



WESTERN PRACTICE SALES

John M. Cahill Associates

#EC-729 Greater Sacramento, California

Seller is experiencing an amazing 2018 with substantial increase in revenue

If the spectrum of your general dentistry includes contemporary cosmetics and quality family relationships, then *THIS IS YOUR GOLDEN OPPORTUNITY* to work in the greater Sacramento Area! Consider the affordable housing, excellent schools, a strong economic base and mere hours from the fun and excitement of the Bay Area and the beauty and activities of Lake Tahoe. The lifestyle and income just can't be beat! Seller is retiring from this highly esteemed, quality, Fee-For-Service Practice and would like you to continue the care to its large, stable, loyal patient base of quality treatment as well as quality relationship.

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

Seller refers out roughly \$100k annually in Endodontic, Surgery and Periodontic Treatments that could be kept in the practice by a new Owner/Doctor

Located in a single-story, free-standing, attractive, well-maintained Professional Building. This location is in a well-established, family-oriented community.

The Owner Occupied Suite is approximately 1,756 square feet and consists of 4 Fully Equipped Ops + 1 Additional Plumbed, Reception Area, Doctor's Office, Sterilization, Lab, Storage and 2 Restrooms.

Practice: \$320,000

Real Estate: \$320,000

Seller desires the Sale of the Practice & Real Estate be sold concurrently.

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

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

We look forward to serving you

#EC-729

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$320,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:00 – 3:00	10:00 – 6:00	10:00 – 6:00	7:00 – 2:00		
Doctor Hours		7:00 – 3:00	10:00 – 6:00	10:00 – 6:00	7:00 – 2:00		
Hygienist Hours		7:00 – 3:00	10:00 – 6:00	10:00 – 6:00	7:00 – 2:00		
Associate Hours	n/a						
Type of Practice:	General Dentistry		Reason for Selling:		Retirement		
Years established:	1980		Days worked past 12 months:		200 days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Do you share space with another dentist?	No						
Is the space leased?	No	Is lease renewable?	n/a	Is lease assignable?	n/a		
Term of Lease:	Buyer will own the condo and will have his/her own rent structure. Seller prefers to sell building along with the practice, but will consider short term lease to own options.						
Common area, maintenance fees?	Included in the Association Dues that Buyer/owner will incur after the sale (i.e. Water, Garbage, Landscape and Insurance).						
Taxes?	Buyer/Owner is responsible for this expense.						
Is the rent considered above, below or at fair market value?	n/a						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	1,756 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	4		Plumbed for additional ops?	Yes, 1 additional plumbed			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	No	Cerec:	Yes
Description of office building, Location and attributes of practice (a brief description):	Professional Office Condo Residential area w/ Convalescent Hospital, 2 additional Professional Office Space Buildings and Dental Lab						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<u>22%</u>	Diagnostic	<u>20%</u>	Adjunctive	<u>1%</u>	Dentures	<u>3%</u>
General Operative	<u>22%</u>	Endo	<u>7%</u>	Ortho/TMJ	<u>1%</u>	Perio	<u>2%</u>
Oral Surgery	<u>1%</u>	Cosmetic	<u>n/a</u>	Crown/Bridge	<u>20%</u>	Implant	<u>1%</u>

What services/procedures are referred out? **Oral Surgery, Endo, Perio**

Type of patients as a percentage of Collections:

Private Pay 60% **Insurance/PPO** 40% Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? **Yes, Delta Premier* (+/- 30%)**

***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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Premier, but accept other insurance plans, patient is balance billed.

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: **8**

Average number of patients per day? **14** Per-Doctor: **6** Per-Hygienist: **8**

Hygiene days per week: **4** Percentage of Production by Hygiene: **38%**

Average age of patients: **Mid 40's**

Type of recall system used? **Practice Software** Efficiency: **Fair-Good**

Number of recalls per month? **128**

What types of Practice Promotions? **None**

Phone Book Advertising? * **No** * *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 Office, December 2004**

Average age of Equipment: **10+ years** Does the office have Nitrous Oxide? **Yes**

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

PERSONNEL

Position	Days/Hours	Date hired	Rate of Pay	Eligible for benefits
Receptionist	4 days / 32 hours	9/1987	\$27.50/hour	Yes
RDH	2 days / 16 hours	3/2007	\$400.00/day	No
RDH	2 days / 16 hours	2/2007	\$400.00/day	No
Dental Assistant	4 days / 32 hours	8/2016	\$21.00/hour	Yes

Do family members work in the office? **Yes** If yes, how much are they paid? **Not Paid**

Has staff left the practice recently? **Yes, Part-time Office Helper in June 2016**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Practice Gross Collections from Schedule C of Tax Returns:

2017 **\$470,508** **2016** **\$470,965** **2015** **\$462,397** **2014** **\$452,632**

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

Number of statements sent each month? **20+** Is pegboard or computer? **Computer**

What type of computer? **Acer and HP** What software? **Eaglesoft**

Is software transferable? **Yes** Fees Schedule: **Available upon request**

REAL ESTATE FINANCIAL PROFILE

Last 3 years' Real Estate Gross Income from Schedule E of Tax Returns:

NOTE: Equipment is owned by the Real Estate.

2017 **\$156,000** **2016** **\$156,000** **2015** **\$155,000** **2014** **\$144,500**

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.