



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-1349

Lodi, California

Drawing from the Lodi, Stockton, Galt communities, this well-established, well-loved and well-known family-oriented practice prides itself on providing quality restorative and preventative dental care in a warm and loving environment. Sink your roots here with a chance to own real estate also!

Doctor averages 7 - 8 patients and welcomes approximately 15 – 20+ new patients per month with growth generated by word-of-mouth referrals from by a loyal patient base: the best kind of marketing!

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 1,500 square feet with additional 300 sq. ft. in basement for Storage and consists of 3 fully equipped Ops and plumbed for 1 additional, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$335,000

Real Estate: \$395,000

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

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

We look forward to serving you

IN-1349

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$335,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--------------------|---|-----|---------------------|---------------------------------|-------------------|----------|-----|
| Office Hours | | | 8:30 - 5 | 8:30 - 5 | 8:30 - 5 | 8:30 - 5 | |
| Doctor's Hours | | | 8:30 - 5 | 8:30 - 5 | 8:30 - 5 | 8:30 - 5 | |
| Type of Practice: | General | | Reason for Selling: | | Retirement | | |
| Years established: | ~ 40+ yrs *Current owner since 2008 | | | Days worked in 2019: ~ 200 days | | | |
| | *Office closed 3½ months in 2020 due to Covid | | | Days worked in 2020 ~ 150 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 | | Expiration date: N/A |
| Rent per month | Seller owns building Common area, maintenance fees /taxes included? | | |
| If not included, current amount paid? | \$480.00 HOA | Are utilities included? | N/A |
| Is the rent considered above, below or at fair market value? | N/A | | |
| Type of Building: | Condo | <input checked="" type="checkbox"/> Free-standing | <input type="checkbox"/> Professional <input type="checkbox"/> Retail Center |
| Office Square footage: | ~ 1500 + 300 sf | Carpet? | Partial Air conditioning? Yes |
| Number of fully equipped OPs: | 3 | Plumbed for additional OPs? | Yes, 1 |
| 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: | No |
| | | Intra-oral Camera: | No |
| | | 3D Imager: | No |

Description of office building, Location and attributes of practice (a brief description):

Attractive, well-maintained, single-story Professional building w/ ample parking, on desirable professional corridor, surrounded by Dental Specialists & Medical Facility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|-----------|------------|-----------|--------------|-----------|-----------------|----------|
| Preventative/Hygiene | 20 | Diagnostic | 13 | Adjunctive | 1 | Dentures | 5 |
| General Operative | 25 | Endo | 1 | Ortho/TMJ | 0 | Perio | 5 |
| Oral Surgery | 2 | Cosmetic | 2 | Crown/Bridge | 25 | Implant Surgery | 1 |

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

Refer Complex Perio, Oral Surgery, Endo and all Ortho

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** 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 Dental, MetLife, Aetna, Cigna and Premier Access

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: ~ **15 – 20+**

Average number of patients per day? Per-Doctor: ~ **7 - 8** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Mature Family Range ~ 1 – 80 yrs: Adults & Children**

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

Type of recall system used? **Dentrix & Postcards**

Number of recalls per month? ~ **70 - 90**

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

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

What types of Practice Promotions? **Google Advertising**

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: **Updated in the last 10 yrs: Digital X-ray Unit, Dental Chairs, Delivery Units & Suction, All Equipment are regularly upgraded, updated & maintained. All in good functioning condition**

Average age of Equipment: **~ 3 – 10 yrs** Any equipment leases? **No**

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

PERSONNEL

| Position | Days/Hrs | Date hired | Rate of Pay | Eligible for benefits |
|----------|----------|------------|-------------|-----------------------|
|----------|----------|------------|-------------|-----------------------|

AVAILABLE UPON REQUEST

Do family members work in the office? **Yes** If yes, how much are they paid? ***Spouse: \$33.00/hr**

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 \$ 325,389 2019 \$ 432,843 2018 \$ 405,391

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

Type of Computers: **Dell w/ windows op system** Dental 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.