



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1071 Redding, California

You need not travel to the Mediterranean to experience the wonderful climate of this community, which allows you to enjoy a full range of water sports in the summer: boating, wakeboarding and fishing, ideal for young and growing families. With streamlined policies and loyal, stable patient base, this beloved, busy, quality practice is your springboard to success at this proven location!

Doctor averages 8 - 15 patients per day with Hygiene averaging 7 patients/per day offering 7 days of Hygiene/per week and generates approximately 8 - 10 new patients per month.

This pristine office is conveniently located in an attractive, well-maintained, single-story, free-standing, multi-suite Dental professional complex on busy thoroughfare, offering ample parking, excellent exposure and visibility and easy accessibility in desirable and vibrant Commercial/Professional corridor, along River.

Office occupies approximately 2,264 square feet and consists of 4 fully equipped Ops, Reception, Doctor's office, Staff Lounge, Business office, Sterilization, Digital X-ray units in each Op, Dark room, Lab, Storage and 2 Restrooms.

Full Price: \$525,000

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

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

We look forward to serving you

GN-1071

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$525,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 4	8 - 4	8 - 4	7 - 1		
Doctor's Hours		8 - 4	8 - 4	8 - 4	7 - 1		
Hygienist Hours		8 - 4	8 - 4	8 - 4	7 - 1		
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	Since 1987			Days worked past 12 months:		~ 170 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 yrs w/ 5-yr renewable Option			Expiration date:	January 2021		
Do you share space with another dentist?	N/A						
Rent per month	\$4,643.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	~ \$200-\$300/month incl H2O, Trash, Landscaping				Are utilities included?	No	
Is the rent considered above, below or at fair market value?	Slightly Above Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	~ 2,264 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	4		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	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, single-story, free-standing Dental Professional building in vibrant professional/Retail corridor, along busy thoroughfare, offering great visibility, and within walking distance of the Sacramento River						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	21.94	Diagnostic	17.94	Adjunctive	0.54	Dentures	4.96
General Operative	37.49	Endo	0.67	Ortho/TMJ	0.02	Perio	0.63
Oral Surgery	0.20	Other	1.52	Crown/Bridge	3.34	Implant	10.75

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

Refers all of the above: Complex Oral Surgery, Endo, Perio, Ortho, Pedo, TMD/Sleep Apnea

Type of patients as a percentage of Collections:

Private Pay 40% Insurance/PPO 60% Denti-Cal _____ Capitation (HMO) _____ 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:

None

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: **~ 8 - 10**

Average number of patients per day? Per-Doctor: **~ 8 - 15** Per-Hygienist: **~ 7**

Hygiene days per week: **7 days**

Average age of patients: **Full Spectrum of Family Range ages**

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

Type of recall system used? **Dentrix tracking – Practice Software Appointment Reminders**

Number of recalls per month? **~ 150 - 175**

What types of Practice Promotions? **Website and Internal Marketing: Word-of-Month Referrals**

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: **All leasehold improvements in 2000**

Average age of Equipment: **Most equipment 1 – 5 yrs, 2 Chairs ~ 15+ yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
RDA	3 ½ days/wk	July 2000		
Dental Assistant	3 ½ days/wk	Jan 2013		
RDH	2 ½ days/wk	Oct 2019		
RDH	3 ½ days/wk	Sept 2006		
RDH	1 day/wk	Oct 2019		
Front Office/Insurance	3 ½ days/wk	March 2018		
Front Office/Scheduling	2 days/wk	Dec 2018		

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 \$ 853,567 2017 \$ 817,076 2016 \$770,629

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

Is pegboard or computer? **Computer** What type of computer? **Custom-built w/ Server & Networked**

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.