



WESTERN PRACTICE SALES

John M. Cahill Associates

#FC-650

Fort Bragg, California

Located on California's majestic Coastal Range, Fort Bragg offers a growing, yet comfortable lifestyle with that desired "Small Town" charm, all while acting as a focal point for business and culture throughout the Mendocino Coast. Although it is quite small, Fort Bragg is the largest city on the coast between San Francisco and Eureka. The mild climate, picturesque coastline, historic downtown, fine dining, and plentiful outdoor recreational opportunities make Fort Bragg a desirable destination.

The Doctor averages 8-10+ patients w/ 8 Hygiene patients per day and generates approximately 6+ new patients per month.

This excellent practice is located in a peaceful, family-oriented community near the main thoroughfare of town. This beautifully appointed, single story, spacious, owner occupied building, is highly visible and easily accessible.

The office occupies approximately 2,000 square feet and consists of 5 fully equipped ops plus 1 additional plumbed, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: \$350,000

Real Estate also available, Full Price: \$400,000

For further details or on-site visit, please contact:

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#FC-650

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$350,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--------------------|-------------------------|-------|-------|-----------------------------|-------|-----------------|-----|
| Office Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 1 | |
| Doctor's Hours | | 8 – 5 | 8 – 1 | 8 – 5 | 8 – 1 | | |
| Associate's Hours | n/a | | | | | | |
| Hygienist Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | | |
| Type of Practice: | General Practice | | | Reason for Selling: | | Retiring | |
| Years established: | 48 years | | | Days worked past 12 months: | | ~200 | |

OFFICE SPACE & LEASE INFORMATION

| | | | |
|--|--|-------------------------------------|---|
| Is the building/suite owned? | Yes | Is building available for purchase? | Yes |
| Is the space leased? | n/a | Is lease renewable? | n/a |
| | | Is lease assignable? | n/a |
| Term of Lease: | Owner Occupied. Information will be provided by Seller's Realtor upon request. | | |
| Do you share space with another dentist? | No | | |
| Rent per month | Common area, maintenance fees /taxes included? | | |
| Are utilities included? | | | |
| Is the rent considered above, below or at fair market value? | | | |
| Type of Building: | Condo | Free-standing | Professional X Retail Center |
| Office Square footage: | 2,000 sq. ft. | Carpet? | No Air conditioning? No |
| Number of fully equipped ops: | 5 | Plumbed for additional ops? | Yes, 1 |
| Reception area: | Yes | Dark room: | Yes Doctor's office: Yes Lab: Yes |
| Business office: | Yes | Restrooms: | Yes, 2 Sterilization: Yes Storage: Yes |
| Laser: | Yes | Digital X-ray: | Yes Intra-oral Camera: Yes Cerec: Yes |
| Description of office building, Location and attributes of practice (a brief description): | 43 year old, remodeled building. Close proximity to hospital w/ other dental & medical clinics. | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|------------|------------|------------|--------------|------------|----------|-----------|
| Preventative/Hygiene | 10% | Diagnostic | 3% | Adjunctive | | Dentures | 5% |
| General Operative | 37% | Endo | 10% | Ortho/TMJ | 5% | Perio | 5% |
| Oral Surgery | 5% | Cosmetic | | Crown/Bridge | 15% | Implant | 5% |

What services/procedures are referred out? **Implant to Oral Surgery, small amounts of Pedo & Endo.**

Type of patients as a percentage of Collections:

Private Pay **54%** **Insurance/PPO** **46%** Denti-Cal % Capitation (HMO) Other

Are you a Delta Provider? **Yes, Delta Premier**

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **United Concordia, Ameritas, Guardian, Principal Life, Met Life, Delta Premier, Denti-Cal**

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: **6+**

Average number of patients per day? **16+** Per-Doctor: **8-10+** Per-Hygienist: **8**

Hygiene days per week: **4** Percentage of Production by Hygiene: **15%**

Average age of patients: **40+**

Does the office have Nitrous Oxide? **Yes to all rooms**

Type of recall system used? **Cards, Text, Pre-Schedule** Efficiency: **80%**

Number of recalls per month? **90+/-**

What types of Practice Promotions? **Free Invisalign Consultation**

Phone Book Advertising? * **Yes** ** Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements: **New Roof, Floors, Paint, Front Door, Deck**

Average age of Equipment: **New – 20 years old**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

| Position | Days/Hours | Date hired | Rate of Pay | Eligible for benefits |
|--------------------------|----------------------|---------------|--------------------------|-----------------------|
| Office Manager | 40 hours/week | 1/2015 | \$25.00/hour | Yes |
| Assistant Manager | 8 hours/week | 1/1998 | \$30.00hour | Yes |
| Hygienist | 3 hours/week | 1/1997 | 60% of Production | No |
| Hygienist | 6 hours/week | 2013 | 60% of Production | No |
| Hygienist | 8 hours/week | 2016 | 60% of Production | No |
| Dental Assistant | 20 hours/week | 2014 | \$25.00/hour | Yes |
| Dental Assistant | 35 hours/week | 2002 | \$25/hours + Lab | Yes |

Do family members work in the office? **Yes** If yes, how much are they paid? **\$25.00/hour**

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2016 P&L **\$590,245** 2015 **\$630,138** 2014 **\$596,581** 2013 **637,802**

***Collection amounts are approximate and should be verified by Buyer**

Number of statements sent each month? **170** Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Eagle Soft** Is software transferable? **Yes**

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.