



WESTERN PRACTICE SALES

John M. Cahill Associates

#IG-1309 Merced, California

This practice with its stellar reputation, is well-respected for delivering the highest standard of dental care, serving families for 25+ yrs. It awaits your talent and skill to carry on the tradition and philosophy in this city with a low cost of living and first-rate quality of life provided by a vibrant collegiate atmosphere and availability of perennial recreational due to close proximity to Yosemite and a convenient 2-hour drive from San Francisco and Sacramento.

Doctor averaged 6 - 8 patients (varies) w/ 8 Hygiene patients per day offering 3 days of Hygiene/per week on a relaxed 3-day workweek and welcomes approximately 4-5 new patients per month.

The desirable corner suite in an attractive, well-maintained, 2-story Professional Building in a popular professional corridor of desirable neighborhood.

The office occupies approximately 1,617 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$225,000

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

IG-1309

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$225,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 12	8 – 5	8 - 12	
Doctor's Hours		8 – 5	8 – 5		8 - 5		
Hygienist Hours		8 – 5	8 – 5		8 - 5		
Type of Practice:	General		Reason for Selling:		Deceased		
Years established:	~ Since 1994			Days worked in 2019: ~ 100 days			
*Office closed due to Covid from March 17 – May 26, 2020				Days worked in 2020 ~ 105+ 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 and would like to sell at same time as practice is sold						
Do you share space with another dentist?	No						
Rent per month	Seller owns building		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?	N/A						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	~ 1,617+ sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Corner suite in attractive, well-maintained 2-story Professional Building in professional corridor of desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16	Diagnostic	21	Adjunctive	1	Dentures	1
General Operative	14	Endo	2	Ortho/TMJ		Perio	1
Oral Surgery	1	Cosmetic	4	Crown/Bridge	39	Implant Surgery	

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

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

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** Yes Premier + PPO

***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 Premier**

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: **~ 4-5**

Average number of patients per day? Per-Doctor: **~ 4-12** Per-Hygienist: **~ 8**

Hygiene days per week: **3 days**

Average age of patients: **Full Family Range: ~ 18 – 90+ yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Recall Cards & Phone Calls**

Number of recalls per month? **~ 80 – 90+**

What types of Practice Promotions? **None: 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:

Any equipment leases?

Equipment is right/left-handed/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? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 735,574 2019 \$ 819,842 2018 \$ 802,575

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

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

What software? **Dentrix** 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.