



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1388

Santa Rosa, California

This streamlined, well-managed, 25+yr Practice is valued and beloved by its loyal and stable patient base for its personalized service from a team of highly knowledgeable staff and specialists by referral. Doctor and Staff have the singular goal of providing affordable, comfortable and highest standard of care, using the newest state-of-the-art technology!

Practice averages 30 – 35+ patients per month on a relaxed workweek and welcomes approximately 5 – 7 new patients per month due to its enviable location and stellar reputation of quality care and relationships!

Office is located in an attractive, well-maintained, single-story, free-standing building with ample parking. It is a fabulous location with fantastic exposure on a heavily traveled boulevard in a highly desirable neighborhood surrounded by homes, schools and a popular Shopping Center and a recently approved residential Development!

Office occupies approximately 1,000 sq ft and consists of 3 fully equipped OPs with potential for 1 additional **unplumbed* OP, Reception Area shared with adjacent Ortho practice, Business Office, Sterilization, Lab, Storage, 2 Restrooms and state-of-the-art technology including CEREC & Digital X-rays Units.

Full Price: \$250,000

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-1388

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$250,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours				9 – 4		9 – 4	
Doctor's Hours				9 – 4		9 - 4	
Associate's Hours						9 – 5 ^{x1/month}	
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	~ Since 2018			Days worked in 2020:		~ 75+ days	
*Office closed due to Covid from March 15 – June 4, 2020				Days worked in 2021:		~ 90+ 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: Negotiable			Expiration date:			
Do you share space with another dentist?	No, Associate x1/month						
Rent per month	\$2,500.00/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:	~ 1,000 sq. ft.		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	3		Space for additional OPs?	Yes, 1 additional but not plumbed			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	Yes	Laser:	No	Intra-oral Camera:	Yes
					Yes	3D Imager:	No

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

Attractive, well-maintained, single-story, freestanding building w ample parking on heavily traveled boulevard in desirable neighborhood of new growth & development, schools and popular Shopping Center

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	7.6	Diagnostic	13.97	Adjunctive	5.03	Dentures	3.32
General Operative		Endo	0.92	Ortho/TMJ	6.97	Perio	6.99
Oral Surgery	0.83	Cosmetic		Crown/Bridge	49.58	Implant Surgery	4.79

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

Refer Complex Oral Surgery, Endo, Most specialty procedures are treated & performed in-house by General DDS

Type of patients as a percentage of Collections:

Private Pay 25 Insurance/PPO 75 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: **Ameritas, Arrow, Assurant DHA, Blue Shield of CA/ DBP/ United Healthcare, Cigna, Delta Premier, Dentegra, First Dental Health PPO, GEHA Connection, Guardian, Humana, Lincoln, Principal, Blue Cross Blue Shield 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: **~ 5 - 7**

Average number of patients per day? Per-Doctor: **~ 10 - 12** Per-Hygienist: **N/A**

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

Average age of patients: **Mature Family Range: ~ 50 – 60yrs**

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

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

Number of recalls per month? **~ 70+**

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: **State-of-the-art technology including 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? **\$22,000.00/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 \$ 397,854 2020 \$ 399,513 2019 \$ 399,111

***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.