



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-1433

Rohnert Park, California

Practice normally collects more than \$650k annually

Young tech professionals, working class and retirees make up this diverse population in this growing, bedroom community of beautiful Sonoma County. This family-oriented practice prides itself on treating the whole person and not just their teeth, in a caring and friendly atmosphere.

Doctor averages 7 patients w/ 8 Hygiene patients per day offering 3 days of Hygiene/per week and welcomes approximately 3-4 new patients per month based on internal word-of-mouth referrals of quality work and relationships.

Office is conveniently located in a highly visible, easily accessible, attractive, 3-story Professional complex with ample parking off major thoroughfare in a popular health professional corridor with easy freeway accessibility.

Office occupies approximately 1,700 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

Steal at Asking Price: \$228,000

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

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● **Honesty** ● **Integrity** ● **Professionalism** ● **Experience**

We look forward to serving you

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 5	9 – 5		9 – 5	
Doctor's Hours			9 – 5	9 – 5		9 – 5	
Hygienist Hours			9 – 5	9 – 5		9 – 5	
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ Since 1985			Days worked in 2020:		~140+ days	
*Office closed due to Covid from March 17 - June 3, 2020				Days worked in 2021:		~135+ days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	No				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	5-yr, Buyer to negotiate new lease & LI			Expiration date:	Dec 2022		
Do you share space with another dentist?	N/A						
Rent per month	\$3,336.77/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?				Are utilities included?	Yes		
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center	x	
Office Square footage:	~1,700 sq. ft.		Carpet?	Partial	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:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Laser:	Yes, 2 Surgical Diodes		Intra-oral Camera:	Yes	
Cerec/Version:	No		3D Imager/Year:	No			

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	9	Diagnostic	12	Adjunctive	2	Dentures	2
General Operative	20	Endo	2	Ortho	< 1	Perio	8
Oral Surgery	1	Cosmetic		Crown/Bridge	43	Implant Surgery	refer

What services/procedures are referred out? (Oral Surgery, Endo, Perio, Ortho, Pedo) **Crown-lengthening in-house**
Refer Complex Oral Surgery (90%), Endo (85%). Refer ALL Implant Surgery, Pedo & Perio 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 Premier**

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: **~ 3 - 4**

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

Hygiene days per week: **3 days**

Average age of patients: **Mostly Adults-Family Range ~ 20 – 80+ yrs**

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

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

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

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

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

What types of Practice Promotions? **Local Newspaper, Internal 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: Purchased 1985. LI include paint, carpet, computers. Clean & traditional Office, All Equipment regularly upgraded, updated, maintained and in good functioning condition

Average age of Equipment: ~10 yrs *Computers: 1-5 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? Yes If yes, how much are they paid? \$0 Spouse

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 \$ 666,897 2020 \$ 574,317 2019 \$ 720,686

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: PC 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.