



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#KG-1391**

**Santa Maria, California**

*An amazing opportunity like this rarely comes along: lifestyle, location, reputation and one that is poised for the next generation!* We are offering this highly-esteemed, established practice with ***strong practice and career growth potential.*** You'll definitely be the envy of all your colleagues and living the dream when you live in this community and take this successful practice to the next level!

The Doctor averages 7 patients w/ 2 Hygienists each averaging 7 Hygiene patients most days, offering 6 days of Hygiene/per week and welcomes approximately 10 - 12 new patients per month.

The office is conveniently located in an attractive, well-maintained, 2-story Professional building on a busy corridor in desirable neighborhood with excellent visibility, good traffic flow and easy freeway accessibility. The office occupies approximately 1,300 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Full Price: \$325,000***

*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**

#KG-1391

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	9 – 7	8 – 6	9 – 3	
Doctor's Hours			8 – 5	9 – 7	8 – 6	9 – 3	
Hygienist Hours			8 – 5 x2	9 – 7	8 – 6 x2	9 – 3 x2	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Personal</b>	
Years established:	~ <b>Since 1986</b>			Days worked in 2020:		~ <b>205+ days</b>	
<b>*Office closed due to Covid from March 20 - May 12, 2020</b>				Days worked in 2021:		~ <b>205+ days</b>	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>Month-to-Month</b>			Expiration date:	<b>N/A</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 2,600.00month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	Are utilities included?			<b>Yes, Water, Trash</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 1,300 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>4</b>		Plumbed for additional OPs?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>Yes</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
					<b>Yes</b>	3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, 2-story Professional building in a busy corridor in desirable neighborhood, w good visibility and easy freeway accessibility</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	20	Adjunctive	2	Dentures	4
General Operative	9	Endo	< 1	Ortho/TMJ	5	Perio	4
Oral Surgery	< 1	Cosmetic	0	Crown/Bridge	32	Implant Surgery	1

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

**Refer Complex Implants, Endo, Perio Surgery, Difficult Oral Surgery extractions & Difficult Pedo**

Type of patients as a percentage of Collections:

Private Pay 58.50 Insurance/PPO 41.50 Denti-Cal 0 Capitation (HMO) 0 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: **No HMO, No Capitation Delta Premier & PPO, Anthem 300, United Concordia, Dental Benefit Providers, Blue Shield, Guardian, Aetna, Cigna, GEHA, First Dental Health, Principal, MetLife, Humana**

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: **~ 10 – 12**

Average number of patients per day? Per-Doctor: **~ 7** Per-Hygienist: **~ 7 x2**

Hygiene days per week: **6 days**

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

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

Type of recall system used? **Dentrix computer tracking**

Number of recalls per month? **~ 50 – 55+**

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

Types of Advertising:      Print Ad: **No**      Facebook: **Yes**      Yelp:      **Website**

What types of Practice Promotions?      **None**

### **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:      **1 yr: Carpet, Flooring, 3 yrs: Painting, 1990: Office Leasehold & Design, All Equipment are regularly upgraded, updated, maintained and in good functioning condition, Delivery Units: 3 – 5 yrs, Chairs: 15 – 20 yrs**

Average age of Equipment:      ~ **2 – 20 yrs**      Any equipment leases?      **No**

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

### **PERSONNEL**

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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### **AVAILABLE UPON REQUEST**

Do family members work in the office?      **No**      If yes, how much are they paid?

Has staff left the practice recently?      **No**

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

### **PRACTICE FINANCIAL PROFILE**

#### **Last 3 years' Gross Collections from Corporate Tax Returns:**

2021 \$ 695,292      2020 \$ 658,780      2019 \$ 638,300

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

Type of Computers:      **IBM**      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.**