



WESTERN PRACTICE SALES

John M. Cahill Associates

#CN-911

Santa Rosa, California

*Huge price reduction to 40% of 2019 gross revenues
which exceeded \$750,000 (only \$215,000 from Delta Premier)*

This deal is too good to be true, so act fast!

Sink your roots into this city with its perennial attractions, cool vibe, and vibrant culture, in the heart of wine country and step into this much beloved, quality, multi-generational, family-oriented practice whose philosophy is ***“Quality Care and Patient well-being FIRST”*** Growth is generated by internal word-of-mouth referrals as well as stellar specialist referrals: the ***BEST*** kind of marketing, by endorsement and experience, adding to its already loyal and stable patient base.

The Doctor averages 8 - 9 patients w/7 8 Hygiene patients per day providing 6 - 7 days of hygiene/per week with 1 – 2 days of double Hygiene. This practice welcomes approximately 8 -9 new patients per month with minimal promotion but growth by internal word-of-mouth Referrals, the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, 2-story Professional building with ample parking, excellent visibility, and easy freeway accessibility. ***Recently added 3 (1 portable and 2 wall-mounted) Air Purifiers for Covid Compliance. In addition, for HIPPA compliance, business office computers have been updated to Windows 10 with new Dentrix “Patient Engage” software.*** The office designed for office efficiency and patient flow in mind has windows that capture scenic picturesque views, creating a warm and inviting environment! It occupies approximately 2,250 square feet and consists of 4 fully equipped Ops with plumbing for 1 additional Op, Reception area, Doctor’s office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Now Only: \$325,000!

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

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

We look forward to serving you

CN-911

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$325,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--------------------|-------------------|-------|-----------------------------|-------|----------|---------------------------|-----|
| Office Hours | | 8 – 5 | 7 – 2:30 | 8 – 5 | 7 – 2:30 | 8 - 2 | |
| Doctor's Hours | | 8 – 5 | 7 – 2:30 | 8 – 5 | 7 – 2:30 | 8 - 2 | |
| Hygienist Hours | | 8 – 5 | 7 – 2:30 | 8 – 5 | 7 – 2:30 | 8 - 2 | |
| Type of Practice: | General | | Reason for Selling: | | | Retirement | |
| Years established: | Since 1977 | | Days worked past 12 months: | | | ~ 150+ - 170+ days | |

OFFICE SPACE & LEASE INFORMATION

| | | | | | | | |
|--|---------------------------------------|-------------------------------------|--|----------------------|-----------------------|------------|------------|
| Is the building/suite owned? | No | Is building available for purchase? | N/A | | | | |
| Is the space leased? | Yes | Is lease renewable? | Yes | Is lease assignable? | Yes | | |
| Term of Lease: | 3 yrs. w/ 2 – 5 yr. Options | | | Expiration date: | September 2024 | | |
| Rent per month | \$4.826.45/month | | Common area, maintenance fees /taxes included? | Yes | | | |
| If not included, current amount paid? | N/A | Are utilities included? | Yes | | | | |
| Is the rent considered above, below or at fair market value? | Fair Market – very competitive | | | | | | |
| Type of Building: | Condo | Free-standing | Professional | X | Retail Center | | |
| Office Square footage: | ~ 2,250 sq. ft. | | Carpet? | Yes | Air conditioning? | Yes | |
| Number of fully equipped ops: | 4 | | 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 |
| Laser: | No | Digital X-ray: | Yes | Intra-oral Camera: | No | Cerec: | NO |
| 3D Imager: | No | | | | | | |

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

Attractive, well-maintained 2-story Professional building w/ attorneys, finance, mortgage businesses w excellent visibility and easy freeway accessibility, ample parking and best part is beautiful picturesque views from east facing Windows on 2nd floor!

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|--------------|------------|--------------|--------------|-------------|----------|-------------|
| Preventative/Hygiene | 19.08 | Diagnostic | 15.69 | Adjunctive | 1.43 | Dentures | 1.92 |
| General Operative | 13.55 | Endo | 0 | Ortho/TMJ | 0.04 | Perio | 8.05 |
| Oral Surgery | .23 | Implants | 5.74 | Crown/Bridge | 33.5 | Other | .77 |

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

Complex Oral Surgery, Most Endo & Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 49.97 **Insurance/PPO** 50.03 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? If Yes, _____Delta PPO Y **Delta Premier**

***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 is the only contracted Plan

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: **~ 8 - 9**

Average number of patients per day? Per-Doctor: **~ 8 - 9** Per-Hygienist: **~7 - 8**

Hygiene days per week: **6-7 total, *1 of 2 days are double hygiene** Percentage of Production by Hygiene: **~ 30+%**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling, Computer Tracking**

Number of recalls per month? **~ 16 – 18 days/month**

What types of Practice Promotions? **Minimal: Webpage, Facebook, Yelp reviews, in-house promotions**

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: **~ 25 yrs old, excellently maintained and all in great functioning condition**

Average age of Equipment: **~ 25 yrs**

Any equipment leases? **No Equipment is primarily Right-handed w/ Convertibility**

PERSONNEL

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

AVAILABLE UPON REQUEST

Do family members work in the office? **No**

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 581,287.84 P&L 2019 \$ 750,961.25 P&L 2018 \$ 752,535

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

Number of statements sent each month? Is pegboard or computer? **Computer**

What type of computer? **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.