



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1387

Petaluma, California

With more than 25 yrs of cosmetic and restorative experience and personalized service, this streamlined, well-managed practice boasts a highly-knowledgeable staff and team of skilled specialists by referral, with the singular goal of providing affordable and comfortable dental care. The loyal and stable patient base values their dental treatment provided by the newest state-of-the-art technology including CEREC, Invisalign, Digital X-rays and Nitrous Oxide.

Office was fully renovated in 2006 with vast tenant improvement upgrades in 2018. This busy Practice averages 90 patients per month, offers 2 days of Hygiene/per week and welcomes approximately 12 - 14 new patients per month.

The street-level office is located on the ground floor of an attractive, well-maintained, 2-story, free-standing building w ample parking and is well-known by local residents for its beautiful, stunning, hilltop panoramic views of Downtown and Sonoma Mountains. It is in a desirable mixed commercial/residential neighborhood, surrounded by homes, businesses and other Medical-Dental offices, a few blocks from Downtown and historic residential homes.

This spacious office occupies approximately 2,010 sq ft and consists of 6 fully equipped OPs with 2 additional plumbed OPs with picturesque views from each OP, Reception area, 2 Business Offices, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: \$599,000

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-1387

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$599,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|---|---------------------|----------|----------|---|-------|-----------------|-----|
| Office Hours | | 7:30 – 6 | 7:30 – 5 | 8:30-6:30 | 9 – 4 | 8 – 6 | |
| Doctor's Hours | | | 9 – 4 | | | | |
| Associate's Hours | | 9 – 5 | | 9 – 6 | | 8:30-5:30 | |
| Hygienist Hours | | 8 – 4 | 8 – 4 | | | | |
| Type of Practice: | General | | | Reason for Selling: | | Personal | |
| Years established: | ~ Since 2005 | | | Days worked in 2020: ~ 135+ days | | | |
| *Office closed due to Covid from March 15 – June 4, 2020 | | | | Days worked in 2021: ~ 170+ days | | | |

OFFICE SPACE & LEASE INFORMATION

| | | | | | | | |
|--|--|-------------------------------------|--|--------------------------|-------------------|--------------------|------------|
| Is the building/suite owned? | Yes | Is building available for purchase? | No | | | | |
| Is the space leased? | N/A | Is lease renewable? | N/A | Is lease assignable? | N/A | | |
| Term of Lease: | Seller owns building | | | Expiration date: | | | |
| Do you share space with another dentist? | No, *Associate works 3 days/wk | | | | | | |
| Rent per month | \$4,000.00/month | | Common area, maintenance fees /taxes included? | | Yes | | |
| If not included, current amount paid? | Are utilities included? | | No, only Water & Sewer | | | | |
| Is the rent considered above, below or at fair market value? | FMV | | | | | | |
| Type of Building: | Condo | Free-standing | X | Professional | Retail Center | | |
| Office Square footage: | ~ 2,010 sq. ft. | | Carpet? | No | Air conditioning? | Yes | |
| Number of fully equipped OPs: | 6 | | Plumbed for additional OPs? | Yes, 2 additional | | | |
| 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: | Yes | Laser: | No | Intra-oral Camera: | Yes |
| | | | | | | 3D Imager: | No |
| Description of office building, Location and attributes of practice (a brief description): | Attractive, well-maintained, 2-story, free-standing building w ample parking, surrounded by mix of residential-mixed-use and Medical-Dental Professional offices within blocks from bustling Downtown district and historic residential homes | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|--------------|------------|--------------|--------------|--------------|-----------------|-------------|
| Preventative/Hygiene | 14.68 | Diagnostic | 21.29 | Adjunctive | 4.15 | Dentures | 1.62 |
| General Operative | | Endo | 1.67 | Ortho/TMJ | 6.52 | Perio | 3.33 |
| Oral Surgery | 1.72 | Cosmetic | | Crown/Bridge | 40.83 | Implant Surgery | 4.19 |

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

Refer Complex Oral Surgery, Endo but most specialties are performed/treated in office by General DDS

Type of patients as a percentage of Collections:

Private Pay 25 **Insurance/PPO** 75 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** 0

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: **Ameritas, Arrow, Assurant DHA, Blue Shield of CA/ DBP/ United Healthcare, Cigna, Delta Premier, Dentegra, First Dental Health PPO, GEHA Connection Dental, Guardian, Humana, Lincoln, Principal, Blue Cross Blue Shield of Michigan, Unum Dental/ Always Care/ Colonial Life**

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: **~ 12 - 14**

Average number of patients per day? **~ 16 - 20** Per-Doctor: **~ 8** Per-Hygienist: **~ 8**

Hygiene days per week: **2 days**

Average age of patients: **Mid – Mature Family Range: ~ 45 – 50+ yrs**

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

Type of recall system used? **Text/Email Reminders**

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

Types of Advertising: **Print Ad: No** **Facebook:** **Yelp:** **Social Media**

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

What types of Practice Promotions? **Wellness Plan**

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: **Fully renovated in 2006 with vast improvement upgrades in 2018, equipped w the newest state-of-the-art technology which includes CEREC & Digital X-ray Units. All equipment are regularly updated, upgraded, maintained and in good functioning condition**

Average age of Equipment: **Varies** Any equipment leases? **No**

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

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? **\$45,000/yr**

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:

2021 \$ 869,762 2020 \$ 632,707 2019 \$ 694,678

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

Type of Computers: **Dell/HP** Dental Software: **Ascend/Oryx**

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.