



WESTERN PRACTICE SALES

John M. Cahill Associates

CC-1030

Santa Rosa, California

Patients are special and treated like family members in this practice, whose philosophy is to keep patients as relaxed as possible. Sedation is offered to patients and most procedures are kept in-house for patient's convenience and comfort.

The Doctor averages 7 - 8 patients w/ 8 Hygiene patients per day offering 4 days of hygiene/per week and welcomes approximately 3-5 new patients per month by word-of-mouth referrals: the best kind of marketing!

The condo office is conveniently located in a modern, well-maintained building with mature landscaping, and ample parking both on-site and on street. The roof and foyer are shared with an adjoining Orthodontic practice. There is enviable visibility and 4 sites available for excellent signage on a busy corner with traffic light and heavy traffic flow, in a highly desirable neighborhood.

The office occupies approximately 1,683 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$325,000

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

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

We look forward to serving you

CC-1030

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 325,000

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			
Associate's Hours			8:30 - 5		8:30 - 5		
Hygienist Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Type of Practice:	General			Reason for Selling:		Personal/Health	
Years established:	32 yrs			Days worked past 12 months:		~ 180 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes in ~ 5 years				
Is the space leased?	No	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	To be Negotiated			Expiration date:	N/A		
Do you share space with another dentist?	Yes, Associate, who will probably stay on w practice						
Rent per month	\$4,207.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	Water, Garbage, A/C, Landscape			
Is the rent considered above, below or at fair market value?	Adjusted to normalized FMR						
Type of Building:	Condo	<input checked="" type="checkbox"/>	Free-standing	Professional	Retail Center		
Office Square footage:	~ 1,683 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No

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

4,000 sf building w/ shared roof & foyer with adjoining Ortho practice. Great visibility n busy corner with traffic light w/ heavy traffic flow. Modern, well-maintained building w/ mature landscaping, ample parking on-site and on street in highly desirable neighborhood. New Roof June 2019!

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	5.58	Diagnostic	6.4	Adjunctive	2.65	Dentures	1.59
Restorative	51.36	Endo	2.56	Ortho/TMJ		Perio	12.9
Oral Surgery	3.4	Cosmetic	w/ Restorative	Crown/Bridge	w/ Restorative	Implant	8.88

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

Refer Complex Oral Surgery, Endo Retreatment, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay **70%** Insurance/PPO **30%** Denti-Cal **0** Capitation (HMO) **0** Other

Are you a **Delta Provider**? **Premier Only** **Yes** 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 Capitation Plans now in place:

Delta Premier, PPO, Cigna Preferred, Arrow

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: **~ 7 – 8** Per-Hygienist: **~ 8**

Hygiene days per week: **4**

Average age of patients: **Mature Family Range: ~ 40 – 60 yrs**

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

Type of recall system used? **Lighthouse / In-Office**

Number of recalls per month? **100-105**

What types of Practice Promotions? **Internal Marketing: "Care to Share" / Patient Referral Bonus**

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: **In 2000: Entire Office Remodel including walls, plumbing, electrical, flooring and cabinetry**

Average age of Equipment: **10 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	4 days/ wk FT	July 2015	Available	No
Patient Care Coordinator	4 days/wk FT	May 2018	Upon	No
RDA	4 days/wk FT	Sept 2000	Request	Yes
RDH	2 days/wk PT	Aug 2005		No
RDH	2 days/wk PT	Jan 2019		No
Associate DDS	2 days/wk PT	Aug 2018		No

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

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Schedule C Tax Returns:

2018 \$ 717,751 2017 \$ 779,886 2016 \$ 793,388 P&L

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

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

What software? **Dentrix** 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.