



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1208

Salinas, California

This colorful and diverse community offers a unique combination of climate, natural resources and people with agriculture as an economic base, nearby the world-class Monterey Peninsula, offering an unrivaled lifestyle which can't be beat!

Doctor-average 12-15 patients per day and welcomes approximately 30 new patients per month based on stellar reputation of quality care, personalized service and warm relationships.

The office is conveniently located in an attractive, well-maintained, free-standing building with excellent visibility and large private parking lot for patients and staff.

This spacious office occupies approximately 4,860 square feet and consists of 10 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 4 Restrooms.

Full Price: \$895,000

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

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

We look forward to serving you

DG-1208**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$895,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		12:30 - 9	12:30 - 9	12:30 - 9	9 - 4:30		8 - 4:30
Doctor's Hours		12:30 - 9	12:30 - 9	12:30 - 9			
Associate's Hours		12:30 - 9	12:30 - 9	12:30 - 9	9 - 4:30		8 - 4:30
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ Since 1997		Days worked in 2019:			~ 155+ 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:	Expires 2021, then 2 (two) 6-yr EXT			Expiration date:	September 2033		
Do you share space with another dentist?	Yes, Associate DDS						
Rent per month	\$5,028.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 4,860 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	10		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 4	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	No
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, free-standing building w excellent visibility and ample parking in large private parking lot for patients and staff						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	8	Diagnostic	16	Adjunctive	3	Dentures	
General Operative	22	Endo	6	Ortho/TMJ	1	Perio	11
Oral Surgery	1	Cosmetic		Crown/Bridge	28	Implant Surgery	

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

Refer Complex Endo, Oral Surgery, and All Ortho, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 15 Insurance/PPO 85 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: **Delta Dental Premier & PPO**

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: **~ 40**

Average number of patients per day? Per-Doctor: **~ 12 – 15** Per Hygienist: **N/A**

Average age of patients: **Mature Range: ~ 45 yrs**

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

Type of recall system used? **Prescheduled Appointments**

Number of recalls per month? **~ 100**

What types of Practice Promotions? **Some Mailers, Internet**

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: **Established 1997, 10 OPs, ample parking in large private parking lot, regular maintenance w equipment in good functioning condition**

Average age of Equipment: ~ 20 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? **No**

Is there a practice management consultant? **Yes. Hired in the past but not currently**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2020 \$ 1,273,050 2019 \$ 1,406,258 2018 \$ 1,428,650

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

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

What software? **Alpha-Dent** 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.