



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #CC-1330 *Endo* Vacaville, California

Established for 25 years, Seller is retiring and is passing this amazing practice with its stellar reputation to the astute Buyer who can take it to the next level!

Doctor averages 5-6 patients and welcomes approximately 60-70 new patients per month, based on word-of-mouth referrals and robust networking base.

The office is conveniently located in an attractive, well-maintained, single-story Professional Complex in desirable professional corridor w/ neighboring professional buildings with ample parking and close proximity to shopping and public transportation.

The office occupies approximately 2,565 square feet and consists of 5 fully equipped OPs with plumbing for 1 additional OP, Reception, Doctor/Business Office, Sterilization, Darkroom, Storage, and 2 Restrooms & also boasts a Cone Beam CT.

***Full Price: \$350,000***

***Real Estate Available***

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

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**800.641.4179**

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

**We look forward to serving you**

# CC-1330

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$350,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

|  | SUN               | MON      | TUES                | WED                              | THURS             | FRI                | SAT |
|--|-------------------|----------|---------------------|----------------------------------|-------------------|--------------------|-----|
| Office Hours                                     |                   | 8:30 - 5 | 8:30 - 5            | 8:30 - 5                         | 8:30 - 5          | 8:30-1*alternating |     |
| Doctor's Hours                                   |                   | 8:30 - 5 | 8:30 - 5            | 8:30 - 5                         | 8:30 - 5          | 8:30-1*alternating |     |
| Type of Practice:                                | <b>Endodontic</b> |          | Reason for Selling: |                                  | <b>Retirement</b> |                    |     |
| Years established:                               | ~ Since 1995      |          |                     | Days worked in 2019: ~ 215+ days |                   |                    |     |
| *Office closed for 3 months in 2020 due to Covid |                   |          |                     | Days worked in 2020 ~ 160+ days  |                   |                    |     |

## OFFICE SPACE &amp; LEASE INFORMATION

|  |  |   |  |
|--|--|---|--|
| Is the building/suite owned?   | <b>Yes</b>   | Is building available for purchase?               | <b>Yes</b>   |
| Is the space leased?   | <b>Yes</b>   | Is lease renewable?                               | <b>Yes</b>   |
|  |  | Is lease assignable?                              | <b>Yes</b>   |
| Term of Lease:   | <b>Seller owns Building, *leases from LLC</b>  |   |  |
| Do you share space with another dentist?   | <b>N/A</b>   |   |  |
| Rent per month   | <b>\$5,150.00/month</b>  | Common area, maintenance fees /taxes included?    | <b>Yes</b>   |
| If not included, current amount paid?  | <b>N/A</b>   | Are utilities included?                           | <b>Yes, Water, Sewer &amp; Trash</b>   |
| Is the rent considered above, below or at fair market value?                               | <b>Fair Market</b>   |   |  |
| Type of Building:  | <b>Condo</b>   | <input checked="" type="checkbox"/> Free-standing | <input type="checkbox"/> Professional <input type="checkbox"/> Retail Center   |
| Office Square footage:   | <b>~ 2,565 sf</b>  | Carpet?   | <b>Yes</b> Air conditioning? <b>Yes</b>  |
| Number of fully equipped OPs:  | <b>5</b>   | Plumbed for additional OPs?                       | <b>Yes, 1 additional</b>   |
| Reception area:  | <b>Yes</b>   | Dark room:  | <b>Yes</b> Doctor's office: <input type="checkbox"/> Lab: <b>No</b>            |
| Business + Doctor's Office:  | <b>Yes</b>   | Restrooms:  | <b>Yes, 2</b> Sterilization: <b>Yes</b> Storage: <b>Yes</b>                    |
| Digital X-ray:   | <b>Yes</b>   | Cerec:  | <b>No</b> Laser: <b>No</b> Intra-oral Camera: <b>Yes</b> 3D Imager: <b>Yes</b> |
| Description of office building, Location and attributes of practice (a brief description): | <b>Conveniently located in an attractive, well-maintained, single-story Professional Complex in desirable corridor w/ neighboring professional buildings, ample parking, and close proximity to shopping and public transportation</b> |   |  |

## PATIENT DEMOGRAPHICS

Type of patients as a percentage of Collections:

**Private Pay** 30 **Insurance/PPO** 70 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:

**Delta (all states), Cigna PPO, UHC PPO/DHMO (same fees)**

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: ~ **60-70**

Average number of patients per day? Per-Doctor: ~ **5 - 6**

Average age of patients: ~ **above 13+ yrs**

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

Types of Advertising: Print Ad: **No** Facebook: **No** Yelp: **No** Other: **No**

*\*Advertising contracts will be the responsibility of Buyer after transition*

What types of Practice Promotions? **Online/Internet w/ General Dentists**

## 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 upgraded and maintained and in good functioning condition. Aug 2021: purchased Miele Thermal Disinfector Washer**

Average age of Equipment: ~ **5 - 10 yrs** Any equipment leases? **No**

Equipment is right/left-handed/convertible? **Right**

| <b>PERSONNEL</b>   |  |                                 |                                 |                               |
|--|--|---------------------------------|---------------------------------|-------------------------------|
| Position   | Days/Hrs   | Date hired                      | Rate of Pay                     | Eligible for benefits         |
| <b>AVAILABLE UPON REQUEST</b>  |  |                                 |                                 |                               |
| Do family members work in the office?  | <b>No</b>  | If yes, how much are they paid? |                                 | <b>N/A</b>                    |
| Has staff left the practice recently?  | <b>No</b>  |                                 |                                 |                               |
| Is there a practice management consultant?   | <b>No</b>  |                                 |                                 |                               |
| <b>PRACTICE FINANCIAL PROFILE</b>  |  |                                 |                                 |                               |
| <b>Last 3 years' Gross Collections from Tax Returns:</b>   |  |                                 |                                 |                               |
| 2020   | <u><b>\$ 358,274</b></u>                                     | 2019                            | <u><b>\$ 399,909</b></u>        | 2018 <u><b>\$ 457,313</b></u> |
| <b>*Collection amounts are approximate and should be verified by Buyer</b>   |  |                                 |                                 |                               |
| Type of Computers:   | <b>PC</b>  | Dental Software:                | <b>TDO (The Digital Office)</b> |                               |
| Is software transferable?  | <b>Yes, Transfer Fee, if applicable, to be paid by Buyer</b> |                                 |                                 |                               |
| Fees Schedule:   | <b>Available upon request</b>                                |                                 |                                 |                               |
| <p><b>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.</b></p> <p><b>WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES</b> 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.</p> |  |                                 |                                 |                               |