



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1262

Santa Rosa, California

Surrounded by some of Northern California's most beautiful landscapes, an abundance of outdoor recreational activities and relaxation with serene views of nature, live and practice in the heart of this Sonoma County community that has great attributes and embraces its rural and rich agricultural roots. This practice awaits your talent and skill to continue to deliver quality dental care in a warm and comfortable environment.

The Doctor averages 10 patients w/ 8 Hygiene patients per day offering 3 days of Hygiene/per week and welcomes approximately 5 new patients per month.

The office is located in a well maintained, multi-professional complex near downtown Santa Rosa, the largest city in California's Wine Country and Redwood Coast - a town where you would be proud to live and work!

The office occupies approximately 1,000 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$270,000

Real Estate Also Available!

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

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

We look forward to serving you

CC-1262

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$270,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--|--------------------------|-------|---------------------|---------------------------------|-------------------|-----|-----|
| Office Hours | | 8 – 5 | 8 – 5 | | 12 – 5 | | |
| Doctor's Hours | | 8 – 5 | 8 – 5 | | 12 – 5 | | |
| Hygienist Hours | | 8 – 5 | 8 – 5 | | 12 – 5 | | |
| Type of Practice: | General Dentistry | | Reason for Selling: | | Retirement | | |
| Years established: | ~ 41 yrs | | | Days worked in 2019: ~ 122 days | | | |
| *Office closed due to Covid from March 22 – June 1, 2020 | | | | Days worked in 2020 ~ 110 days | | | |

OFFICE SPACE & LEASE INFORMATION

| | | | | | | | |
|--|--|-------------------------------------|--|----------------------|-------------------|--------------------|------------|
| Is the building/suite owned? | Yes | Is building available for purchase? | Yes | | | | |
| Is the space leased? | N/A | Is lease renewable? | N/A | Is lease assignable? | N/A | | |
| Term of Lease: | Seller Owns Building | | | Expiration date: | N/A | | |
| Do you share space with another dentist? | No | | | | | | |
| Rent per month | \$2,150.00/month | | Common area, maintenance fees /taxes included? | | | N/A | |
| If not included, current amount paid? | N/A | | Are utilities included? | | N/A | | |
| Is the rent considered above, below or at fair market value? | Fair Market | | | | | | |
| Type of Building: | Condo | X | Free-standing | Professional | Retail Center | | |
| Office Square footage: | ~ 1,000 sf | | Carpet? | Partial | Air conditioning? | Yes | |
| Number of fully equipped OPs: | 3 | | Plumbed for additional OPs? | No | | | |
| 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, 2 | Cerec: | No | Laser: | No | Intra-oral Camera: | Yes |
| | | | | | Yes | 3D Imager: | No |
| Description of office building, Location and attributes of practice (a brief description): | Well maintained, professional Condo building, located near downtown, close proximity to the hospital. | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|-----------|------------|----------|--------------|-----------|----------|----------|
| Preventative/Hygiene | 20 | Diagnostic | 5 | Adjunctive | 5 | Dentures | 2 |
| General Operative | 13 | Endo | | Ortho/TMJ | | Perio | |
| Oral Surgery | | Cosmetic | 5 | Crown/Bridge | 50 | Implant | |

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

Refer All Oral Surgery, Endo, Perio, Pedo, Root Planing

Type of patients as a percentage of Collections:

Private Pay **50** Insurance/PPO **50** 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:

MetLife, Delta Dental

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: **~ 5**

Average number of patients per day? Per-Doctor: **~ 10** Per-Hygienist: **~ 8**

Hygiene days per week: **3**

Average age of patients: **Mature Range: 55 yrs**

Does the office have Nitrous Oxide? **Yes, Plumbed in Wall**

Type of recall system used? **In-Office and Lighthouse**

Number of recalls per month? **~ 85**

What types of Practice Promotions? **None**

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, Flooring and Dual-Pane Windows installed ~ 10 yrs ago. Custom Cabinetry throughout office.**

Average age of Equipment: **~ 12 years**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right-handed**

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? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$419,000 2019 \$376,000 2018 \$

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

Is pegboard or computer? **Computer** What type of computer? **All Computers Leased**

What software? **First Pacific Corp** 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.