



WESTERN PRACTICE SALES

John M. Cahill Associates

#FN-961

Eureka, California

As principal city and county seat of Humboldt County in the Redwood Empire, this entire city embodies a state historic landmark, captivating a mix of nature and culture with a small-town feel. Catch a sense of history from the restored Victorian houses or feel the vibrant collegiate atmosphere of nearby Humboldt State College next to this bustling seaport town, where the quality of life can't be beat!

The Doctor averages 10-12 patients w/ 10+ Hygiene patients per day offering 2 days of hygiene/per week and welcomes approximately 6-7 new patients per month.

The office is conveniently located in an attractive, well-maintained, 2-story free-standing building w detached garage 2 parking spaces for the convenience of patients in this highly visible, easily accessible, busy, popular Commercial/Retail Center.

The office occupies approximately 1,400 square feet and consists of 4 fully equipped Ops, Reception Area, Sterilization, Lab, Storage, and Restroom.

Full Price: \$395,000

Real Estate: \$395,000

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

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

We look forward to serving you

#FN-961

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30 – 2	7:30 – 2	7:30 – 2	7:30 – 2		
Doctor's Hours		7:30–1:30	7:30–1:30	7:30–1:30	7:30–1:30		
Hygienist Hours		8 – 1:30		8 – 1:30			
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 38 yrs		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	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 X	Professional Retail Center X
Office Square footage:	~ 1,400 sq. ft.	Carpet?	Yes
		Air conditioning?	No
Number of fully equipped ops:	4	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No
		Doctor's office:	No
		Lab:	Yes
Business office:	No	Restrooms:	Yes
		Sterilization:	Yes
		Storage:	Yes
Digital X-ray:	Yes	Cerec:	No
		Laser:	Yes
		Intra-oral Camera:	Yes
		3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 2-story, free-standing building w/ detached garage and parking on major thoroughfare in busy, popular Commercial/Retail Center w excellent visibility and easy accessibility for patient's convenience		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12.92	Diagnostic	16.40	Adjunctive	0.71	Dentures	6.78
General Operative		Endo	3.78	Ortho/TMJ	0.01	Perio	5.71
Oral Surgery	3.87	Cosmetic		Crown/Bridge		Implant	2.65

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

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

Type of patients as a percentage of Collections:

Private Pay 45 Insurance/PPO 55 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”? **No**

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

Delta Premier, Delta PPO, Cigna, First Dental Health, Guardian (for Eureka City School Plans only)

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: **~ 6 - 7**

Average number of patients per day? Per-Doctor: **~ 10 – 12** Per-Hygienist: **~ 11 – 12**

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

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

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

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

Number of recalls per month? **~ 100 – 120+**

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:
New Roof, Floors & Reception Furnishings: November & December 2017

Average age of Equipment: **Varies**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	~ 5 – 6 hrs/day	Jan 2000	\$27.00/hr	Yes
Reception	~ 7½ hrs/day	Feb 2015	\$19.00/hr	Yes
RDA	~ 7 hrs/day	July 1995	\$23.00/hr	Yes
RDA	~ 7½ hrs/day	Sept 2009	\$20.00/hr	Yes
RDH	~ 5½ - 6 hrs/day	Nov 2011	45% commission	Yes

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 _____ 2017 \$ 763,215 2016 \$ 783,632

***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? **Desktop/Laptop** What software? **EZ Dental & Kodak**

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.