



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#CC-960**

### **Sonoma, California**

Recognized as one of the best places to start a business, this family-oriented “wine country” community with its involved citizens and high level of entrepreneurship, serves as the economic hub for the Sonoma Valley. It is the perfect blend of a friendly, small town with a rich heritage and unparalleled beauty. Live, play and practice here in one of the world’s finest grape-growing regions!

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 3+ days of hygiene/per week and welcomes approximately 5-6 new patients per month.

The office is conveniently located on the ground floor with ADA compliant Restroom in a long-established, well-maintained 2-story Medical Professional Center w/ ample parking, excellent visibility and easy accessibility with close proximity to the Plaza. This beautifully decorated office occupies approximately 950 square feet and consists of 3 fully equipped Ops, Reception area, Doctor’s office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Full Price: \$385,000***

***Real Estate Also Available: \$350,000***

*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**

# CC-960

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$385,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 6	8 – 6	8 – 6	8 – 5	1/month
Doctor's Hours			8:30 – 6	8:30 – 6	8:30 – 6	8 – 5	1/month
Hygienist Hours			8 – 6	8 – 4	8 – 6	8 – 5	1/month
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ 45+ yrs		Days worked past 12 months:			~ 140 days	

## OFFICE SPACE &amp; 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:
Do you share space with another dentist?	<b>N/A</b>		
Rent per month:	<b>\$414.00/month</b>	Common area, maintenance fees /taxes?	<b>Yes, PG&amp;E + county taxes</b>
If not included, current amount paid?	Are utilities included? <b>Yes, Water, Trash</b>		
Is the rent considered above, below or at fair market value?	<b>Estimated Fair Market Rent @ \$3,000/month</b>		
Type of Building:	<b>Condo</b>	<input checked="" type="checkbox"/> Free-standing	<input type="checkbox"/> Professional <input type="checkbox"/> Retail Center
Office Square footage:	<b>950 sq. ft.</b>	Carpet?	<b>Partial</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>Yes</b>	Restrooms:	<b>Yes, 2</b> Sterilization: <b>Yes</b> Storage: <b>Yes</b>
Digital X-ray:	<b>No</b>	Cerec:	<b>No</b> Laser: <b>Yes</b> Intra-oral Camera: <b>Yes</b> 3D Imager: <b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Office on ground floor of long-established, attractive, well-maintained, well-known 2-story Medical Center w/ elevator, ADA compliant Restroom, ample parking and close proximity to Plaza</b>		

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>22.34</b>	Diagnostic	<b>15.22</b>	Adjunctive	<b>0.90</b>	Dentures	<b>3.16</b>
General Operative	<b>23.28</b>	Endo	<b>0.20</b>	Ortho/TMJ		Perio	<b>2.67</b>
Oral Surgery	<b>3.50</b>	Cosmetic	<b>0.12</b>	Crown/Bridge	<b>24.63</b>	Implant	<b>4.0</b>

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

**Complex Oral Surgery (requiring general anesthesia), Most Endo, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 59 **Insurance/PPO** 41 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

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

*\*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 Capitation Plans**

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? **16** Per-Doctor: **8** Per-Hygienist: **8**

Hygiene days per week: **~ 3+ +2/mo** Percentage of Production by Hygiene: **~25%**

Average age of patients: **Family Range**

Does the office have Nitrous Oxide? **Plumbed but not in use**

Type of recall system used? **DataCon**

Number of recalls per month? **~ 112+**

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: **In good functioning condition, improvements are 10 yrs or older**

Average age of Equipment: **~ 10+ yrs.**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available upon Request</i>	Eligible for benefits
<b>Receptionist</b>	<b>Tues/Wed/Thurs</b>	<b>11/2007</b>		<b>401K, Med Allowance</b>
<b>Chairside</b>	<b>Tues/Wed/Thurs</b>	<b>03/2012</b>		<b>Yes</b>
<b>Hygienist 1</b>	<b>Tues/Thurs</b>	<b>08/2009</b>		<b>Yes</b>
<b>Hygienist 2</b>	<b>Wed</b>	<b>11/1999</b>		<b>Yes</b>

Do family members work in the office? **Yes**                      If yes, how much are they paid? **\$60,000/yr**

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 \$627,364    2017 \$ 645,237    2016 \$ 679,957                      2015 \$ 653,302

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

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

What type of computer? **PC & Mac Server**                      What software? **DataCon**

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.