

NORTHERN CALIFORNIA PRACTICE SALES

FOR FURTHER INFORMATION REGARDING THIS PRACTICE OPPORTUNITY
PLEASE CALL STEPHEN MOLINELLI AT 650-347-5346

NAPA, CALIFORNIA PRACTICE SUMMARY

LOCATION: **General:** Napa, California **Specific:** Located within close proximity to Queen of the Valley Hospital, the neighborhood is comprised mainly of small businesses and other medical/dental and professional offices. There are also residential homes within close proximity.

AGE OF PRACTICE: 18 years

YEARS AT PRESENT LOCATION: 18 years

SPECIALTY: Adult Comprehensive Dentistry/Implants

REASON FOR SELLING: Retirement

OFFICE SPACE SQUARE FOOTAGE: Approximately 850 square feet.

LEASE TERMS: The current lease payment of \$1,930 per month expires in 2020 and has a five year renewal option in place which is assignable to the buyer of the practice.

NUMBER AND TYPES OF ROOMS: Two fully-equipped and modern operatories, reception and front desk area, sterilization area, restroom, lab, kitchenette and equipment room.

PARKING: The office has a large parking lot for patients and staff in addition to plentiful street parking.

COMPUTER SYSTEM: The office is completely computerized and uses Eagle Soft software and Revenue Well patient communication system to confirm appointments. All office systems integrate with Eagle Soft.

SPECIAL FEATURES: The office is state-of-the-art and as technologically equipped as any dental practice today. Along with being completely computerized, it is equipped with Schick digital radiography, Sirona 3-D Cone Beam x-ray/panoramic, CEREC, Odyssey Diode Laser, Prepstart Micro Air Abrasion, W&H AstraTech implant system, Tulsa Wave One reciprocal endo system and Planmeca patient chairs.

STAFF PROFILE:

Position	Days/Hours	Tenure	Pay Rate	Benefits
Owner	4/32	18 Years	See Page 2	Ownership
Front Desk	4/32	18 Years	\$5,883/month	Vacation/Medical
R.D.H.	1/8	18 Years	\$475/day	3 Sick Days/PTO
R.D.H.	2/16	3 Years	\$55.00/hour	3 Days PTO

OFFICE HOURS:

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9:00a.m.-5:00p.m.	9:00am--6:00p.m	8:00am--5:00p.m	9:00am--5:00p.m	By Appointment	By Appointment

DAYS WORKED:

YEAR	APPROXIMATE PATIENT DAYS
2015	Approximately 175
2016	Approximately 165
2017	Approximately 150

TOTAL ACTIVE PATIENTS: There are approximately 700 active patients of record.

NEW PATIENTS PER MONTH: The office generates 7-10 new patients per month.

ADVERTISING: The practice does little in terms of advertising and relies on patient referrals, its website and great reputation to attract new patients.

PATIENT SEEN PER DAY: DOCTOR: 6-8 HYGIENE 8-9

SAMPLE FEES:

PERIODIC ORAL EVALUATION	\$45.00
BITEWINGS-FOUR FILMS	\$65.00
PROPHYLAXIS - ADULT	\$110.00
RESIN-2 SURFACES, POSTERIOR PERM.	\$295.00
CROWN, PORCELAIN/HI NOBLE	\$1,450.00
EXTRACTION	\$240.00

PRODUCTION PROFILE:

CROWNS:	26%
HYGIENE:	31%
BRIDGES:	6%
EXAMS:	14%
RADIOGRAPHS:	4%
FILLINGS:	6%
DENTURES:	5%
IMPLANTS:	7%
OTHER:	1%

REFERRED PROCEDURES: Most endodontics, oral surgery and orthodontics are referred to local specialists.

FINANCIAL POLICY: The office does not offer payment plans and collects the patient's portion of the procedure fee at the time of service and then submits the patient's estimated fee to the insurance company.

PPO PLANS IN PLACE: Delta Dental Premier which reimbursed the office approximately \$110,000 in 2015. The office typically collects approximately 50% from the patients and the remaining 50% from insurance carriers.

PRACTICE DESCRIPTION: This dental practice has a prime location and state-of-the-art facility. Due to its long-term status, the many patients who have a high dental IQ have proven to be reliable and responsible.

GROSS COLLECTIONS:

2013	\$605,791
2014	\$627,536
2015	\$576,446
2016	\$525,107
2017	\$477,044
2018	\$544,400 Annualized as of 5.31.2018

ADJUSTED NET CASH FLOW AFTER ADJUSTMENTS TO NET INCOME:

Year	Adjusted Net Cash Flow After Adjustments
2013	\$228,457
2014	\$276,700
2015	\$236,389
2016	\$199,251
2017	\$183,324

ASKING PRICE \$400,000

Note: The preceding information has been furnished to Northern California Practice Sales by the Seller, unless otherwise noted. Although deemed accurate and reliable, Northern California Practice Sales has not verified the information. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

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