



WESTERN PRACTICE SALES

John M. Cahill Associates

#HG-1089

Calaveras County, California

Established for 25+ yrs with a stellar reputation at this proven location, Seller is passing on this quality family-oriented practice with its professionally designed office with efficiency and patient flow in mind, seasoned Staff, marketing policies and a loyal, stable patient base to you!

The Doctor averages 8-10+ patients w/ 8 Hygiene patients per day offering 6 days of Hygiene per week with 2 Hygienists/3 days per week) and welcomes approximately 10-15 new patients per month.

The office is conveniently located in an attractive, well-maintained, pristinely landscaped Dental Professional building completely remodeled in 2000, ample parking for patient convenience, excellent visibility and easy accessibility on busy thoroughfare in desirable professional corridor.

The office occupies approximately 3,000+ square feet and consists of 6 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$465,000

Real Estate Also Available!

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

HG-1089**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$465,000****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		9 - 5	9 - 5		9 - 5	9 - 5	
Hygienist Hours		8 - 5	8 - 5		8 - 5	8 - 5	
Type of Practice:	General			Reason for Selling:			Personal
Years established:	Since 1990			Days worked past 12 months:			~ 204 days

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes	
Is the space leased?	Yes	Is lease renewable?	Yes	
		Is lease assignable?	Yes	
Term of Lease:	Open Ended		Expiration date:	N/A
Do you share space with another dentist?	N/A			
Rent per month	\$1.25/sf = \$3,750.00/month		Common area, maintenance fees /taxes included?	N/A
If not included, current amount paid?	N/A	Are utilities included?	No	
Is the rent considered above, below or at fair market value?	Fair Market			
Type of Building:	Condo	Free-standing	X	
		Professional	X	
			Retail Center	
Office Square footage:	~ 3,000+ sf	Carpet?	Yes & Tile	
		Air conditioning?	Yes	
Number of fully equipped ops:	6	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:	Yes	
		Intra-oral Camera:	Yes	
		3D Imager:	No	
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 1960's Dental Professional Building completely remodeled in 2000			

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	22	Diagnostic	16	Adjunctive	4	Prosth, Rem	4
General Operative	8	Endo	3	Ortho	7	Perio	3
Oral Surgery	1	Other	2	Crown/Bridge	29	Implant	1

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo) **All as needed**
Refer Complex Oral Surgery, Perio, Endo: Molar RCT, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 61.98 **Insurance/PPO** 38.02 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: **Delta**

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: **~ 10-15**

Average number of patients per day? Per-Doctor: **~ 8 – 10+** Per-Hygienist: **8 x2 x/3 days/wk**

Hygiene days per week: **6 days (2 Hygienists x 3 days/wk)**

Average age of patients: **Mid – mature Family Range**

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

Type of recall system used? **Computerized tracking: Dentrix reports**

Number of recalls per month?

What types of Practice Promotions? **Supermarket Ad**

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: **Building completely remodeled in 2000**

Average age of Equipment: **Varies**

Any equipment leases? **Charge card terminal** Equipment is right/left-handed/convertible? **Right**

PERSONNEL LIST AVAILABLE UPON REQUEST

Do family members work in the office? **Yes** If yes, how much are they paid? **\$1,100/monthly salary**

Has staff left the practice recently? **No**

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2018 \$ 908,471 2017 \$ 871,311 2016 \$ 939,103

***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.