

Pacific Reliance Medical Brokers
CONFIDENTIAL BUSINESS PROFILE

20304JD High Demand Medical Spa serving the Loma Linda/San Bernardino Area

Description of Business:

This well known, high demand medical practice has served the Loma Linda/San Bernardino Valley since 2010. Located in a high-income affluent area of San Bernardino, it is known for providing a wide spectrum of services including all facial cosmetic services with a focus on injectables, face and neck lifts, face and neck liposuction, eyelid lifts, eyebrow lifts, laser skin resurfacing. Also topical and injectable Platelet Rich plasma, and Microneedling.

The practice also provides a wide spectrum of Ear, Nose, and Throat Medical and Surgical Services as well as Facial Plastic Surgery Cosmetic Procedures. It specializes in the treatment of sinus and allergy disorders, nasal obstruction and congestion, adult and pediatric patients, voice and swallowing disorders and almost all other common problems of the Ear, Nose, and Throat.

Additionally, the practice offers full service allergy testing with allergy shots and make sublingual allergy treatment immunotherapy vials as well as in office CT scanner for CT scans of the sinuses and temporal bone (ear).

This medical spa has taken advantage of the market in the Loma Linda/San Bernardino area obtaining an affluent and loyal clientele. Opening near a popular community hospital at the height of the Great Recession. Since opening in 2010 the company couldn't imagine the growth that they have experienced. This has grown to be known for their natural results and great reputation.

Employee/personnel

The practice is fully staffed with highly trained employees with 3 full-time, 1 part-time and 5 independent contractors including:

Physician

Lead medical assistant.

2 other medical assistants.

1 part time surgical tech.

Physician's assistants (in process of hiring 1-2)

Nurse Practitioner

Lab technician

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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. Medical Director on Staff. Owner is moving.

Equipment

This spa features a range of different and well-kept equipment including but not limited to:

- CT Scanners,
- Video towers including stroboscopes
- Light sources
- CCD or grade cameras with endoscopes
- Pentax chip tip laryngoscope with EPK 1000 video processor
- Surgical equipment for facial plastic surgery
- Suctions
- Wall mounted otoscopes/ophthalmoscopes
- Midmark sterilizer
- Microdebrider
- and more.

This medical spa is the only offices in the Inland Empire that has an in-office CT scan capability.

Facilities:

This office unlike to any other medical spa in California. The layout and build are spacious and made for such operations. There is curbside parking and entrance along with visibility near a community hospital.

- CT scanner room which can be easily converted to an exam room
- 2 extra-large cosmetic consult rooms with furniture and carpets
- 2 extra-large exam rooms all with full range Midmark procedure chairs
- 1 medium size exam room with Midmark procedure chair,
- Very large surgery/procedure room with Midmark procedure chair (can be used as exam room when no procedures being done).
- 1 very large nursing station- with multiple cabinets, countertop space, and sink/water- for supplies, processing, check out/scheduling with 2 workstations
- Very large reception area
- Very large reception work desk with 1 large workstation attached to chart room with 3 additional workstations.

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- Incredibly large private office/break room/conference room which can be subdivided or partitioned into 4 offices or multiple cubicles.
- Separate Men’s and Women’s restrooms with 2 stalls and 2 sinks in female, urinal and 2 stalls with sink in men’s restroom
- Separate private back entrance
- All rooms other than the private office have cabinets with sinks/water.

Office space consists of approximately 3200 sf of space.

Monthly lease is \$7,200 per month. Real estate is owned by the seller and may be purchased at market value.

Historical Revenues:

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

	2018	2019	2020	2021 Year to Date
Annual Revenue	\$1,063,970	\$1,188,139	\$1,017,988	\$616,282.
Sellers Discretionary Earnings (SDE)	\$323,710	\$473,488	\$350,441	N/A

On track to do **\$1.2 Million** this year in revenues.

Hours of operations

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9 – 4 PM	9 – 4 PM	9 – 4 PM	9 – 4 PM	9 – 4 PM	CLOSED	CLOSED

Billings/collection/revenue sources

California Medical billing handles credentialing and billing used since opening in 2010. For EMR Health Fusion by Medi-touch is used.

The practice accepts all major insurance, 3 major HMO’s, Medicare, Care credit and credit card/cash.

Marketing:

All information contained within this document and in all other materials was furnished by either the buyer or seller of the business. Purchasing a business involves risk and all parties are advised to seek legal and financial advice. Pacific Reliance Business Brokers has not and will not verify the accuracy or completeness of this information.

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Clientele base is mainly through word of mouth and referrals. Spa uses social media such as Facebook and Yelp.

For additional information, please contact Jerry Diza at Info@PacificRB.com or call (949)