



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1133 Chico, California

Come, live, play, and practice in this vibrant, well-managed city that values quality of life and sense of community. Chico features a wonderful small-town vibe with great recreational, educational, and cultural opportunities. Home to Chico State University, this quality dental practice provides modern, ideal dentistry with the highest esthetic and functional standards for an affluent and dentally educated patient base.

The Doctor averages 4-8 patients w/ 6-8 Hygiene patients per day, offering 1-2 days of Hygiene/per week, and welcomes approximately 6-10 new patients per month. All patients referrals are based on word of mouth: the best kind of marketing!

The office is conveniently located in an attractive, well-built, well-maintained, single story Dental Professional building w/ample parking, pristine landscaping, and in a desirable corridor and neighborhood. This spacious, well-lit, modern and comfortable office occupies approximately 2,500 square feet and consists of 4 fully equipped Ops, Reception area, 2 private Doctor's offices (each with private restroom), Business office, Sterilization, Darkroom, Lab, Storage, and Patient restroom.

Full Price: \$195,000

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

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

We look forward to serving you

GN-1133

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$195,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5		8 – 5	8 – 5		
Doctor's Hours		8 – 5		8 – 5	8 – 5		
Associate's Hours		8 – 5					
Hygienist Hours				8 – 5	8 – 5		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ Since 1985		Days worked past 12 months:		~ 150 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?	N/A		
Term of Lease:	Month-to-Month currently			Expiration date:			
Do you share space with another dentist?	Yes, Associate produces 5% of practice production						
Rent per month	\$ 4,305.00/month		Common area, maintenance fees /taxes included?		Yes		
If not included, current amount paid?			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:	~ 2,500 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, 2	Lab:	Large
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
						3D Imager:	No

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

Attractive, high quality, modern, spacious Office in single-story, free-standing, well-maintained & well-built Dental Professional building w ample parking on busy thoroughfare in desirable pristine neighborhood w/ easy accessibility and excellent visibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	9	Diagnostic		Adjunctive	1	Prosth, Rem	32
General Operative	10	Endo	1	Ortho/TMJ	2	Perio	1
Oral Surgery	1	Cosmetic	all	Crown/Bridge	21	Implant	23

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

Refer Complex (Most) Oral Surgery, Endo, Perio, Ortho, 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? **No, NOT a DELTA PROVIDER (NO CONTRACT), but does treat Delta patients**

***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"? **No**

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: **~ 4 – 8** Per-Hygienist: **~ 6 - 8**

Hygiene days per week: **~ 1 - 2 days**

Average age of patients: **Mature Family Range: ~ 50 – 70yrs**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 40**

What types of Practice Promotions? **None. Internal marketing: word-of-mouth 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: **Fixtures, furnishings, cabinets, counters and dental equipment in excellent working condition, hands-free fixtures, spacious Rooms with good lighting, well-lit, airy, modern, comfortable**

Average age of Equipment: ~ 15 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? **0**

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:

2019 \$ 326,683 2018 \$ 259,483 2017 \$ 279,843

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

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

What software? **EasyDental** Is software transferable? **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.