



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1290 **Santa Rosa, California**

Established for 16 yrs with streamlined policies for office efficiency and patient comfort, attention to detail and marketing, Seller is passing on this gem to the astute Buyer who would not only be walking into a gold mine but also enjoy working here every day!

The Doctor averages 6-9 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 20-25 new patients per month.

This office has excellent signage, visibility and accessibility for patient convenience and is located in an attractive, well-maintained Retail Shopping Center on busy thoroughfare and commercial/professional corridor of desirable neighborhood. It occupies approximately 1,300 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab and Restroom.

Full Price: \$575,000

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#CC-1290**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$575,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 6	9 - 6	9 - 6	9 - 6		
Doctor's Hours		9 - 6	9 - 6	9 - 6	9 - 6		
Hygienist Hours		9 - 6	9 - 6	9 - 6	9 - 6		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ Since 2005			Days worked in 2019: ~			
*Office closed due to Covid from March 17, 2020 – May 27, 2020				Days worked in 2020 ~			

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:	Expiration date:						
Do you share space with another dentist?	No						
Rent per month	\$6,587.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	N/A	Are utilities included? No, Tenant pays PG&E, AT&T, Internet					
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,300 sf	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped OPs:	4	Plumbed for additional OPs?					
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
3D Imager:		Yes					
Description of office building, Location and attributes of practice (a brief description):		Attractive, well-maintained, popular Retail Shopping Center on busy corridor in desirable neighborhood					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13.20	Diagnostic	13.40	Adjunctive	1.56	Dentures	1.16
General Operative	14.81	Endo	1.69	Ortho/TMJ	-	Perio	8.67
Oral Surgery	3.98	Cosmetic	-	Crown/Bridge	37.65	Implant	3.88

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

Refer Complex Endo, Perio, Oral Surgery, Difficult Pedo Management & All Ortho

Type of patients as a percentage of Collections:

Private Pay _____ Insurance/PPO _____ Denti-Cal _____ Capitation (HMO) _____ 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:

No HMO or Capitation. Only PPOs & Fee-for-Service

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 - 25**

Average number of patients per day? Per-Doctor: **~ 6 - 9** Per-Hygienist: **~ 8**

Hygiene days per week: **4 days**

Average age of patients: **Mid Family Range: ~ 30-39 yrs old**

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

Type of recall system used? **Revenue Well**

Number of recalls per month? **~ 120**

What types of Practice Promotions? **Signage, Website, Internal Marketing: word-of-mouth referrals**

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:

Average age of Equipment: **Range: ~ 1 - 15 yrs**

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

PERSONNEL 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**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 718,014 *P&L 2019 \$ 762,355 2018 \$ 823,534

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

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

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.