



CONFIDENTIAL INFORMATION

20304JD Reputable Orthopedic Physical Therapy Practice in Laguna Hills/South Orange County

Description of Business:

This outpatient orthopedic physical therapy practice serves the Orange County area since 2014. Established in a city that has an estimated population of about 100,000 people has developed a great network of clientele helping a range of people achieve their goals whether they are a professional athlete or just want to walk without pain. With some of the best trained physical therapists, clients come here because they know that they will receive the highest standard orthopedic care and personal attention. Rehabilitation is the goal whether that means surgery or not you will find that this center is well equipped with state-of-the-art equipment and advanced techniques.

- one-on-one, professional, personalized orthopedic care/ direct communication with your physician
- work closely with your physician
- 1-Hour face-to-face initial evaluations
- Personalized home exercise programs
- One-on-one follow-up treatments

History

This practice was purchased from a previous owner that originally started in 1998. This practice is well-known in the community and has established an amazing reputation.

Highlights

- 4,000 visits/ year
- 20+ year established business
- 5 Star Yelp review
- Established and well known in the community with growing clientele and revenue base year over year.
- Annual Yelp award recipient.
- HIPPA compliant
- Known for consistency

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- Great Location
- One on one care

Employee/personnel/payroll

- All employees are well established in the company and patient culture within the clinic
- One DPT has the desire to be promoted and work as a clinic director. He is also very and willing.
- Staff to patient ratio 1:1
- Practice experiences a great deal of repeat patients and family members for care

Employment Breakdown:

Title/ Position	Duties/ Responsibilities	PT/ FT/ I	Wage/ Salary	# of Years
DPT	Direct Patient Care	FT	Salary 92K	11
DPT	Direct Patient Care	FT	Salary 80K	2
PT Aide	Indirect Patient Care	PT	\$15/ Hour	1
PT Aide	Indirect Patient Care	PT	\$15/ Hour	1
Office Manager	Patient intake/ schedule/administrative duties	PT	\$16/ Hour	1

Benefits

Title/ Position	Benefits	Yearly Exp
All	401K offered after 12 months employment 1-3% matching	
All	Accumulate up to 5 vacation days and 3 sick days a year	

Ownership Info

- The business ownership is an S-corporation with a management agreement. The majority of stock must be owned by a California licensed physician. DPT license required to own/operate in the state of California. Owner is out of state relocating.
- Fair replacement ANNUAL salary for officer/owner that buyer will have to replace: \$70 – 80K
- Owner willing to stay on board for 30 days in clinic training and assisting in transition.

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CONFIDENTIAL INFORMATION

Billings/collection/revenue sources

(Buyer to confirm all numbers and advised to hire CPA to review all financials)

Annual Revenue	2019	2020	ytd July 2021
	\$405,310	\$380,136	\$262,606
Net Profits	\$88,252	\$116,777	\$86,693

(Profits are based on owner operator)

Number of visits	4,007	3,699	2689 (through end of 7/21)
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Systems in place to manage healthcare receivables:

- WebPT Billing

Preferred provider, capitation or health care provider plan:

- All major PPO's with the exception of Aetna **Contracts with Insurance companies :**
 - Medicare
 - Blue Cross
 - Blue Shield
 - UHC
 - Cigna
 - TriCare
 - Corvel
 - Sedgwick

Equipment

The practice is fully equipped with over \$150k worth of equipment. See attached equipment list.

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Growth:

There is exponential opportunity to increase revenue. There is room for growth in services and scheduling hours. Other areas of growth include advertising, marketing or referral source networking. Being a part of associations such as the American PT Association is another opportunity to increase business.

Marketing:

- Currently this practice experiences a great deal of repeat patients and family members for care.
- Word of mouth, especially from family members
- Uses social media such as YouTube, Facebook etc.
- Settled in a city of 100,000 people

Facilities: hours of operation, location, size, rent, terms of lease

HOURS OF OPERATION:

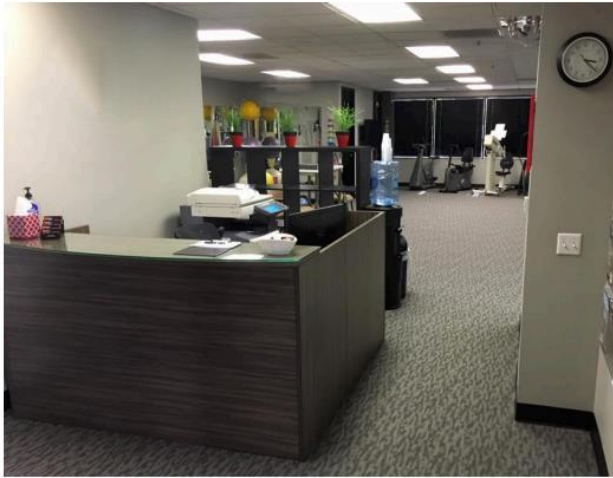
Open Monday through Friday. Closed weekends.

Layout/Lease:

- 2 Exam rooms
- 2,181 square feet
- Full gross lease
- Free, front door parking
- Ground floor suite
- Lease ends February 2022
- Rent: \$5,526/ month

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CONFIDENTIAL INFORMATION

Item	# of Items	Brand
AED Defibrillator (Battery Expired)		
Aerobic Step with 8 Risers	1	
Airex Balance Pad	1	
Alter G M320 Anti-Gravity Treadmill	1	Alter G
Alter G Shorts XXXXL	1	Alter G
Alter G Shorts L	4	Alter G
Alter G Shorts M	2	Alter G
Alter G Shorts SM	1	Alter G
Alter G Shorts XL	3	Alter G
Alter G Shorts XS	2	Alter G
Alter G Shorts XXL	2	Alter G
Alter G Shorts XXXL	1	Alter G
Anatomical Spine Model	1	
Armchair	7	Sit on It
Astim Tool	1	Astim
Atlas of Human Anatomy Paperback Book	1	Netter
Baps Board	1	
Bike 9500HR Recumbent	1	Life Cycle
Bike 9500HR Upright	1	Life Cycle
Black Foam Roll Half 12" 4 Black, 2 White	6	Access
Blankets	6	IKEA
Blue Balance Disk	1	
Body blade - Large + Small	2	
Body Weight Scale	1	ww
Bolster (Large Wedge)	6	
Bolster 6"	1	
Bolster 9"	6	
Bookcase (Large)	6	Ikea
Bookcase (Small - 18") - Tele Comm Room	1	Ikea
Bosu	1	
Built In Office Desk w/ 4 file cabinets	1	
Cervical Pillow	6	
Chest Wedge	1	

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CONFIDENTIAL INFORMATION

Coat Rack	2	Ikea
Computer Monitor (reception)	2	Dell
Computer Monitors	6	HP LP 2065
Computer Speakers set	2	
Computer: Dell	4	Dell Optiplex 7040
Computer: Dell MV JEN - Inspiron	1	Dell
Counter	1	
Crab Walk Bands / Versa Band / Versa Loop w/ back up	4	Body Sport
Crutches	2	
Curio Cabinet	1	
Dermatomes Anatomy Poster	1	
Desk Black Narrow (office)	1	Amazon
Desk Chair - Black Leather Serta	4	Serta
Desk Chair - Reception	1	
Dual Gel Warmer (White)	2	
EFX 546 Cross Trainer / Elliptical	1	Pre Cor
Electric Blood Pressure Machine	1	Omiron
Eye in the Sky Mirror	1	
Face Plate	6	Earthlight
Fake Lobby Plants	3	
Fan	1	
File Cabinet Metal 4 Drawer	1	HON
Fire Extinguishers (Large)	2	
Fire Sticks	2	Amazon
Floating Shelves - Large	4	Amazon
Floating Shelves - Small	5	Amazon
Floor Exercise Mats	4	
Floor Mat for Balance	1	Power Systems
Foam Wedge	1	
Foot Ankle Anatomical Model - Large	1	
Foot/Ankle Anatomy Poster	1	
Freezer (top load white)	1	GE
Fridge/Freezer	1	Frigidaire
Front Desk (L Shaped) 2 locking 3 drawer file cabinets	1	

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CONFIDENTIAL INFORMATION

Gait Belt	3	
Golf Stretching Pole	1	
Goni-o-meter Large	5	
Grip Dina-o-meter	2	Jamar
Gripmaster	3	
Hair Trimmer	1	Wahl
Hamper	4	Ikea
Hand Anatomy Poster	1	
Hand/Wrist Poster	1	
Handheld Counter	2	
HDTV Wall Mount	2	Simplicity
Hi-Lo Table Ellora Model w/ 9 foot pedals	6	Earthlight
Hip / Knee Inflammation Poster	1	
Hip/Knee Anatomy Poster	1	
Hot Pack (large)	6	
Hot Pack (Small)	6	
InterCell Self Massage Bar	2	
Jump Rope	1	
Keurig		
Keyboard - Adjustable Tray - Ergo	4	Fast Action
Kinesis Scissors	1	
Knee Anatomy Poster	1	
Knee Antimony Model - Large	1	
Ladder	1	Nike
Ladder 4'	1	
Larger Anatomical Shoulder Model w/ Muscles and Tendons	1	
Laser Printer HL-2280 DW	1	Brother
Leg Length Shims 1/8"	8	
Lobby Merch Display Shelf	1	
Magazine Holder (Clear Plastic) 12 Slot Rack	1	
Magnetic Timer	6	
Manual Bell	2	
Massager	1	Acuvibe
Medicine Ball 1 Kg	1	

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Medicine Balls 6-8-10 with stand	3	Sona
Metal Step Stool 10"	1	
Metal Wall Mounted Thera band Rack	1	
Microwave	1	Magic Chef
Mirror -Wall Mounted	2	
Modem Arris	1	
Muscular System Anatomical Poster	1	
OPTP Ball on Wall Handle	1	
OPTP Blue Heavy Wand	1	
OPTP Hip IR-ER Set	1	
Outlet Surge Protector - 10 Outlets	1	
Paper Shredder 12 Page	1	
Paper Towel Dispenser	3	San Jamar
Paraffin Bath	1	ParaBath
Phone Brain	1	Nortell Networks
Phone System M7310	5	Meridian
Pillow	6	
Pillow Cases (Large)	40	
Pillow Cases (Neck)	30	
Pinch Dina-o-meter	1	Jamar
Power Web Jr (red & Green)	2	
Pull Up Assist Band - Set of 4	1	
PVC Massager	1	
Quad Cane	1	
Receiver	1	Onkyo Receiver
Reflex Hammer	2	
Ricoh Copier/Scanner/Fax	1	
Rolling Shelf Table Unit	1	
Rolling Stool	7	Earthlight
Routers - Wireless Internet	1	Sonic Wall
Rubber Glove Container	2	
Rubber Glove Container/Dispenser	1	
Saunders Cervical Traction	1	Saunders
Seated Row Machine	1	Cybex

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Shelf Unit 16 Cube (Reception Area)	1	Ikea
Shelving Unit 4 Level Costco Heavy Duty	1	Costco
Shoulder/Elbow Anatomy Poster	1	
Single Basket Equipment Holder	1	
Single Gel Warmer	2	Whitehall
Ski Pole Balance Aides	2	Exerstride
Sliding Cabinets	4	Ikea
Small 2 level spine anatomy model	1	
small hip anatomy model	1	
Small Towels	40	
Soap Dispenser	1	Purell
Spine Disorders Anatomy Poster	1	
Standing Table	1	Ikea
Stapler	3	Swingline Stapler
Step Stool - 2 Level	1	
Stethoscope	1	
STIM - Tens units portable	4	
Straight Cane (Black)	1	
Stretch Station Wall Art (\$380 to frame)	1	
Swingfan	1	
Swiss Ball Set (3 Ball) with stand	1	
Switch - 24 Port -	1	Edge Switch 24
Synergy Cord (Large)	2	Synergy
Tape Scissors 8"	1	
Therma Band Flexbar (Blue)		
Therma Band Flexbar (Green)	1	
Therma Band Flexbar (red)	1	
Therma Band Flexbar (Yellow)		
Thermometer	2	
Thumb Massager	1	
Thumper Mini Pro	1	
Timers	6	
Tissue Dispenser - RED	6	
TKE Band (Purple)	1	Synergy

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Toe Trap	7	
Towels (Large)	40	
Trash Can	10	
Treadmill - Flex Deck - 9100HR	1	Life Fitness
Triple Gel Warmer	1	
Tuning Fork	2	
TV: 1080P 47" TV Full HDMI	2	Vizio
UBE Upper Body Ergometer Cycle	1	BioDex
UE Ranger	1	The UE Ranger
Ultra Sound Unit	1	Intellect
Ultrasound Model 730 w/ 1, 3, small 3, small 3 heads	1	Mettler Electronics
Ultrasound Wall Mounts	5	
Upper and Lower Storage Wall Mounted Cabinet	1	Ikea
Vacuum	1	Riccar Vibrance
Walker	1	
Wall Clock	6	La Crosse
Wall Dumb Bell Set	3	Kangoo
Wall Mounted Ankle Weight Set w/ Ankle Weights	1	
Wall Pulley Units	2	
Wall Unit Metal Shelving Unit	1	Ikea
Water Chilled Dispenser`	1	
Web Slide Exercise Rail	4	
Wedgeboard power systems calf	1	
Wheeled Cabinet	1	Ikea
Whiplash Injury Poster	1	
Whirlpool Ventless Stackable Washer/Dryer	1	
Wireless Keyboard and Mouse	5	Logitech
Wobble Board 2"	1	
Wobble Board 4"	1	
Wrist Flexion/Extension Wheel	1	

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