



WESTERN PRACTICE SALES

John M. Cahill Associates

#FG-841

California Coastal Town Arcata, California

We are proud to offer this well-established and respected practice located in Arcata. Housed in a beautifully restored Victorian, this practice is highly visible on a main street through town, easily accessible with ample parking, and only blocks from Humboldt State University. This quality practice delivers top-notch care in a low pressure warm and caring environment by seasoned staff. Doctor averages 10 patients w/ 8 Hygiene patients per day, offering 2 days of hygiene/per week; the potential to expand the patient base as desired is great.

On the first floor, the office occupies approximately 1,114 square feet and consists of 3 fully equipped Ops, Reception area, Sterilization, Darkroom, Lab, Storage and Restroom. *There is a 3-bedroom apartment upstairs with a 1-bedroom apartment on the first floor behind the office for expansion, should the acquiring Dentist desire.*

Arcata was named one of America's best towns for adventure by National Geographic and boasts many state and national parks; the famed Redwood National Park is only a short drive away. The lifestyle is active, outdoors-oriented and ideal for individuals and families alike.

Reduced Price: \$250,000

Real Estate Available

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

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

FG-841**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$250,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8- 5	8 – 5			
Doctor's Hours		7 – 5	7 – 5	7 – 5			
Hygienist Hours			8 – 5	8 – 5			
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	Since 1991		Days worked past 12 months:		~ 175+ days		

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:	Seller owns building		Expiration date:
Do you share space with another dentist?	N/A		
Rent per month	Seller owns building		
	Common area, maintenance fees /taxes included?		
If not included, current amount paid?	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:	~ 1,114 sq. ft.	Carpet?	Yes Air conditioning? Not needed
Number of fully equipped ops:	3	Plumbed for additional ops?	No, but room for expansion, if needed
Reception area:	Yes	Dark room:	Yes Doctor's office: No Lab: Yes
Business office:	No	Restrooms:	Yes Sterilization: Yes Storage: Yes
Laser:	No	Digital X-ray:	No Intra-oral Camera: No Cerec: No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, converted-restored pristine Victorian house w ample parking on major thoroughfare through town with excellent visibility and easy accessibility		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	34.61	Diagnostic	21.5	Adjunctive	2.61	Dentures	0.67
General Operative	48	Endo		Ortho/TMJ		Perio	0.04
Oral Surgery	0.59	Cosmetic		Crown/Bridge	6.77	Implant	

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

Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 51 Insurance/PPO 47 Denti-Cal ___ Capitation (HMO) ___ Other 3 *dual insurance*

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"? **No**

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

No Plans accepted

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: **~ 5 – 6**

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

Hygiene days per week: **2** Percentage of Production by Hygiene: **~ 30+%**

Average age of patients: **Family Range: ~ 20 – 70 yrs**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Postcard Mailers before appointment**

Number of recalls per month? **~ 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: **N/A**

Average age of Equipment: **~ 20+ yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Both Right & Left**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Reception	M – W	Feb 1994		Yes
RDA	M - W	Aug 2011		Yes
RDA	M – W	Sept 2011		Yes
RDH	Wednesday	Nov 2011		Yes
RDH	Tuesday	Sept 2016		Yes
Bookkeeping	as needed	April 1991		Yes

Do family members work in the office? **Yes** If yes, how much are they paid? **\$17,080.00/yr**

Has staff left the practice recently? **Yes, Hygienist retired**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 426,252 P&L 2017 \$ 428,994 P&L 2016 \$ 419,573

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

Number of statements sent each month? **~ 100** Is pegboard or computer? **Both**

What type of computer? **HP** What software? **Easy Dental**

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.