



WESTERN PRACTICE SALES

John M. Cahill Associates

#HN-740

Shasta County, California

This fantastic practice is located in an area that offers a wide variety of year-round recreational opportunities and amenities. Some of these include; fishing, kayaking, hiking, and biking, making this a fantastic place to live, work and raise a family! Additionally, this well-respected Seller is known for providing quality care in a warm, caring atmosphere that is magnified by the exceptional, long-term staff. Because of this, the Seller has built up a practice with a solid patient base, which they are waiting to pass it on to you!

The Doctor averages 7 patients w/ 8 Hygiene patients per day offering 7 days of hygiene per week and generates approximately 8 – 10+ new patients per month.

The office was completely remodeled, both interior & exterior ~ 13 years ago, and is fully equipped with updated and digital equipment in an attractive, well-maintained, freestanding, single-story Professional building with storage available in full basement.

The office occupies approximately 2,400+ square feet and consists of 5 fully equipped Ops with plumbing & space for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$475,000

Real Estate Available: \$350,000

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

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

We look forward to serving you

HN-740**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$475,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 2		
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 2		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 2		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 30+ yrs		Days worked past 12 months:			~ 124	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	No	Is lease renewable?	N/A
Term of Lease:	Seller owns building	Expiration date:	N/A
Do you share space with another dentist?	N/A		
Rent per month	Seller owns building	Common area, maintenance fees /taxes included?	N/A
If not included, current amount paid?	Are utilities included? N/A		
Is the rent considered above, below or at fair market value?			
Type of Building:	Condo	Free-standing X	Professional X Retail Center
Office Square footage:	~ 2,400+ sq. ft.	Carpet?	Yes Air conditioning? Yes
Number of fully equipped ops:	5	Plumbed for additional ops?	Yes, 1 additional + storage (basement)
Reception area:	Yes	Dark room:	Yes Doctor's office: Yes Lab: Yes
Business office:	Yes	Restrooms:	Yes, 2 Sterilization: Yes Storage: Yes, basement
Laser:	Yes	Digital X-ray:	Yes Intra-oral Camera: Yes Cerec: Yes
Description of office building, Location and attributes of practice (a brief description):	Total remodel ~ 12 yrs ago, single-story, free-standing, considered the BEST Professional building with storage in full basement on highly desirable corner lot on state highway w up-to-date equipment.		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene ~ 28	Diagnostic	Adjunctive	Dentures
General Operative ~ 22	Endo ~ 5	Ortho/TMJ	Perio
Oral Surgery	Cosmetic	Crown/Bridge ~ 45	Implant

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

Complex cases of all of the Above, All Ortho, otherwise procedures kept in-house

Type of patients as a percentage of Collections:

Private Pay 57 Insurance/PPO 43 Denti-Cal 0 Capitation (HMO) 0 Other _____

Are you a **Delta Provider**? If Yes, _____Delta PPO Y **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: **Delta Dental Premier**

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 – 10+**

Average number of patients per day? Per-Doctor: **7** Per-Hygienist: **8**

Hygiene days per week: **7** Percentage of Production by Hygiene: ~ **28**

Average age of patients: **Full Family range: ~ 10 -70+ yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Computerized Tracking**

Number of recalls per month? ~ **100 – 120**

What types of Practice Promotions? **None**

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:

Complete interior & exterior remodel 13 years ago.

Average age of Equipment: ~ 12 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Scheduling/Insurance	M – Th x 9½ hrs	Apr 2015	\$20.00/hr	Yes
RDA/Bookkeeping	M – Th x 9½ hrs	Jan 2016	\$20.00/hr	Yes
RDA	M–Th x 9½ hrs	July 1985	\$25.00/hr	Yes
RDH	M – Th/ 8 – 5	Aug 1999	\$403.00/day	Yes
RDH	M –W/ 8 - 5	Sept 2010	\$380.00/day	Yes

Do family members work in the office? **No** If yes, how much are they paid?

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:

2017 \$ 724,381 (P&L) 2016 \$ 736,835 2015 \$ 689,368

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

Number of statements sent each month? ~ 150 Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **EagleSoft**

Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

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.