



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **# FG-1086 Ukiah, California**

As the county seat and largest city of Mendocino County, the Ukiah area is at the headwaters of the Russian River. Its rich bottomland supports many small, mostly organic farms that grow fruits and vegetables, and supports livestock. Established for 15+ yrs, this excellent opportunity awaits your talent and skill in the well-established, professional neighborhood of this peaceful, family-oriented town.

The philosophy of this restorative Practice has a strong preventative focus with patient base of young families as new patients. Doctor averages 8 patients w/ 8 - 9 Hygiene patients per day offering 5½ days of Hygiene/per week and welcomes approximately 8 - 10 new patients per month.

This well-maintained office is the sole tenant of a single-story, Professional building in a well-established healthcare corridor, known as "Doctor's Row, with ample parking, pleasing curb appeal and mature landscaping. The office occupies approximately 1,200 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Lab/Sterilization, Storage, and 2 Restrooms.

***Full Price: \$550,000***

*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**

# FG-1086

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$550,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 1	9 – 5	8:30 – 5	8:30 – 5	8:30 – 1	
Doctor's Hours			9 – 4:30	9 – 4:30	9 – 4:30	9 – 1	
Hygienist Hours			9 – 5	8:30 – 5	8:30 – 5	8:30 – 1	
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>Since 2002</b>		Days worked past 12 months:		<b>~ 140 days</b>		

## OFFICE SPACE &amp; 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>Month-to-Month</b>			Expiration date:	<b>N/A</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$1,225.00/month</b>		Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	<b>Property Tax: \$1,068.00/annually</b>			Are utilities included?	<b>No</b>		
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 1,200 sf</b>	Carpet?	<b>Partial</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>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>In-Lab</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):

**Attractive, well-maintained, well-established Professional building located in the highly desirable, healthcare professional corridor known as "Doctor's Row" on the main thoroughfare in a mixed commercial/residential neighborhood near the center of town**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>30</b>	Diagnostic	<b>21</b>	Adjunctive	<b>0</b>	Dentures	<b>3</b>
General Operative	<b>14</b>	Endo	<b>0</b>	Ortho/TMJ	<b>0</b>	Perio	<b>6</b>
Oral Surgery	<b>0</b>	Cosmetic		Crown/Bridge	<b>20</b>	Implant	<b>5</b>

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

**Refer Complex Oral Surgery, Endo, Implant Surgery, Advanced Perio, Difficult Pedo**

Type of patients as a percentage of Collections:

Private Pay   56   Insurance/PPO   44   Denti-Cal        Capitation (HMO)        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 Capitation Plans now in place: **Delta Dental, Arrow, DeCare**

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** Per-Hygienist: **~ 8 - 9**

Hygiene days per week: **5½ days**

Average age of patients: **Young Families to Mature Family Range: ~ 50 yrs**

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

Type of recall system used? **Dentrix**

Number of recalls per month? **~ 150 - 160**

What types of Practice Promotions? **Facebook**

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: **Reception Area Remodeled ~ 2009**

Average age of Equipment: **~ 10 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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### AVAILABLE UPON REQUEST

Do family members work in the office? **Yes**      If yes, how much are they paid? **\$30,000.00/annually**

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:

2019     **\$ 873,915**     *12m P&L*    2018     **\$ 824,297**        2017     **\$ 833,384**    

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

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

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.