



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #CC-1020 Santa Rosa, California

*With a cash flow of more than \$270k annually, this unique Fee-for-Service practice is a rare find!* Catering to its loyal, stable and mature patient base, this well-established and beloved practice is known and appreciated not only for personal, individualized care in a warm and caring environment but also for a somewhat holistic philosophy, wonderful approach and the highest level of dental care.

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 2½ days of hygiene/per week and welcomes approximately 5 new patients per month.

The office is conveniently and centrally located in an established, well-maintained, attractive, 2-story Professional building with ample parking in desirable corridor of traffic flow.

The office occupies approximately 1,320 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Full Price: \$450,000***

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

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**800.641.4179**

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

**We look forward to serving you**

# **CG-1020****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$450,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours		8:30 – 5	8:30 – 5	8:30 – 5	8:30 – 5		
Hygienist Hours		9 – 5	9 – 12	8 – 5			
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Relocation (out of state)</b>		
Years established:	<b>Since 1973</b>		Days worked past 12 months:		<b>179</b>		

**OFFICE SPACE & 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?	<b>Yes</b>		
Term of Lease:	<b>5 yrs</b>	Expiration date:	<b>June 2020</b>				
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$2,585.75/month</b>	Common area, maintenance fees /taxes included?	<b>No</b>				
If not included, current amount paid?	<b>~ \$800.00/month</b>	Are utilities included?	<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 1,320 sf</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</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>Yes</b>
3D Imager:	<b>No</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Centrally located, attractive, well-maintained, 2-story Professional building w/ ample parking</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>16</b>	Diagnostic	<b>10</b>	Adjunctive	<b>2</b>	Dentures	<b>3</b>
General Operative	<b>20</b>	Endo		Ortho/TMJ	<b>2</b>	Perio	<b>3</b>
Oral Surgery	<b>3</b>	Cosmetic		Crown/Bridge	<b>40</b>	Implant	<b>4</b>

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

**Refer Complex Perio, Endo, Ortho, Oral Surgery, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay **56%** Insurance/PPO **42%** Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? **NO DELTA, OUT OF NETWORK**

**\*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: **Arrow Benefits Group**

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**

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

Hygiene days per week: **2½ days**

Average age of patients: **50+ yrs**

Does the office have Nitrous Oxide? **No, but plumbed**

Type of recall system used? **Pre-scheduling, Computer tracking**

Number of recalls per month? **~ 80**

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: **Cabinetry~30 yrs/Chairs~15 ys; Computers-new**

Average age of Equipment: ~ 15 - 20 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Reception</b>	<b>4 days x 8 hrs</b>	<b>1998</b>	<b>Available</b>	<b>Yes</b>
<b>RDH</b>	<b>1½ days x 8 hrs</b>	<b>2016</b>	<b>Upon</b>	<b>No</b>
<b>RDH</b>	<b>1 day x 8 hrs</b>	<b>2015</b>	<b>Request</b>	<b>No</b>
<b>Assistant</b>	<b>4 days x 8 hrs</b>	<b>2018</b>		<b>No</b>

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 Schedule C Tax Returns:

2018     \$ 583,425     2017     \$ 583,428     2016     \$ 555,875    

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

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

What software? **Easy Dental/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. 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.