		~ 190+ 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?	Yes		
Term of Lease:	Month-to-Month		Expiration date:	Expired			
Do you share space with another dentist?	N/A						
Rent per month	\$8,817.47/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	Are utilities included?		No				
Is the rent considered above, below or at fair market value?	Above Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 2,986 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	6		Plumbed for additional OPs?	4			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	Yes	Laser:	Yes	Intra-oral Camera:	No
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Conveniently located in an attractive, well-maintained, modern, pristine Medical/Dental Professional building complex w ample parking						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	6.99	Diagnostic	4.38	Adjunctive	1.5	Dentures	5.4
General Operative	5.36	Endo	0	Ortho/TMJ	8.77*	Perio	9.69
Oral Surgery	.19	Other	9.84	Crown/Bridge	44	Implant	4.29

**Please note Practice is no longer accepting ortho cases*

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

Refer ALL Oral Surgery, Endo, Perio, Ortho, Pedo

Type of patients as a percentage of Collections:

Private Pay 5 **Insurance/PPO** 20 **Denti-Cal** **Capitation (HMO)** 75 **Other**

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

**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: **Accept all plans excluding: Cigna HMO, Aetna HMO, Safeguard HMO, DHS HMO and Liberty HMO** **NOT currently contracted/accepted*

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: **~ 10 – 12+**

Average number of patients per day? Per-Doctor: **~ 9** Per-Hygienist: **~ 8**

Hygiene days per week: **4 days**

Average age of patients: **Family Range**

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

Type of recall system used? **Dentrix**

Number of recalls per month? **~ 128**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals, Location, Visibility**

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: **All improvements ~ 14 yrs old, Equipment regularly maintained, all in good functioning condition and working efficiently**

Average age of Equipment: **~ 14 yrs**

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? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **Yes, staff member retired after 12 years**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Profit & Loss Statements: **excludes Ortho Revenue*

2019 **\$ 593,854*** 2018 **\$ 666,528*** 2017 **\$ 602,965***

**Please note Practice is no longer accepting ortho cases*

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

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

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.