



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #HG-934 Grass Valley, California

This charming and quaint Sierra Foothills community boasts of forward-thinking population and perennial recreational activities while preserving its Gold Country history and a laid-back, family-oriented lifestyle ~ *it just doesn't get any better than life in this beautiful town! This is a paradise where people flock and escape to visit and vacation ~ just imagine living and practicing here!*

The Doctor averages 6 patients w/ 8 Hygiene patients per day offering 13 days of hygiene/per month and welcomes approximately 8-10 new patients per month.

The office is conveniently located in an attractive, well-maintained, long-established Professional building offering beautiful views, with ample parking, off major thoroughfare in busy corridor of desirable neighborhood.

The office occupies approximately 1200 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Full Price: \$225,000***

***Real Estate Available***

*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**

# **HG-934****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>		
Doctor's Hours		<b>8 – 12</b>	<b>8 – 5</b>	<b>8 – 12</b>	<b>8 – 12</b>		
Hygienist Hours		<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>		
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	<b>~ 40+ yrs</b>		Days worked past 12 months:			<b>~ 178</b>	

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>						
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>				
Term of Lease:	<b>Seller owns building</b>		Expiration date:	<b>N/A</b>					
Do you share space with another dentist?	<b>No</b>								
Rent per month	<b>Seller owns suite</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>						
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>No</b>						
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>								
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center				
Office Square footage:	<b>~ 1150 sf</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>				
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>No</b>						
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>		
Business office:	<b>No</b>	Restrooms:	<b>Yes, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>		
Digital X-ray:	<b>No</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>	3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Located in an attractive, well-maintained, well-established Professional building w/ beautiful views in desirable neighborhood</b>								

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	32	Diagnostic	12	Adjunctive	2	Dentures	7
General Operative	18	Endo	0	Ortho/TMJ	0	Perio	2+
Oral Surgery	3	Cosmetic	5	Crown/Bridge	22	Implant	0

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

**Most/complex Oral Surgery (75%), ALL Endo Perio Pedo**

Type of patients as a percentage of Collections:

Private Pay 50 Insurance/PPO 50 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? Premier Only \_\_\_\_\_ Premier + PPO X

**\*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"? **Minimal**

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

**Most 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: **~ 8 - 10**

Average number of patients per day? Per-Doctor: **~ 6** Per-Hygienist: **~ 8**

Hygiene days per month: **13 days/month** Percentage of Production by Hygiene: **~ 30**

Average age of patients: **Mature Family range: ~ 50+ yrs**

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

Type of recall system used? **Postcards**

Number of recalls per month? **~ 90**

What types of Practice Promotions? **Social Media: Facebook**

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:

**Remodeled 2001 – Good Condition**

Average age of Equipment: ~ 18 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Receptionist</b>	<b>4 days x 7 hrs/wk</b>	<b>Jan 1998</b>	<b>\$32.00/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>4 days x 5 hrs/wk</b>	<b>Apr 2018</b>	<b>\$27.00/hr</b>	<b>Yes</b>
<b>RDH</b>	<b>6 days/month</b>	<b>Jan 2018</b>		<b>No</b>
<b>RDH</b>	<b>3 days/month</b>	<b>Jan 1998</b>		<b>No</b>
<b>RDH</b>	<b>4 days/month</b>	<b>Jan 2018</b>		<b>No</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:

2018 \$ 274,359 9moP&L 2017 \$ 377,942 2016 \$ 391,739

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

Number of statements sent each month? ~ 70 Is pegboard or computer? **Computer**

What type of computer? **Dell, PC** What software? **Easy Dental**

Is software transferable? **Unknown, 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.**

