



WESTERN PRACTICE SALES

John M. Cahill Associates

#EC-1005 Yolo County, California

Known as “the gateway to the Napa Valley” this community is *home of local farm, local fork, local music and local fun* and the essence of Yolo County! Come live, play, explore and sink your roots into this quality, family-oriented practice with its stellar reputation, which focuses on patient comfort and education as its top priorities for its multi-generational, loyal and financially comfortable patient base.

The Doctor averages 8 patients w/ 7 Hygiene patients/per day offering 5 days of Hygiene/per week and welcomes approximately 15-18 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, long-established Professional building with a great reputation for serving the community with compassion and the highest quality dental care. The office occupies approximately 1,239 square feet and consists of 3 fully equipped Ops, Reception area, Doctor’s office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$720,000

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

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

We look forward to serving you

EC-1005

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 720,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8:30 – 5	8:30 – 5	8:30 – 5	8 – 2	
Doctor's Hours			9 – 5	9 – 5	9 – 5	8 - 2	
Hygienist Hours			8:30 – 5	8:30 – 5	8:30 – 5	8 – 2	
Type of Practice:	General		Reason for Selling:			Relocation	
Years established:	40+ yrs		Days worked past 12 months:			~ 190 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	March 2021 Term +2 (two) 3-yr options			Expiration date:	March 2021		
Do you share space with another dentist?	N/A						
Rent per month	\$2,005.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	N/A		Are utilities included?			Yes, Water & Trash	
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	1,239 sf		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, long-established, single-story Professional building, with a great reputation for serving the community!						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13.95	Diagnostic	12.8	Adjunctive	4.3	Dentures	2.3
General Operative	16.92	Endo	0	Ortho/TMJ	2	Perio	2
Oral Surgery	0.5	Cosmetic	4.7	Crown/Bridge	36	Implant	6.3

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

Refer Complex Oral Surgery, Endo, Perio, Prosth, Difficult Pedo Behavioral Mangement

Type of patients as a percentage of Collections:

Private Pay 52.6 Insurance/PPO 47.4 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Yes** Premier Only _____ **Premier + PPO** Y

***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:

Delta Premier, but take most insurance plans and bill as a courtesy for patients

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: **~ 15 - 18**

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

Hygiene days per week: **5**

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

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

Type of recall system used? **Solution Reach**

Number of recalls per month? **~ 100-110**

What types of Practice Promotions? **Office insurance policy available for purchase at reduced price.**

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 paint, flooring, cabinetry and sinks upgraded ~ 3 years ago with modern design. Reception upgraded about 2 years ago.**

Average age of Equipment: ~ 2 yrs

Any equipment leases? **None** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA EF2	4 days / 30 hrs	Apr 2014	Available	Yes
Office Manager	4 days / 30 hrs	Feb 2015	Upon	Yes
RDH	1 day / 8 hrs	Jul 2014	Request	No
RDH	4 days / 30 hrs	Jan 2015		Yes
RDA	4 days / 30 hrs	Jan 2016		Yes
IT/Office Repairs*	4 days / 30 hrs	Jan 2015		Yes

Do family members work in the office? **Yes** If yes, how much are they paid? ***see above**

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 \$ 1,140,188 2017 \$ 997,501 2016 \$ 951,906

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

Is pegboard or computer? **Computer** What type of computer? **Windows PC**

What software? **Eaglesoft** 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.