



**WESTERN PRACTICE SALES &
NORTHERN CALIFORNIA PRACTICE SALES**

**#EG-1012
East Sacramento, California**

Providing a full spectrum of dental care with the highest quality to its large, loyal, multi-generational patient base (mostly in the middle to upper socio-economical class), this amazing opportunity has long-term tenured Doctors and competent, knowledgeable, seasoned Staff, who excel and strive to provide, educate, motivate and involve their patients to achieving their best, esthetically pleasing and most stable lifetime dental health in a compassionate and fun environment.

Each Doctor averages 12 patients w/ 8 Hygiene patients per day offering 15 days of Hygiene/per week and welcomes approximately 35 new patients per month.

The office is located in an attractive, well-maintained Dental Professional building w multiple entrances and wheelchair ramp for patient convenience and beautifully landscaped lawn, native trees and path lined by flower beds.

This professionally designed office, designed with office efficiency and patient flow in mind, occupies approximately 2,900 square feet and consists of 8 fully equipped OPs (including 2 Hygiene OPs), Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$2,500,000

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

Timothy G. Giroux, DDS
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Edmond P. Cahill, JD

800.641.4179

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

Steve Molinelli

650.347.5346

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

We look forward to serving you

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 – 7:30	7 – 7:30	7 – 7:30	7 – 7:30	7 - 2	8 – 2
Early Shift*		7 – 12	7 – 12	7 – 12	7 – 12	Off	
Mid Shift*		8 – 4:30	8 – 4:30	8 – 4:30	8 – 4:30	Off	
Late Shift*		12 – 7:30	12 – 7:30	12 – 7:30	12 – 7:30	Off	8 – 2
Hygiene Hours		7 – 7:30	7 - 7:30	7 – 7:30	7 – 7:30	7 – 2	8 – 2
Type of Practice:	General			Reason for Selling:			Retirement
Years established:	~ 35 yrs			Days worked past 12 months:			~ 195 / 195 / 200 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: 5-yr renewal from 09/2017 expires August 2022, currently in renewal negotiation process							
Do you share space with another dentist?	No Associates						
Rent per month	\$ 5,922.45/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A	Are utilities included?	No				
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	~ 2,900 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?				
Reception area:	Yes	Dark room:	No	Private Office	Yes	Lab:	Yes
Business Office:	Yes	Restrooms:		Sterilization:	Yes	Storage:	Yes
X-ray Room	Yes	Staff Lounge	Yes	Computer Room	Yes		
Digital X-ray:	Yes	Cerec:		Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):		Attractive, well-maintained, tastefully landscaped, free-standing Dental Professional building w ample parking and close proximity to a popular, busy Shopping Mall, 2-story Medical Professional Complex and local High School on major thoroughfare in desirable suburban neighborhood					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	10	Adjunctive	6	Prosth, Rem	5
Restorative	15	Endo	6	Ortho	2	Perio	7
Oral Surgery	5	Cosmetic		Prosth, Fixed	30	Implant	4

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

Most procedures are kept in-house, only complex procedures of all the above Specialties are referred

Type of patients as a percentage of Collections:

Cash 28 Insurance 71 PPO 0 Denti-Cal 0 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"? **Yes**

List Preferred Provider, Health Care Provider and Insurance Plans now in place: **Delta Premier**

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: ~ **25 – 35+**

Average number of patients per day? Per-Doctor: **75%** Per-Hygienist: **25%**

Hygiene days per week: **15 days**

Average age of patients: **Multi-generational broad Family Range: ~ 40 – 60 yrs**

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

Type of recall system used? **Light House system automated for recall & confirmation w email, texts & phone calls**

Number of recalls per month? **Year 2018 ~ 94 / Year 2017 ~76**

What types of Practice Promotions? **1-800-Dentist, ARD WebPage, Social Media: YELP, Google, FB, Yellow Page, SDDS, Signage, Dentrrix / Dexis Software**

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: **AC Unit ~ 8 months new**

Average age of Equipment: **Varies**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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SEPARATE LIST, AVAILABLE UPON REQUEST

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

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 \$ 3,734,876 2017 \$ 3,833,506 2016 \$ 3,681,731

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

Is pegboard or computer? **Computer** What type of computer? **Dell**

What software? **Dentrix/Dexis** 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 & NORTHERN CALIFORNIA PRACTICE SALES. 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 & NORTHERN CALIFORNIA PRACTICES SALES 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.