



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#CC-1231 Vallejo, California**

Established for more than 10 years, this quality, family-oriented practice provides a full spectrum of comprehensive family dental care, with emphasis on warm, personal relationships, focusing on prevention and early dental intervention for optimal dental health. A proven success at this location, don't miss out on this remarkable opportunity!

The Doctor averages 9 patients w/ 7+ Hygiene patients per day offering 4½ days of Hygiene/per week and welcomes approximately 20-30 new patients per month.

The office is conveniently located in a 25 yr old, free-standing, 2-story, highly visible Professional building centrally located on busy street near 2 highway exits and easy accessibility.

The office occupies approximately 1,350 square feet (1,650 sf includes stairwell storage & Foyer) and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$530,000***

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

Timothy G. Giroux, DDS

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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# CC-1231

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$530,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5:30	8 – 5:30	8 – 5:30	8 – 5:30	8 – 3	8 – 1 <sup>1</sup> day/month
Doctor's Hours		8:30 – 5	8:30 – 12	8:30 – 5	8:30 – 5	8:30 - 3	8 – 1 <sup>1</sup> day/month
Associate's Hours			8:30 - 5				
Hygienist Hours		9 – 4:30	8 – 5	8 – 5	8 – 5	9 - 3	8 – 1 <sup>1</sup> day/month
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Personal</b>	
Years established:	~ 10 yrs			Days worked in 2019: ~ 240 days			
<b>*Office closed due to Covid from March 18 – May 19, 2020</b>				Days worked in 2020 ~ 205+ days			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>						
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>				
Term of Lease:	<b>5 years w/ 2 (two) 5-yr options</b>			Expiration date:	<b>July 2024</b>				
Do you share space with another dentist?	<b>No</b>								
Rent per month	<b>\$2,996.43/month</b>		Common area, maintenance fees /taxes included?	<b>No</b>					
If not included, current amount paid?	<b>\$400/month covers trash, water and all exterior maintenance, ~ \$3,958+/yr taxes</b>								
Are utilities included?	<b>Yes, Trash &amp; Water</b>								
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>								
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	<b>Professional</b>	<b>X</b>	Retail Center			
Office Square footage:	~ <b>1,350sf</b>		<b>*1,650 sf incl stairwell &amp; foyer</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>4</b>		Plumbed for additional OPs?	<b>No</b>					
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>		
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>		
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Well-established, 25-yo, highly visible, 2-story, free-standing, Professional Building centrally located on busy thoroughfare near 2 highway exits for easy accessibility</b>								

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>15</b>	Diagnostic	<b>19.5</b>	Adjunctive	<b>1.6</b>	Dentures	<b>4.7</b>
General Operative	<b>20</b>	Endo	<b>3.4</b>	Ortho/TMJ	<b>0</b>	Perio	<b>8</b>
Oral Surgery	<b>4.3</b>	Cosmetic	<b>*</b>	Crown/Bridge	<b>20.1</b>	Implant	<b>3.4</b>

\*NOTE: Cosmetic Dentistry is included in General Operative & Crown/Bridge

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

**Complex procedures of all the above Specialties including implant placement, Ortho, partial bony extractions**

Type of patients as a percentage of Collections:

**Private Pay**   30   **Insurance/PPO**   70   **Denti-Cal**   0   **Capitation (HMO)**   0   **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:

**Extensive List Available in Financial Package, 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: **~ 30+**

Average number of patients per day? Per-Doctor: **~ 8 - 9** Per-Hygienist: **~ 7 ½**

Hygiene days per week: **4½ days**

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

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

Type of recall system used? **Solution Reach**

Number of recalls per month? **~ 105+**

What types of Practice Promotions? **Self-Pay Discount, New PT Promotions and Self-Pay Rewards**

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 original Cabinetry, Floor & Paint ~8 yrs old, All Dental Equipment replaced ~ 1-8 yrs ago, All Business Equipment replaced 1-5 yrs ago**

Average age of Equipment: **~ 4 – 8 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? **Yes, Spouse/DDS** How much are they paid? **Spouse/DDS \$75.00/hr**  
*Position not required*

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:

2020 \$ 717,737 estimate 2019 \$ 782,695 2018 \$ 715,570

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

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

What software? **Eaglesoft** 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.