

The Challenge

- We were asked to design an odd-shaped space that- based on our feasibility study- fell short of the projected practice needs
- The client proposed a "wish list" that included five operative rooms and two hygiene rooms; but hoped to add a panorex and two more treatment rooms within three years.
- Our feasibility study indicated that the practice would be best facilitated by 3,600 square feet of space; based on need, site accommodations and building and fire code regulations.
- Since the adjacent space was not occupied, we inquired about the potential of leasing the additional square-footage-noted in green. The resulting increase to the subject suite was approximately 10 percent.
- The clients were working with a tight budget and were concerned about the added cost per square foot for construction, as well as the increase in monthly lease expenses.
- We proposed to the client that, "If we could prove that the benefits would far outweigh the cost, would you agree to acquire the additional space?". They agreed.

The Cost

- The lease rate was \$16 per square foot. Over the ten-year lease the cost for the added space was \$4,200
- The construction costs were \$85 per square foot, resulting in an additional (one-time) cost of \$29,750.
- Total cost over a ten-year period was \$33,950 or \$282.00 per month

The Benefits

- Two operative treatment rooms. Based on industry statistics two rooms have the potential of generating over \$720,000 per year. Alone, worth the investment.
- Approximately 100 square feet of storage
- A second (and much needed) means of egress
- A private entrance to the (private) office
- Substantial increase in revenue- beyond debt service.
- The added space afforded us the means to create an extremely functional and efficient office suite

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