



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-1410 Vacaville, California

Remarkable opportunity awaits your talent and skill to take it to the next level w this streamlined practice established by Doctor and Staff, who take pride in providing the highest standard of care to their beloved patient base.

Doctor averages 8 - 10 patients w/ 8 Hygiene patients per day offering 3-4 days of Hygiene/per week and welcomes approximately 15 new patients per month, based on reputation and word-of-mouth referrals: the best kind of marketing!

Office is conveniently located in an attractive, well-maintained, easily accessible, busy Retail Shopping Center with popular Anchor Tenants generating foot traffic and increasing visibility.

The office occupies approximately 1,200 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Sterilization, Lab, Storage, and 2 Restrooms.

Asking Price: \$675,000

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

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

We look forward to serving you

CG-1410

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$675,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--|----------------|-------|-------|----------------------|-------|-------|-----------------|
| Office Hours | | 9 – 5 | 9 – 5 | 11 - 7 | 9 – 5 | 9 – 5 | |
| Doctor's Hours | | | 9 – 5 | 11 – 7 | 9 – 5 | 9 – 5 | |
| Hygienist Hours | | | 9 – 1 | 11 – 5 | 8 – 5 | 8 – 5 | |
| Type of Practice: | General | | | Reason for Selling: | | | Personal |
| Years established: | ~ 17 yrs | | | Days worked in 2020: | | | ~ 165+ days |
| *Office closed due to Covid from March – May 2020 (~94 days) | | | | Days worked in 2021: | | | ~ 205+ 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-year | | Expiration date: | September 30, 2024 | | | |
| Do you share space with another dentist? | N/A | | | | | | |
| Rent per month | \$ 3,153.00/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? | Fair Market | | | | | | |
| Type of Building: | Condo | Free-standing | Professional | Retail Center | X | | |
| Office Square footage: | ~ 1,200 sq. ft. | | Carpet? | Laminate | Air conditioning? | Yes | |
| Number of fully equipped OPs: | 4 | | Plumbed for additional OPs? | No | | | |
| Reception area: | Yes | Dark room: | No | Doctor's office: | Yes | Lab: | Yes |
| Business office: | No | Restrooms: | Yes, 2 | Sterilization: | Yes | Storage: | Yes |
| Digital X-ray: | Yes | Cerec: | No | Laser: | Yes | Intra-oral Camera: | Yes |
| | | | | | | 3D Imager: | |
| Description of office building, Location and attributes of practice (a brief description): | Attractive, well-maintained, busy, popular Retail Shopping Center w popular Anchor Tenants on commercial corridor, generating excellent visibility and accessibility | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|-----------|------------|----------|--------------|-----------|-----------------|-----------|
| Preventative/Hygiene | 12 | Diagnostic | 7 | Adjunctive | 1 | Dentures | 2 |
| General Operative | 15 | Endo | 3 | Ortho/TMJ | 13 | Perio | 19 |
| Oral Surgery | 9 | Cosmetic | | Crown/Bridge | 18 | Implant Surgery | 1 |

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

Refer Complex Endo Retreatment, Oral Surgery, Perio

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 90 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:

Delta

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: **~ 15**

Average number of patients per day? Per-Doctor: **~ 8 – 10** Per-Hygienist: **~ 8**

Hygiene days per week: **~ 3 – 4 days**

Average age of patients: **Family Range: ~ 25 – 50+ yrs**

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

Type of recall system used? **Revenue Well**

Number of recalls per month? **~ 30**

Types of Advertising: Print Ad: **N/A** Facebook: **N/A** Yelp: **N/A** Other: **N/A**

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

What types of Practice Promotions? **In-Office Dental Savings 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: **All Equipment are updated, upgraded, maintained and in good functioning condition**

Average age of Equipment: **~ 5 – 15 yrs** Any equipment leases? **Yes, iTero**

Equipment is right/left-handed/convertible? **Convertible, 12 o'clock Units**

PERSONNEL

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

AVAILABLE UPON REQUEST

Do family members work in the office? **Yes, PT** If yes, how much are they paid? **\$2,900 bi-weekly**

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 \$ 972,799 P&L 2020 \$ 673,465 2019 \$ 824,317

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

Type of Computers: **Dell** Dental Software: **Eaglesoft**

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.