



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-953 Chico, California

This is an excellent opportunity for a General Practitioner wishing to practice in a well-established, peaceful, family-oriented town in the central valley of northern California, mere hours from the culture, fun and excitement of Sacramento, recreational activities of Lake Tahoe and majestic beauty of Mount Shasta! This practice has been established for 55 years and the seller is passing their goodwill on to you!

The Doctor averages 6 – 7 patients w/ 7 – 8 Hygiene patients per day and welcomes approximately 5 – 8 new patients per month.

The office has excellent visibility and accessibility, located close to Downtown, in a single-story, professional Dental Complex, surrounded by medical offices, a hospital, restaurants, hotel and easy freeway interchange nearby. The office occupies approximately 1,067 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: ~~\$315,000~~

Priced to Sell at: \$275,000!

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

GN-953

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$275,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	8 – 5	8 – 5	8 – 2		
Doctor's Hours		10 – 5	8 – 5	8 – 5	8 – 2		
Hygienist Hours		9 – 5	8 – 5	8 – 5	8 – 2		

Type of Practice: **General/Family**

Reason for Selling:

RetirementYears established: ~ **55 years**

Days worked past 12 months:

~ **188 days**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **No**

Is building available for purchase?

N/AIs the space leased? **Yes**Is lease renewable? **Yes**

Is lease assignable?

Yes

Term of Lease:

2-years w/ 4 additional 2-year options

Expiration date:

December 2020

Do you share space with another dentist?

No

Rent per month

\$1,500.00/month

Common area, maintenance fees /taxes included?

Yes

If not included, current amount paid?

N/A

Are utilities included?

Yes, Water & Garbage

Is the rent considered above, below or at fair market value?

Fair Market

Type of Building:

Condo

Free-standing

Professional**X**

Retail Center

Office Square footage:

~ **1,067 sf**

Carpet?

Yes

Air conditioning?

YesNumber of fully equipped ops: **3**

Plumbed for additional ops?

NoReception area: **Yes**

Dark room:

No

Doctor's office:

Yes

Lab:

YesBusiness office/
Staff Room:**Yes**

Restrooms:

Yes

Sterilization:

Yes

Storage:

YesDigital X-ray: **Yes**Cerec: **No**Laser: **No**Intra-oral Camera: **No**3D Imager: **No**

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

Highly visibility and accessible, located close to Downtown, in a single-story, professional Dental Complex, surrounded by medical offices, a hospital, restaurants, hotel and easy freeway interchange nearby.

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	1.87	Diagnostic	28.69	Adjunctive	3.25	Dentures	4
General Operative	50	Endo	0.23	Ortho/TMJ	0	Perio	0.45
Oral Surgery	0.13	Cosmetic		Crown/Bridge		Implant	11.35

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

Endo, Difficult Pedo, R.P.

Type of patients as a percentage of Collections:

Private Pay 47 Insurance/PPO 53 Denti-Cal Capitation (HMO) Other

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

***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, as well as local area PPO 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 – 8**

Average number of patients per day? Per-Doctor: **~ 6 – 7** Per-Hygienist: **~ 7 – 8**

Hygiene days per week: **4 ½** Percentage of Production by Hygiene: **30%**

Average age of patients: **Family Range**

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

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

Number of recalls per month? **~ 130**

What types of Practice Promotions? **None**

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: **Completely updated in 1993, with beautiful custom cabinetry, operatory dividers, sinks, paint, counters, shared x-ray unit, overhead lighting, storage and more. Also, the exterior offers a gorgeous courtyard area, with an outdoor storage unit.**

Average age of Equipment: ~ **New to 10 yrs.**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Office Manager	32 hrs/wk	2011		
DA	30 hrs/wk	2014		
RDH	30 hrs/wk	2017		
RDH	8 hrs/wk	2015		
Business Manager	10 hrs/wk	1986		

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 **\$444,254** 2016 **\$496,139** 2015 **\$467,998**

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

Number of statements sent each month? ~ **115** Is pegboard or computer? **Computer**

What type of computer? **Dell/PC** What software? **Dentrix**

Is software transferable? **Yes**

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.