



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1408 *Pedo* Yuba City, California

Prime location & stellar reputation are only some of the attributes contributing to the growth and success of this patient-oriented, warm, caring, moderate volume practice serving full spectrum of pediatric ages. Doctor and Staff include parents in the treatment plans and OPs during treatment in a calm environment.

Doctor averages 20-25 patients per day and welcomes approximately 40+ new patients per month, based on internet presence only and a robust network of referring dentists and word-of-mouth referrals: the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, long-established Medical-Dental building complex with ample parking, excellent visibility and easy accessibility on desirable corridor of major thoroughfare

The office occupies approximately 3,200 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Asking Price: \$895,000

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

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- **Honesty**
- **Integrity**
- **Professionalism**
- **Experience**

We look forward to serving you

# GN-1408	WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES	\$895,000
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PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:20-3:20	7:20-3:20	7:20-3:20	7:20-3:20		
Doctor's Hours		7 – 3:30	7 – 3:30	7 – 3:30	7 – 3:30		
Associate's Hours		7 – 3:30	7 – 3:30	7 – 3:30	7 – 3:30		
Type of Practice:	Pedodontic			Reason for Selling:		Retirement	
Years established:	~ Since 1991			Days worked in 2020:		~ 190+ days	
*Office was closed for 28 days due to Covid in 2020				Days worked in 2021:		~ 155+ 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?			
Term of Lease:				Expiration date:	2022		
Do you share space with another dentist?	N/A						
Rent per month	\$ 3,250.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?				Are utilities included?	No		
Is the rent considered above, below or at fair market value?	Below Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 3,200 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	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):	Excellent location: long-established, attractive, well-maintained, well-established, single-story Medical-Dental building complex w/ ample parking, great visibility and accessibility on major thoroughfare						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Pediatric Dentistry**

Preventative/Hygiene	60	Diagnostic	10	Adjunctive	0	Dentures	0
General Operative	20	Endo	0	Ortho/TMJ	0	Perio	0
Oral Surgery	10	Cosmetic	0	Crown/Bridge	0	Implant Surgery	0

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

Refer All Endo, Perio & Ortho. Complex Oral Surgery

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 Y 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 PPO 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, Military**

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: **~ 40+**

Average number of patients per day? Per-Doctor: **~ 20 - 25** Per-Hygienist: **~**

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

Average age of patients: **Full range: birth to 18 yrs: average 7 yrs**

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

Type of recall system used? **Softdent**

Number of recalls per month? **~ 400**

Types of Advertising: Print Ad: Facebook: Yelp: Other: **Internet**

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

What types of Practice Promotions? **None, Internet & Internal Marketing: word-of-mouth referrals**

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: **Carpet & Paint < 10 yrs, All Equipment are regularly upgraded, updated, maintained and in good functioning condition**

Average age of Equipment: ~ 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?	\$20.00/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:

2021 \$ 1,447,719 *P&L* 2020 \$ 1,122,866 2019 \$ 1,301,085

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: Computer: **IBM** Dental Software: **Softdent**

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.