



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1302

Sonoma County, California

This quality, family-oriented practice has developed a vision with a mission to establish good rapport with their mature patient base and focus on delivering the highest standard of care based on values, patient wellness, esthetics and long-term dental health. The highly trained, knowledgeable and seasoned team offer a warm and caring environment while collaborating with their network of expert specialists.

The Doctor averages 4-8 patients w/ 6 Hygiene patients per day offering 4½ days of Hygiene/per week and welcomes approximately 3-4 new patients per month.

This well-organized office is conveniently located in a long-established, attractive, well-maintained, single-story Professional building with easy accessibility & good visibility on major throughfare in desirable corridor.

The spacious office designed for patient ease, office efficiency and safety, consists of approximately 1,900 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$336,000

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-1302

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$336,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30-4:30	7:30-4:30	7:30 – 4	7:30-4:30		
Doctor's Hours		8 – 4	8 – 4	by appt	8 – 4	<i>occasional</i>	
Hygienist Hours		7:30-4:30	7:30-4:30	7:30 – 1	7:30-4:30		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ Since 1980			Days worked in 2019: ~ 140 days			
*Office closed due to Covid from March 16 – June 1, 2020				Days worked in 2020 ~ 110 – 130 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	Owned	Is lease renewable?	N/A	Is lease assignable?	/AA		
Term of Lease:	Seller owns building, pays Rent to Self			Expiration date:			
Do you share space with another dentist?	N/A						
Rent per month	~ \$3,900.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	Are utilities included?			Yes			
Is the rent considered above, below or at fair market value?	Fair ~ \$2.00/sq ft						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,900 sq ft		Carpet?	Flooring	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	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
					Yes	3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Long-established, attractive, well-maintained, single-story practice with easy accessibility and good visibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as an estimated percentage of Collections:

Preventative/Hygiene	30	Diagnostic	10	Adjunctive		Dentures	0
General Operative	10	Endo	0	TMJ/NG	2	Perio	
Oral Surgery	0	Cosmetic	5	Crown/Bridge	40	Implant Restorations	0

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

Refer All Complex procedures of the above specialties to Team of Specialists in Santa Rosa & Sonoma

Type of patients as a percentage of Collections at each Visit and time of Service:

Private Pay 100 Insurance/PPO _____ Denti-Cal 0 Capitation (HMO) 0 Other _____

Are you a Delta Provider? **NO, Out of Network** Premier Only _____ 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: **N/A**

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: **~ 3 – 4 /month**

Average number of patients per day? Per-Doctor: **~ 4 – 8** Per-Hygienist: **~ 6**

Hygiene days per week: **4½ days/wk**

Average age of patients: **Modern Family Range: ~ 55 yrs**

Does the office have Nitrous Oxide? **Plumbed but not used**

Type of recall system used? **Dentrix computer tracked**

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

What types of Practice Promotions? **Personalized care & Good Rapport/Patient Relationships**

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: **2003 – 2005: Remodeled & Refurbished, Modern & Comfortable, 2018: New Flooring 2010: New Paint, All regularly maintained and in good functioning condition**

Average age of Equipment: **Varies**

Any equipment leases? **Sensors – Service Contract** Equipment is right/left-handed/convertible? **Right/Convert**

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?

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 \$ 425,631 2019 \$ 546,377 2018 \$ 535,841

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

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

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.