



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#EN-976**

### **Sacramento, California**

With its philosophy to treat patients like family and listen to their needs rather than basing treatment on production, this practice is much loved and appreciated by its diverse and dedicated patient base, for the fun, warm and loving atmosphere by both Doctor & Staff.

The Doctor averages 8 patients w/ 7 Hygiene patients per day offering 8 days of hygiene/per week and welcomes approximately 10 - 12 new patients per month.

The office is conveniently located in an attractive, well-maintained, easily accessible, highly visible, busy Retail Shopping Center w/ popular Market as anchor tenant, just off major thoroughfare in desirable diverse commercial neighborhood.

The office occupies approximately 1,750 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom.

***Full Price: \$595,000***

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

Timothy G. Giroux, DDS

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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# EN-976

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$595,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	8 - 5	7:30 – 4	9 – 6	7:30 – 4	8–5 1 <sup>st</sup> Sat/month
Doctor's Hours			8 - 5		9 – 4	7:30 – 3	8–5 1 <sup>st</sup> Sat/month
Associate's Hours		9 – 6				*Works 2 Fridays/month	
Hygienist Hours		9 – 6	8 - 5	7:30 – 4	9 – 6	7:30 – 4	8–5 1 <sup>st</sup> Sat/month
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	<b>Est 1989, Since 2001</b>			Days worked past 12 months: ~ 3 days/wk: <b>Tu, Th, Fri</b>			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?			
Term of Lease:	<b>10 yrs</b>		Expiration date:		<b>October 2028</b>		
Do you share space with another dentist?	<b>Associate, 30% production, will probably stay</b>						
Rent per month	~ <b>\$8,000.00/month</b>		Common area, maintenance fees /taxes included?			<b>Yes</b>	
If not included, current amount paid?	Are utilities included?		<b>Yes, Water, Sewage</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market Rent</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>		<b>X</b>	
Office Square footage:	~ <b>1,750 sq. ft.</b>		Carpet?	<b>Yes, partially</b>	Air conditioning?		<b>Yes</b>
Number of fully equipped ops:	<b>5</b>		Plumbed for additional ops?		<b>No</b>		
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
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Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, easily accessible, highly visible, busy Retail Shopping Center w popular Market as anchor tenant, off major thoroughfare</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>40</b>	Diagnostic	<b>8</b>	Adjunctive		Dentures	<b>1</b>
General Operative	<b>23</b>	Endo	<b>1</b>	Ortho/TMJ		Perio	
Oral Surgery	<b>2</b>	Cosmetic	<b>1</b>	Crown/Bridge	<b>24</b>	Implant	

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

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

Type of patients as a percentage of Collections:

**Private Pay**   2   **Insurance/PPO**   98   Denti-Cal        Capitation (HMO)   0   Other       

Are you a **Delta Provider?** **Premier Only**   Y   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, MetLife and most non-HMO 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: **~ 10 - 12**

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

Hygiene days per week: **8 days** Percentage of Production by Hygiene: **~ 30+**

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

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

Type of recall system used? **Lighthouse 360**

Number of recalls per month? **~ 200**

What types of Practice Promotions? **Local Monthly Publication Ads – Natomas News**

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 Oct 2016: paint, flooring and office furniture.**

Average age of Equipment: ~ 18 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Front Desk	M, T, Th, F/32 hrs			
Front Desk/RDA	M, T, Th, F/32 hrs			
RDA/Manager	M, T, Th, F/32 hrs			
RDH	Tues & Thurs/16 hrs			
RDH	T, W, Th, F/32 hrs			

Do family members work in the office? **Yes** If yes, how much are they paid? **Hygiene/\$450.00/day**

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **No**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2018 \$ 931,901 P&L 2017 \$ 906,105 2016 \$ 909,327

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

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

What type of computer? **Windows-based** What software? **Cloud-based: Curve Data**

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.**