

CONFIDENTIAL BUSINESS PROFILE

BOUTIQUE MEDICAL SPA FOR SALE IN SOLANO COUNTY

Description of Business:

Established in 1987, this boutique medical spa has been offering Botox, fillers, skin care products along with a strong history of cosmetic surgery and ENT services. The business started as a solo ENT/Facial plastic surgery practice. Over time, it added full body cosmetic surgery, laser, botox, fillers and skin care products. The practice was downsized in 2015 due to illness of the owner, and now offers mostly medical spa services and skin care products.

- Obagi Nu-Derm Program | NIA24 | Chemical Peels | Acne Treatments | Botox | Juvederm | Juvederm Voluma XC | Laser | Liposuction | Facelift | Skin Care |

The practice is located between SF and Sacramento on Interstate 80 – 45 miles from each. It has 100,000 people with service area of 500,000. Closest competition is 15 miles away. There is also the largest Transport Air Force Base in west coast – Travis.

The building is constructed with ageless brick buildings complex with nice landscaping and adjacent to a large park in the upscale part of city.

The office condo is also for sale.

Products & Services breakdown:

| Current Owner(s) | Years Owned | % Owned | Hours & days/week | Primary Duties |
|-------------------------|--------------------|----------------|------------------------------|-----------------------------------|
| Owner | 20 | 50% | 20 | Fee for Service, Medical Director |
| Co-Owner | 20 | 50% | 20 | \$24,000, Office Manager |

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Products and Services:

| Products/Services | Description | Sales% |
|--------------------|---------------------------------------|--------|
| Botox | | 35% |
| Fillers | Allergan Voluma, Volure, Vobella | 30% |
| Skin Care Products | Obagi | 20% |
| Cosmetic Surgery | Facelift, blepharoplasty, rhinoplasty | 15% |

Employee/personnel/payroll

4 Part Time Employees

- 2 Physicians (including owner)
- 1 Surgical Nurse
- 1 Circulator
- 2 Clerical
- A general surgeon comes in for Botox injection 1-2 x/ months. She is friendly, efficient and has great rapport with patients.
- 1 RN has over 35 years of surgical experience from CA Medical Facility, a state operated prisoner medical facility.
- 1 RN also has over 40 years of nursing experience and specialized in anesthesia care and operating room operations.

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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 retiring.

Billings/collection/revenue sources

- Paper Charts only
- Cash transaction only
- Practices sees 6-8 patients per day.

There is a great opportunity for growth here. With the expansion of products and services. Some suggestions can be marketing through social medias such as Instagram, Facebook, or with subscriptions and a membership program. Hours of operations can maximize revenues and increase clientele. This practice is only open 3 days a week at the moment. New lasers, technology units, Micro needling, Suture lift are all great potential revenue producers. In the works is also stem cell injection

Marketing:

Marketing is based on word of mouth producing a loyal clientele.

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

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

Annual revenues:

2021: \$95,761 through April, 2021.

2020: \$376,225 (practice was shut down due to Covid)

2019: \$439,284 (owner works part-time hours)

Hours of Operation:

| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|--------|----------|-----------|----------|----------|----------|--------|
| CLOSED | 9 – 5 PM | 9 – 5 PM | CLOSED | 9 – 5 PM | CLOSED | CLOSED |

LEASE AND LAYOUT:

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- OFFICE CONDO AVAILABLE FOR SALE AT \$600,000
- Rent at \$4,875
- 2 Exam Rooms
- 1 procedure room
- 2000 Square feet
- Class A building and landscaping
- nonaging brick exterior
- nice affluent neighborhood
- adjacent to a large park
- large free parking spa
- Well-kept grounds
- high percentage of professionals and owner-occupied condo units in these 2 twin buildings

Equipment

| Equipment | Description |
|--|--|
| Sharplan Erbium Silk Laser 4020 | With Sure Touch scanner and 5 mm Handpiece 45111 |
| Aesthera IPL (PHOTO FACIAL) | Model AIP 1 |
| Velashape by Syneron | Radio Frequency & Infra-Red body contouring |
| Xanar C02 Laser | |
| Excel Ultrasound with 5 & 10 cm2 hand pieces | |
| SURICAL/EXAM CHAIRS | a. Reliance b. DMI c. SMR |
| ENT Examination CARTS | a. Reliance – wood b. SMR |

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|--------------------------------|--|
| ELECTROSURGICAL UNITS | a. Cameron Miller b. Aspen Lab |
| . LIGHT SOURCES | a. Ciu Technical b. Jed Med 150W fiberoptic |
| NERVE STIMULATOR | |
| QUADRILITE HEADLIGHT | |
| AESEPTICO INFILTRATION PUMP | |
| BURTON CAVITRON SURGICAL LIGHT | |
| EXAM STOOLS – with back x 3 | With backs x 3 No Back x 1 |
| 21. OFFICE CHAIRS | On 5 rollers – x 4 |

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