



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#CC-802**

### **Santa Rosa, California**

True to its website description, this community is the happening hub for all there is to see, do, eat, drink, hike, bike and explore in Sonoma County. Sink your roots into this city with its cool vibe and vibrant culture, in the heart of wine country and establish your success story here, with streamline policies in place for efficiency and a loyal, stable patient base already, with room for growth!

The Doctor averages 12 - 14 patients w/ 8 Hygiene patients per day offering 1 day of hygiene/per week on a relaxed schedule and welcomes approximately 18-20 new patients per month.

The office is conveniently located in an attractive, well-maintained, busy, popular, much frequented Retail Shopping Center w ample parking, excellent signage, great visibility & curb appeal with easy street-level accessibility for patients. The office occupies approximately 1,200 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms, *CT Scanner available for purchase, for additional \$40,000*

***Full Price: \$220,000***

***\$260,000 includes CT Scanner***

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

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**800.641.4179**

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

**We look forward to serving you**

# CC-802

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$220,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 6	9 – 5	9 – 2	
Doctor's Hours				9 – 6			
Hygienist Hours				9 – 6			
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Relocation</b>	
Years established:	<b>7 yrs</b>		Days worked past 12 months:			<b>~ 48 days</b>	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>5 yrs renewable</b>			Expiration date:	<b>May 2020</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$3,583.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	Are utilities included?			<b>Yes, Water</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	Retail Center	<b>X</b>		
Office Square footage:	<b>~ 1,200 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>Yes</b>
CT Scanner:	<b>Yes, available for additional \$40,000</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Ideal location in busy, popular Retail Shopping Center w close proximity to popular Mall &amp; Market, across from Bank &amp; other commercial businesses and amenities</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	11.5	Diagnostic	8.8	Adjunctive	11.7	Dentures	5.8
General Operative	14.5	Endo	3	Ortho/TMJ		Perio	1.7
Oral Surgery	2	Cosmetic		Crown/Bridge	48.5	Implant	

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

**Complex/Most Endo, Perio and Surgery**

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 50 HMO 30 Capitation (HMO) \_\_\_\_\_ 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, MetLife, Guardian, United Concordia, Assurant & Connection**

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: **~ 18-20**

Average number of patients per day? Per-Doctor: **~ 12 - 14** Per-Hygienist: **~ 8**

Hygiene days per week: **1** Percentage of Production by Hygiene: **~ 25**

Average age of patients: **Family Range: ~ 40 - 45 yrs**

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

Type of recall system used? **Postcard, Email & Text Reminders**

Number of recalls per month? **~ 50+**

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: **Well-maintained, good working condition**

Average age of Equipment: ~ 7 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front/Office Manager</b>	<b>32 hrs/wk</b>	<b>June 2016</b>	<b>\$16.00/hr</b>	
<b>Reception</b>	<b>8 hrs/wk</b>	<b>March 2017</b>	<b>\$16.00/hr</b>	
<b>Dental Assistant</b>	<b>8 hrs/wk</b>	<b>Sept 2015</b>	<b>\$20.00/hr</b>	
<b>Dental Assistant</b>	<b>8 hrs/wk</b>	<b>Oct 2015</b>	<b>\$16.00/hr</b>	
<b>Dental Assistant</b>	<b>8 hrs/wk</b>	<b>Aug 2017</b>	<b>\$12.00/hr</b>	
<b>Dental Hygiene</b>	<b>1 day/wk</b>	<b>July 2015</b>	<b>\$450.00/day</b>	

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:

2016     \$ 299,000     2015     \$ 285,000     2014     \$ 279,000    

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

Number of statements sent each month? ~ 30 Is pegboard or computer? **Computer**

What type of computer? **Dell** 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.