



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-904 Chico Area, California

This *family-friendly, community-oriented, multi-generational* patient based practice prides itself for educating patients and recognizing that not all patients have the same dental needs or desires. It strives to help each patient achieve optimal dental health.

The Doctor averages 8 – 10+ patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 5-7 new patients per month.

This office is located in an attractive, well-maintained, single-story building complex with ample parking, on major thoroughfare with easy accessibility and excellent visibility. The office occupies approximately 880 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Storage, and Restroom.

Full Price: \$310,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

GN-904

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$310,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON* | TUE | WED | THUR | FRI | SAT |
|-----------------|-----|--------|-------|-------|-------|-----|-----|
| Office Hours | | 8 – 5* | 8 – 5 | 8 – 5 | 8 – 5 | | |
| Doctor's Hours | | 8 – 5* | 8 – 5 | 8 – 5 | 8 – 5 | | |
| Hygienist Hours | | | 8 – 5 | 8 – 5 | 8 – 5 | | |

* The office is open alternating Mondays

| | | | |
|--------------------|-------------------|-----------------------------|--------------------|
| Type of Practice: | General | Reason for Selling: | Personal |
| Years established: | Since 1988 | Days worked past 12 months: | ~ 170+ days |

OFFICE SPACE & LEASE INFORMATION

| | | | |
|--|-----------------------------|---|---|
| Is the building/suite owned? | No | Is building available for purchase? | N/A |
| Is the space leased? | Yes | Is lease renewable? | Is lease assignable? Yes |
| Term of Lease: | Monthly | Expiration date: | N/A |
| Do you share space with another dentist? | N/A | | |
| Rent per month | \$ 705.00/month | Common area, *maintenance fees /taxes included? | No |
| If not included, current amount paid? | *includes Roof, HVAC | | Are utilities included? No |
| Is the rent considered above, below or at fair market value? | Below Market Value | | |
| Type of Building: | Condo | Free-standing | Professional Retail Center X |
| Office Square footage: | ~ 880 sq. ft. | Carpet? | No Air conditioning? Yes |
| Number of fully equipped ops: | 3 | Plumbed for additional ops? | No |
| Reception area: | Yes | Dark room: | No Doctor's office: Yes Lab: No |
| Business office: | Yes | Restrooms: | Yes Sterilization: Yes Storage: Yes |
| Laser: | No | Digital X-ray: | Yes Intra-oral Camera: Yes Cerec: No |
| 3D Imager: | No | | |

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

Attractive, well-maintained, single-story building w ample parking on major thoroughfare w easy accessibility and good visibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Production:

| | | | | | | | |
|----------------------|-----------|------------|-----------|--------------|-----------|----------|-----------|
| Preventative/Hygiene | 18 | Diagnostic | 18 | Adjunctive | 1 | Dentures | 1 |
| General Operative | 14 | Endo | 1 | Ortho/TMJ | 0 | Perio | 10 |
| Oral Surgery | 2 | Cosmetic | 5 | Crown/Bridge | 30 | Implant | |

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

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

Type of patients as a percentage of Collections/Total Count:

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

Are you a Delta Provider? Yes / **No** If Yes, _____Delta PPO _____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: **No Contracts**

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 – 7**

Average number of patients per day? Per-Doctor: ~ **8 – 13** Per-Hygienist: ~ **8**

Hygiene days per week: **3 days** Percentage of Production by Hygiene: ~ **28 – 30**

Average age of patients: **Family Range: 45+ yrs**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? ~ **150+**

What types of Practice Promotions? **New Patient Exam Promotion (Discount), X-ray**

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: **1998 Cabinets/Countertops, Flooring**
2011 Countertops, Cabinets, Light, Signage, Furnishings

Average age of Equipment: ~ 10 – 15 yrs

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

PERSONNEL

| Position | Days/Hrs | Date hired | Rate of Pay | Eligible for benefits |
|-------------------|------------------------|-----------------|-------------------|-----------------------|
| RDA | 4 days x 8¼ hrs | Jan 2018 | \$23.00/hr | Yes |
| Scheduling | 4 days x 8¼ hrs | Aug 2015 | \$23.00/hr | Yes |
| Insurance | 2 days x 8¼ hrs | Jan 2004 | \$20.00/hr | Yes |
| RDH | 3 days x 8¼ hrs | Apr 2011 | \$50.00/hr | Yes |

Do family members work in the office? **Yes** 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 \$ 473,141 2016 \$ 459,901 2015 \$ 470,263

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

Number of statements sent each month? ~ **103** Is pegboard or computer? **Computer**

What type of computer? **Asus** What software? **Open 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.