



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#CC-1049**

### **Santa Rosa, California**

Location, Location, Location! Don't miss this rare opportunity to purchase the practice of your dreams in this popular and highly desirable Santa Rosa neighborhood. Established for 18 years, Seller is retiring and with Real Estate available for purchase, this remarkable opportunity won't last long for the hesitant Buyer!

The Doctor averages 8 patients w/ 7 Hygiene patients per day offering 6 days of Hygiene/per week and welcomes approximately 10-12 new patients per month.

Fully remodeled and regularly updated with modern Equipment, this office designed for office efficiency and patient flow in mind, is located in an attractive, well-maintained, free-standing Professional building with multi-specialty practices. With easy access and ample parking, patients' convenience is unrivaled! The office occupies approximately 2,000 square feet and consists of 5 fully equipped Ops with state-of-the-art Equipment, Reception area, Doctor's office, Sterilization, Lab and 3 Restrooms.

***Full Price: \$685,000***

***Real Estate Also Available!***

*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**

# CC-1049

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$685,000

## 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		7:45-4:30	7:45-5:30	7:45-5:30	7:45-5:30		
Associate's Hours				8 - 5		8 - 3	
Hygienist Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>Since 2001</b>		Days worked past 12 months:		<b>6 wk vacation/per year</b>		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>
		Is lease assignable?	<b>N/A</b>
Term of Lease:	<b>Seller owns building</b>		Expiration date: <b>N/A</b>
Do you share space with another dentist?	<b>N/A</b>		
Rent per month	<b>\$6,000.00/month</b>		CAM /taxes included? <b>No</b>
If not included, amount paid?	<b>Taxes: \$833.33/mo / HOA \$1,200/mo</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	<b>Free-standing X</b>	Professional      Retail Center
Office Square footage:	<b>~ 2,000 sq ft.</b>	Carpet?	<b>Yes</b> Air conditioning? <b>Yes, dual</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, 3</b> Sterilization: <b>Yes</b> Storage:
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b> Laser: <b>Yes</b> Intra-oral Camera: <b>Yes</b> 3D Cone Beam <b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Full Remodel in 2009 with additional upgrades to Restrooms, Computers and Equipment in 2015/2016. Attractive, well-maintained, free-standing Building with multi-group Specialty practices offering patient convenience for all their dental care</b>		

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	3	Diagnostic	7	Adjunctive	3	Dentures	9
General Operative	6	Endo	< 1	Ortho/TMJ		Perio	30
Oral Surgery	8	Cosmetic	6	Crown/Bridge	19	Implant	9

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

**Refer Complex Endo & Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 60 **Insurance/PPO** 40 Denti-Cal      Capitation (HMO)      Other     

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

**\*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, Delta PPO**

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: **6 days**

Average age of patients: **Full spectrum ~ Family Range**

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

Type of recall system used? **Dentrix tracking**

Number of recalls per month? ~ **125+**

What types of Practice Promotions? **Groupon, Radio, Google, Tyson Steele**

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: **Total Remodel in 2009, 2015 – Total Computer Systems, Dentrix Software, 2016 - Laser Millennium, 2016 – Restroom(s) Remodel, 3D Cone Beam in office**

Average age of Equipment: ~ 5 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant	4-6 days/45 hrs	Apr 2018	Available	Yes
Insurance Coordinator	5 days/40 hrs	Jan 2017	Upon	Yes
Dental Hygiene	2 days/16 hrs	Jan 2001	Request	Yes
RDA	5 days/40 hrs	Apr 2018		Yes
Dental Hygiene	4 days/16 hrs	Feb 2019		Yes
Schedule Coordinator	5 days/40 hrs	Oct 2018		Yes

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 Corporate Tax Returns:

2018     \$ 1,370,344        2017     \$ 1,389,242        2016     \$ 1,628,138    

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

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

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.