



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-1254

Lodi, California

Live and practice in a community committed to *quality growth*, while protecting its historical roots. With close proximity to San Francisco and Greater Sacramento with plenty of cultural and multiple perennial recreational activities, the *quality of life* just can't be beat here! With its *small-town charm, stable patient base* and *low overhead*, don't pass this up as opportunities like these do not come by easily!

The Doctor averages 8-10+ patients w/ 8 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 20 - 40 new patients per month.

***Practice produced \$218k+ 1st Quarter 2021
and collected \$226k+ on relaxed 3-day workweek***

The condo unit is conveniently located in an attractive, well-maintained building with ample parking in highly desirable professional corridor in town surrounded by Dental Specialists, Physicians and Medical Facility. The office occupies approximately 1,550 square feet with additional 800 sq. ft. in basement for Storage and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$325,000

Real Estate: \$375,000

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

IN-1254

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$325,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 6	9 – 5	9 – 6	9 – 6	8 – 4
Doctor's Hours				9 – 5			
Associate's Hours						9 – 6	8 – 4
Hygienist Hours			9 – 6		9 – 6		

Type of Practice: **General** Reason for Selling: **Personal**
 Years established: ~ Since 2020 Days worked in 2019: ~ 150 days
 *Office closed due to Covid from March 15 – June 15, 2020 Days worked in 2020 ~ 95+ days

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	Seller owned	Is lease renewable?	N/A
Term of Lease:	Seller owns building	Is lease assignable?	N/A
Do you share space with another dentist?	No	Expiration date:	
Rent per month	Seller owns building	Common area, maintenance fees /taxes included?	
If not included, current amount paid?	\$480.00 HOA	Are utilities included?	No
Is the rent considered above, below or at fair market value?			
Type of Building:	Condo	Free-standing	Professional X Retail Center
Office Square footage:	~ 1,550 sq. ft.	Carpet?	Yes Air conditioning? Yes
Number of fully equipped OPs:	4	Plumbed for additional OPs?	No, *800 sf basement for storage
Reception area:	Yes	Dark room:	No Doctor's office: Yes Lab: Yes
Business office:	No	Restrooms:	Yes, 2 Sterilization: Yes Storage: Yes
Digital X-ray:	Yes	Cerec:	Yes Laser: No Intra-oral Camera: Yes 3D Imager: Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained Professional building w/ ample parking, in desirable professional corridor, surrounded by Dental Specialists & Medical Facility		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	10	Adjunctive	0	Dentures	
General Operative	26	Endo	5	Ortho/TMJ	0	Perio	4
Oral Surgery	10	Cosmetic	0	Crown/Bridge	25	Implant	5

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

Refer Complex procedures of all of the above Specialties

Type of patients as a percentage of Collections:

Private Pay ~ 20 Insurance/PPO ~ 80 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, Cigna, Aetna, MetLife, Principal**

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: **~ 20 - 40**

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

Hygiene days per week: **2 days**

Average age of patients: **Family Range: 20 - 80yr (mainly adults)**

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

Type of recall system used? **Pre-scheduling, Phone & Postcard Reminders**

Number of recalls per month? **~ 65 - 70+**

What types of Practice Promotions? **Google**

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 equipment regularly maintained and in good functioning condition**

Average age of Equipment: **Range: New to 5 yrs**

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

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?

Has staff left the practice recently? **Yes, Returning in June from Maternity Leave**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 453,300 P&L 2019 _____ 2018 _____

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

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

What software? **Curve Hero** 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.