



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#CN-911**

**Santa Rosa, California**

Sink your roots into this city with its perennial attractions, cool vibe and vibrant culture, in the heart of wine country and step into this much beloved, quality, multi-generational, family-oriented practice whose philosophy is ***“Quality Care and Patient well-being FIRST”*** Growth is generated by internal word-of-mouth referrals as well as stellar specialist referrals: the ***BEST*** kind of marketing, by endorsement and experience, adding to its already loyal and stable patient base.

The Doctor averages 8 - 9 patients w/ 7 - 8 Hygiene patients per day providing 7 days of hygiene/per week with 3 of 4 days as double hygiene. This practice welcomes approximately 8 -9 new patients per month with minimal promotion but growth by internal word-of-mouth Referrals, the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, 2-story Professional building with ample parking, excellent visibility and easy freeway accessibility. The office designed for office efficiency and patient flow in mind, has windows which capture scenic picturesque views, creating a warm and inviting environment! It occupies approximately 2,250 square feet and consists of 4 fully equipped Ops with plumbing for 1 additional Op, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Full Price: \$545,000***

*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**

# CN-911

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$545,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	7 – 3	8 – 5	7 – 3		
Doctor's Hours		8 – 5	7 – 3	8 – 5	7 – 3		
Hygienist Hours		8 – 5	7 – 3	8 – 5	7 – 3		
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	<b>Since 1977</b>		Days worked past 12 months:			<b>~ 150+ - 170+ 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>Yes</b>		
Term of Lease:	<b>5 yrs</b>	Expiration date:	<b>September 2021</b>				
Rent per month	<b>\$4,848.26/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>Yes</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market – very competitive</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 2,250 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>Yes, 1</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</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>No</b>	Cerec:	<b>NO</b>
3D Imager:	<b>No</b>						

Description of office building, Location and attributes of practice (a brief description):

**Attractive, well-maintained 2-story Professional building w/ attorneys, finance, mortgage businesses w excellent visibility and easy freeway accessibility, ample parking and best part is beautiful picturesque views from east facing Windows on 2<sup>nd</sup> floor!**

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>19.79</b>	Diagnostic	<b>16.84</b>	Adjunctive	<b>1.97</b>	Dentures	<b>0.89</b>
General Operative	<b>43.81</b>	Endo	<b>0.27</b>	Ortho/TMJ	<b>0.04</b>	Perio	<b>8.31</b>
Oral Surgery	<b>0.37</b>	Implants	<b>5.96</b>	Crown/Bridge	<b>0.68</b>	Other	<b>1.06</b>

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

**Complex Oral Surgery, Most Endo & Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 49.97 **Insurance/PPO** 50.03 Denti-Cal \_\_\_\_\_ 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 is the only contracted Plan**

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 - 9**

Average number of patients per day? Per-Doctor: **~ 8 - 9** Per-Hygienist: **~7 - 8**

Hygiene days per week: **7 total, \*3 of 4 days are double hygiene** Percentage of Production by Hygiene: **~ 30+%**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling, Computer Tracking**

Number of recalls per month? **~ 16 – 18 days/month**

What types of Practice Promotions? **Minimal: Webpage, Facebook, Yelp reviews, in-house promotions**

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: **~ 25 yrs old, excellently maintained and all in great functioning condition**

Average age of Equipment: **~ 25 yrs**

Any equipment leases? **No Equipment is primarily Right-handed w/ Convertibility**

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager**</b>	<b>4 days/wk</b>	<b>Oct 2017</b>	<b>\$35.00/hr</b>	<b>Yes</b>
<i>**will be replaced by New OM</i>	<i>4 days/wk</i>	<i>Aug 2018</i>	<i>\$33.00/hr</i>	<i>Yes</i>
<b>Reception</b>	<b>1 day/wk</b>	<b>Feb 2011</b>	<b>\$25.00/hr</b>	<b>Partial</b>
<b>Dental Hygiene</b>	<b>4 days/wk</b>	<b>Jan 2016</b>	<b>\$53.00/hr</b>	<b>Yes</b>
<b>Dental Hygiene</b>	<b>1 day/wk</b>	<b>Nov 2009</b>	<b>\$53.00/hr</b>	<b>PT</b>
<b>Dental Hygiene</b>	<b>1 day/wk</b>	<b>Aug 2017</b>	<b>\$53.00/hr</b>	<b>PT</b>
<b>Dental Hygiene</b>	<b>1 day/wk</b>	<b>July 2018</b>	<b>\$53.00/hr</b>	<b>PT</b>
<b>Dental Assistant</b>	<b>1 day/wk</b>	<b>Feb 2017</b>	<b>\$12.00/hr</b>	<b>PT</b>
<b>RDA</b>	<b>4 days/wk</b>	<b>Jan 2017</b>	<b>\$28.00/hr</b>	<b>Full</b>

Do family members work in the office? **\*\*Yes, Office Manager (Daughter) will be leaving Aug 2018 @ \$35.00/hr**

Has staff left the practice recently? **Yes**

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

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2017 \$ 677,797 P&L 2016 \$ 766,349 2015 \$ 670,335

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

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

What type of computer? **HP** What software? **Dentrix**

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.